Rainforest Innovations

Supporting Technology Transfer and Catalyzing Economic Development at the University of New Mexico

Lisa Kuuttila

101 Broadway Blvd. NE, Suite 1100
Albuquerque, NM 87102
(505) 272-7900
kuuttila@innovations.unm.edu

October 1, 2024

STAFF



UNM Rainforest Innovations

Board of Directors

Intellectual Property & **Agreements Student Assistants**

Hannah Smith, MS in Project Management Marlin Thomas, MS in Music



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Dr. John C. Stormont



Mr. Charles Wellborn



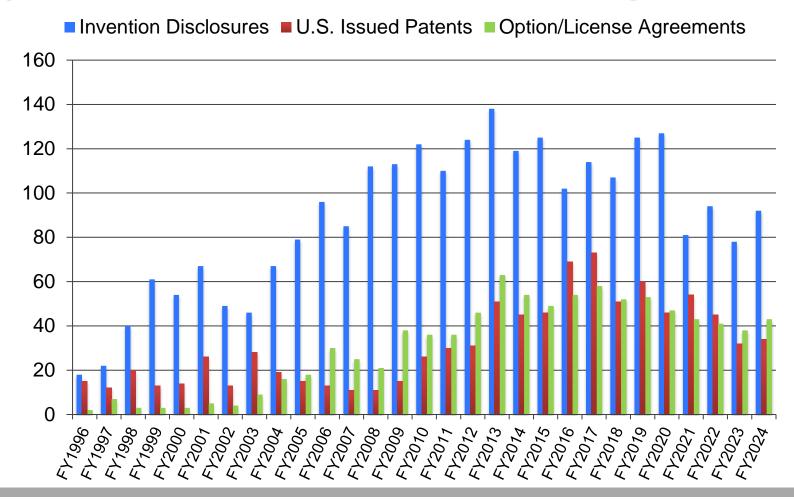
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COMMERCIALIZATION ACTIVITIES

UNM RAINFOREST INNOVATIONS

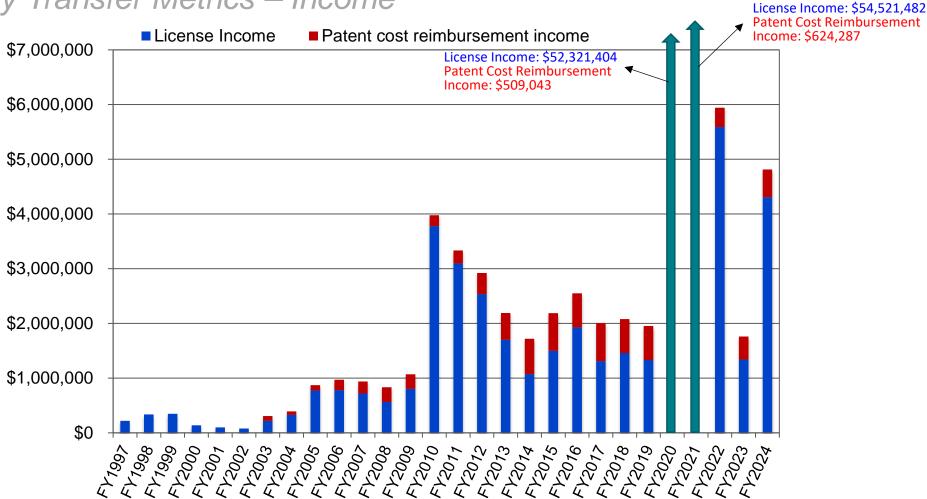
Technology Transfer Metrics – Disclosures, Patents, Agreements





UNM RAINFOREST INNOVATIONS

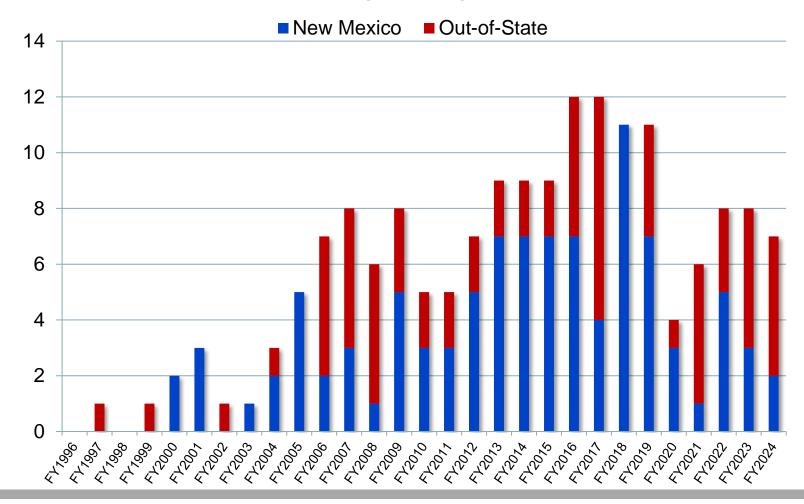
Technology Transfer Metrics – Income





UNM RAINFOREST INNOVATIONS METRICS

Technology Transfer Metrics – Start-up Companies



NATIONAL ACADEMY OF INVENTORS ACCOMPLISHMENTS

UNM makes list of top 100 worldwide universities with largest number of issued US patents for nine out of ten years (recognized by National Academy of Inventors (NAI)

Worldwide

Ranked 81 in 2022

Ranked 86 in 2020

Ranked 61 in 2019

Ranked 51 in 2018

Ranked 32 in 2017

Ranked 33 in 2016

Ranked 47 in 2015

Ranked 42 in 2014

Ranked 56 in 2013

United States

(rankings started in 2022 for US Universities)

Controd C1 in 2021

Ranked 61 in 2023

Ranked 52 in 2022







UNM RAINFOREST INNOVATIONS ACTIVE START-UPS

54% of the 170 companies spun out from the University of New Mexico are still in business and active; 51 of these startups are active in New Mexico

















































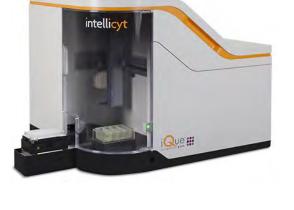




intellicyt



- Terry Dunlay, Founder, President, & CEO
 - 2006 explored moving to New Mexico
 - Viewed many technology opportunities
 - Selected high throughput screening technology
 - Inventors: Larry Sklar and Bruce Edwards
 - 2006 Worked with UNM Rainforest Innovations through Cecchi Venture Lab (first tenant)
- Raised over \$20 Million
 - 2007-2010 \$5 million in 3 rounds. \$1 million in 2007 from Verge & Village Ventures, \$1.5 Million in 2008 from Verge & Village Ventures and \$2.5 million from Prolog Ventures, Verge, and New Mexico Community Capital.
 - May 2013 \$8 million from Arboretum Ventures who led the venture funding round with participation from current backers Prolog Ventures, Verge Fund and New Mexico Community Capital
 - July 2015 \$5.4 million from Arboretum Ventures who led the venture funding round with participation from current backers Prolog Ventures, Verge Fund and New Mexico Community Capital
- Sold to Sartorius AG in June 2016 for \$90 million; now owned by Essen BioScience
 - Company currently ~ 120 employees
 - Company operating in New Mexico
 - Opening a Center of Excellence in Michigan



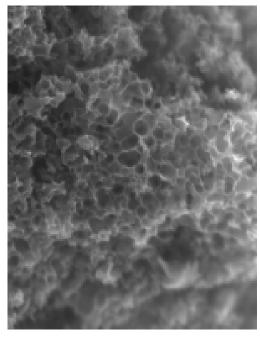








- Thomas J. Stephenson, CEO
- ❖ Albuquerque based start-up company focusing on **non-platinum fuel cell catalysts**
 - Commercializing next-generation catalysts and catalyst supports for the fuel cell and electrolyzer industries
 - Venture-backed startup, funded by the Verge Fund, Omphalos Venture Partners and other investors
- Raised several million and received several grants including a \$1M DOE grant
- Recently closed \$12.6 million investment in Series-B funding from Hyundai Motor Company and Bekaert
- In December 2023, a new 28,000 square-foot chemical production facility in Albuquerque, NM was completed, enabling increased production of catalysts for electrolyzers and fuel cells
- Currently employ 20 team members
- https://pajaritopowder.com







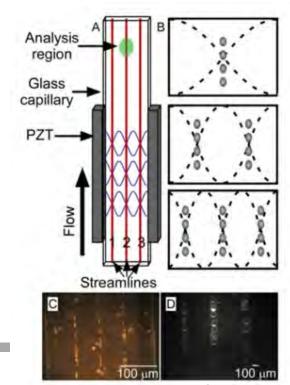


bennubio[®]



- John O'Rourke, President & CEO
- Steve Graves, Ph.D., Founder & Primary UNM Investigator
- Albuquerque-based startup moved from WESST into larger facility at 6610 Gulton Ct. NE.
 - Expanding commercialization efforts for their instrument, the Velocyt
- High-throughput technology that increases the cell analysis rate for flow cytometers by using parallel analysis streams
 - Large particle analysis
 - Provides early-stage detection of many forms of cancer
 - Excellent sensitivity and precision
 - Improves flow cytometry sample throughput by over 100x
 - Important role in personalized medicine, cancer, and immunotherapy research
- \$5 Million Series B Raised in 2020 Led by Co-win Venture with Tramway Venture Partners, Cottonwood Technology Fund, and Sun Mountain Capital
- Awarded \$1M NIH SBIR grant to further develop their superfast, multi-sample cytometry technology
- https://bennubio.com/



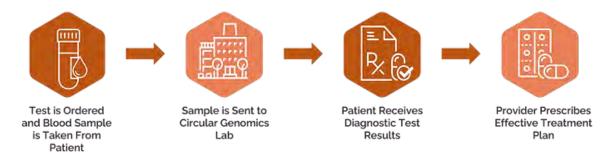






- Paul Sargeant, PhD, President & CEO
- UNM Inventor, Nikolaos Mellios MD, PhD, Co-Founder & CSO
- This Albuquerque based start-up is the leading company in the development of circular RNA-based precision medicine tools, data and diagnostics for neurology and psychiatry.
- December 2021, closed a \$4.5M series seed investment round co-lead by Cottonwood Technology Fund III and Tramway Venture Partners and included Mountain Group Partners and other individual investors.
- January 2024, closed a \$8.3M Series A investment round led by Mountain Group Partners which also included their initial investors and other undisclosed individuals.
- https://www.circulargenomics.com/

Circular Genomics Evidence-Based Standard of Care

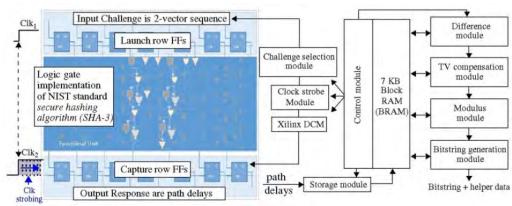








- Charles Mendez, Jr., CEO
- A proprietary security platform using PUFs (Physical Unclonable Functions) technology that creates a digital "fingerprint" on a chip paired with authentication algorithms.
 - Uses the natural variations of the chip as a source of randomness (entropy) used in the generation of virtually unlimited number of unique bitstrings or keys as the mechanism to enable challenge/response authentication and encryption, making it impossible to "learn" and steal the keys.
- The Enthentica HELP KG can be implemented on an FPGA during manufacturing of the processor or in real time at any stage of project development, OEM design and manufacturing or as a field firmware update.
- Founded by the New Mexico Angels & New Mexico Start-up Factory
- Technology deployed in a number of applications
- www.enthentica.com





PROGRAMS TO SUPPORT UNM START-UPS

- Cecchi VentureLab
 - Office space for newly forming companies
 - Student intern support
 - Conference rooms, high-speed internet, etc.
 - Virtual program
 - Introductions to investors/others
- Rainforest Accelerator Program
 - Market discovery and mentoring for UNM inventors
- UNM Rainforest Innovations/UNM Foundation Co-Investment Fund
 - \$100K Co-investment available for UNM start-up company
- Partnership with New Mexico Angels
 - Showcases/Presentations
- Regular presentations to entrepreneurs/companies/investment community
 - Highlighting UNM start-ups
- MOU with Osage University Partners
 - National Venture Fund











CO-INVESTMENT FUND

Investments in Local Startups

- Partnership between UNM Rainforest Innovations and UNM Foundation
- \$100K Co-investment available for UNM start-up company
- Company must be established/have primary operations in NM
- Invested in 21 startups to date



RAINFOREST ACCELERATOR

Market Discovery for UNM Technology

- Assist teams of UNM faculty or students to go outside of their laboratories and into the marketplace
- Learn first-hand about entrepreneurship while going through the market discovery process
- Receive \$3,000 of funding and paired with a mentor
- UNM I-Corps Site Program:
 - Have completed 11 cohorts and trained over 112 teams
 - 6 teams participate in the National I-Corps program where teams are provided with \$50,000 to further their customer discovery work
 - Over 17 new business have been created, attracting capital from investors, SBIR/STTR funding programs, as well as support from other university and community resources.
 - 30 of these teams have won prizes in UNM pitch competitions over the past 3 years
- Rainforest Accelerator Program:
 - Have completed 3 cohorts and trained 20 teams
- New cohort begins October 7, 2024
- Learn more here: https://innovations.unm.edu/program-activities/rainforest-accelerator/



UNM RAINFOREST INNOVATION FELLOWS



Mahmoud R. Taha, PhD (2024)



Karin Westlund High, PhD Jeremy S. Edwards PhD (2023)



(2022)



Eric Prossnitz, PhD (2021)



David G. Whitten, PhD (2020)



Angela Wandinger-Ness, PhD (2019)



Sang M. Han, PhD (2018)



Bryce Chackerian, PhD (2017)



David Peabody, PhD (2017)



Gabriel P. López, PhD (2016)



Cheryl L. Willman, MD (2015)



C. Jeffrey Brinker, PhD (2015)



Plaman B. Atanassov, PhD (2014)



Graham S. Timmins, PhD (2013)



Stephen D. Hersee, PhD (2012)



Larry A. Sklar, PhD (2011)



Steven R.J. Brueck, PhD (2010)





2023 Fellow Sang M. Han, Ph.D. Regents' Professor & Chair, Department of Chemical & Biological Engineering The University of New Mexico



2019 Fellow Bryce Chackerian, Ph.D. Professor, Department of Molecular Genetics & Microbiology The University of New Mexico



C. Jeffrey Brinker, Ph.D. Distinguished and Regents' Professor, Department of Chemical & Biological Engineering Professor, Department of Molecular Genetics & Microbiology Member, UNM Cancer Center The University of New Mexico

2015 Fellow



David G. Whitten. Ph.D. Distinguished Professor, Department of Chemical & Biological Engineering Associate Director, Center for Biomedical Engineering The University of New Mexico

2021 Fellow



2017 Fellow Cheryl L. Willman, M.D. Distinguished Professor of Pathology The University of New Mexico Director & CEO of the UNM Comprehensive **Cancer Center**



2015 Fellow Steven R. J. Brueck, Ph.D. Distinguished & Professor Emeritus Department of Electrical & Computer Engineering Department Physics & Astronomy Center for High Technology Materials The University of New Mexico



2020 Fellow Larry A. Sklar, Ph.D. Emeritus Professor, Department of Pathology The University of New Mexico



2017 Fellow Plamen B. Atanassov. Ph.D. Distinguished Professor of Chemical and Biological Engineering Director of the UNM Center for Micro-Engineered Materials

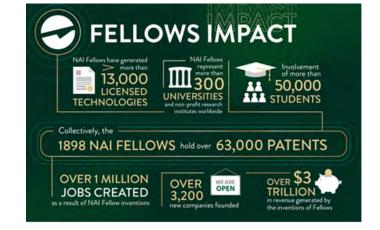


2016 Fellow Gabriel P. López, Ph.D. Professor, Department of Chemical & Biological Engineering Founding Director and Member, Center for Biomedical Engineering The University of New Mexico



2019 Fellow David S. Peabody, Ph.D. Professor, Department of Molecular Genetics & Microbiology The University of New Mexico





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ECONOMIC DEVELOPMENT

A RAINFOREST IN THE DESERT

- What is a Rainforest?
 - An environment with special characteristics
 - Provide the right setting to foster serendipitous evolution
 - As applied to innovation systems, we want to nurture the sprouts (startup companies) to grow
 - Bottom-up model



UNM INNOVATION & ECONOMIC PROSPERITY UNIVERSITY AWARD WINNER

- UNM designated as an Innovation and Economic Prosperity (IEP) University in 2015 by the Association of Public and Land-grant Universities (APLU).
- In 2018, received the IEP Place award for exemplary initiatives in creating the Lobo Rainforest Building at Innovate ABQ.
- UNM received an extension on the IEP designation for its exemplary initiatives resulting in social, cultural, or community development.
- UNM is currently a finalist for the 2024 IEP Innovation Award, recognizing exemplary initiatives spurring innovation, entrepreneurship, and technology-based economic development.



STATEWIDE ECONOMIC IMPACT REPORT

- A new report was released analyzing the entire University of New Mexico system and quantified its impact on the New Mexico economy during academic year 2022.
- As one of New Mexico's major employers, UNM enhances workforce productivity, improves quality of life, stimulates innovation, and drives economic growth statewide. The entire UNM system is vast and includes Albuquerque Main Campus, Health Sciences Center, Sandoval Regional Medical Center in Rio Rancho, and the four branch campuses in Taos, Valencia County, Los Alamos, and Gallup.
- The report was made possible by financial support from the US Department of Commerce and Economic Development Administration. It was commissioned by UNM Rainforest Innovations. The report was prepared by Dr. Kelly O'Donnell, a research professor at the UNM School of Public Administration.

UNM Economic Impact Summary Results

	Employment (Job years)	Labor Income (\$ millions)	Output (\$ millions)
UNM Operations	32,098	\$1,196.90	\$2,831.3
Student Spending	979	\$27.4	\$93.5
Alumni Income	13,545	\$616.9	\$2,195.7
Technology Transfer	431	\$29.4	\$64.2
Total	47,053	\$1,871	\$5,185





INNOVATE NEW MEXICO®

INNOVATE NEW MEXICO®

Discover The State of Innovation

Network Among Leading Research Institutions in NM

- Front door for technology transfer and economic development in New Mexico
- Next showcase to be held on March 4, 2025
 - Inaugural showcase held April 26, 2016
- Links start-ups with large corporations and local & out-of-state investors
- Leverages assets from the leading technology transfer organizations in the state of New Mexico: UNM Rainforest Innovations, New Mexico State University, New Mexico Tech, Sandia National Labs, Los Alamos National Lab, Air Force Research Lab
- Promote New Mexico as the "The State of Innovation"
- Website: http://www.innovatenewmexico.com

























ENTREPRENEURIAL TRAINING

Rainforest University Center

- Explore our vast collection of entrepreneurial training videos! The videos range from generating a business idea all the way to raising capital and finding investors for your business. These videos are for aspiring and established entrepreneurs, business owners, university students, and community members.
- The full playlist of videos can be found on the UNM Rainforest Innovations' website here or on our YouTube channel here.
- Interested in earning your Entrepreneurial Capabilities Certificate?
 - First, fill out the <u>enrollment form</u> to get started.
 - Next, choose at least seven videos below to watch (at your own pace) and complete their associated assessments.
 - After you have finished, contact <u>Cara Michaliszyn</u> to receive your certificate.



Table of Contents

- 1. Business 101 For Businesses Just Getting Started
- 2. Scaling Your Business For Businesses Trying to Evolve, Fundraise, and Grow
- 3. Branding & Digital Marketing Promoting Yourself and Your Product
- 4. Technology Startups Protecting Your Intellectual Property
- 5. Product & Business Development
- 6. Social Entrepreneurship
- 7. Networking and Strategic Partnerships
- 8. Additional Videos and Topics



MENTORING FOR ENTREPRENEURS

Rainforest Mentor Office Hours

 1:1 mentoring to provide guidance, coaching, perspective, and connections to enhance entrepreneurship and connections to resources at UNM and in the community

SCORE Office Hours

 Mentors are highly successful and seasoned business professionals and entrepreneurs







TRIBAL ENTREPRENEURSHIP PROGRAM

Expanding Entrepreneurial Training

- New Mexico Tribal Entrepreneurship Enhancement Program (NMTEEP) A 3-year EDA funded grant, started in April 2022, to bridge gaps and seek solutions for Tribal Entrepreneurs in underserved communities in New Mexico, with a primary focus on coal-impacted tribal communities.
 - Designated Liaisons identify needs and barriers faced by entrepreneurs in rural, tribal communities throughout New Mexico
 - Fireside Chats to highlight entrepreneurs from tribal communities and showcase their companies, feature role models, and to allow for networking and connections
 - Indigenous Entrepreneurs Podcast Follow on Spotify new episodes out each week!
- http://loborainforest.com/tribal-entrepreneurship





Tribal Liaisons:



Mytegia Lee, Executive Director Southwest Native Assets – Gallup, NM



Scott Tafoya, Owner of Truth Dancer Coaching, LLC – Albuquerque, NM



Zachariah Ben, Owner of Bidii Baby Foods LLC – Shiprock, NM



Heather Gomez, Owner, Big D Flooring and Dulce Base Tipi AirBnB



Joseph Toledo, Owner, Smash N Crispy Burgers and Project Manager, Smart Tribe 275



RAINFOREST STUDENT PITCH COMPETITION

A community initiative to help recognize our student entrepreneurs in the state!

- Hosted by UNM Rainforest Innovations and the UNM Innovation Academy and open to student from any university in New Mexico
- Student entrepreneurs present their innovative ideas for products, services or technologies in 60-90 second presentations before entrepreneurs, investors, and business professionals in the community
- Inaugural competition held in March 2015; to date:
 - 89% pitch competition participants are currently in business
 - 116 student companies in operation
- More info at: https://innovations.unm.edu/epc/
- Fall 2024 Competition will be on **November 6, 2024**
 - Deadline to apply is October, 22, 2024



PITCH DECK COMPETITION

- Inaugural event held in 2019 The Pitch Deck Competition is an early-stage pitch competition bringing together university entrepreneurs from all over New Mexico.
- Hosted by the UNM Innovation Academy and UNM Rainforest Innovations, the competition seeks early-stage business models that demonstrate a market-tested ability to adapt to customers' needs.



- 2020 awardee, Perspective Components, has partnered with CABQ and is testing products at Pino Yards
- 2021 awardee, Circular Geonomics, has raised over \$4.5M funds
- 2022 awardee, Flow Aluminum, is now participating in the 2023 REACH (Regional Energy Accelerator for Commercializing Hard-Tech)
 incubator program
- 2023 awardee, CeraScape Electrochemical Ceramics, is pursuing start-up formation
- Winter 2024 Finals will be held on December 5, 2024 at the Lobo Rainforest Building
- https://innovations.unm.edu/program-activities/2024-pitch-deck-competition/





LOBO HACKATHON

Coming Together to Solve Problems

- Spring 2025 cohort to be held on April 10-11, 2025
- The Spring 2024 cohort had 16 teams participate with a prize pool of \$19,000
- Two-day event for people to come together to intensely focus and collaborate on improving or creating an idea. Teams can build or refine an idea that sets out to address a problem, utilize a technology, or create something new!
- Open to students, faculty, staff, entrepreneurs, and others in the community. All disciplines are invited to participate. No experience is necessary!
- More info at: https://innovations.unm.edu/program-activities/lobo-hackathon/







UNM BUSINESS & ECONOMIC SUMMIT

- UNM and UNM Rainforest Innovations hosted 5 Business and Economic Summit since 2012 to continue a statewide dialogue on ways to grow our New Mexico economy and our innovation ecosystem
- ❖ 2022 Summit Entrepreneurship in New Mexico
 - Right to Start with Keynote speaker: Victor Hwang, Founder & CEO, Right to Start
 - Advocacy for entrepreneurial policies to expend entrepreneurial opportunity
 - HB 118; Senate Bill 62 introduced in the 2023 NM legislative session to create an Office of Entrepreneurship
- 2024 Summit was held on January 9, 2024
 - Focus on New Mexico's Future Entrepreneurial Ecosystem
 - Keynote presentations by Stuart Rose, PhD, serial Entrepreneur and Founder of the BioScience Center and FatPipe, and Steven Weinstein, PhD, General Partner of America's Frontier Fund
 - View the event recordings on YouTube <u>here</u>.
- 2025 Summit to be held on January 14, 2025



EVENTS IN COLLABORATION WITH NM EDD



New Mexico Research University Team Award Pitch

The EDD Awarded NM Research University Faculty/Students \$760k For Their Science And Technology Commercialization Proposals

The Research University Team Pitch awardees were:

Sandia Medical Technologies: \$210,000

Prosthetic Implant for CMC Arthritis

Sattwa-toyam: \$200,000

Creating New Fresh Water from Brackish and Sea Water

YEEO Eco-Safe: \$200,000

A Yeast-Encapsulated Essential Oil Larvicide



New Mexico Advanced Energy Award Pitch

NM Small Businesses In Advanced Energy Took Home \$3.4M In Funding From The EDD

The Advanced Energy small business awardees were:

Flow Aluminum, Inc. was awarded \$400,000

GridFlow was awarded \$300,000

Hydrosonics was awarded \$350,000

Pajarito Powder, LLC was awarded \$766,000

Sigma Advanced Technologies, LLC was awarded \$300,500

TS-Nano was awarded \$713,000

UbiQd was awarded \$567,500

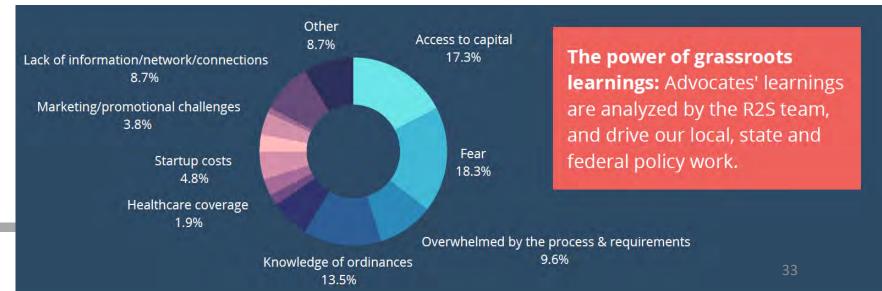


RIGHT TO START INITIATIVE

Shaping Policies to Support Entrepreneurs

- Partnership with the City of Albuquerque
- R2S Mission: Civic change to eliminate barriers for everyone's Right to Start (entrepreneurial opportunity)
- R2S ABQ Advocate Edgar Solis, Owner, Alma's Salsa
- R2S New Mexico Ambassador Alice Loy
- Right to Start Acts: 2023 state legislation filed in 9 states

Top barriers to entry for entrepreneurs







INNOVATE ABQ® - CENTRAL/BROADWAY SITE

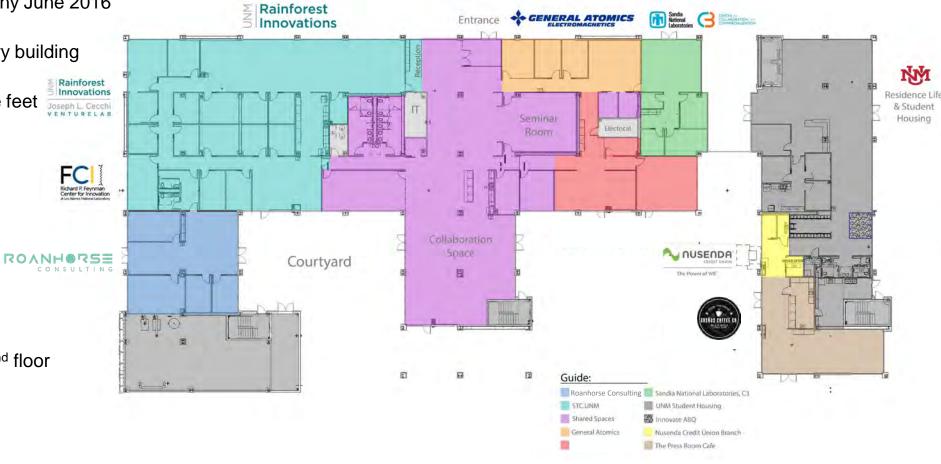


UNM raises \$6.5M in external funding to support purchase of site in 2013

INNOVATE ABQ®

- First new building Lobo Rainforest building held groundbreaking ceremony June 2016
- 158,830 square foot, Six story building
- Ground Floor–29,485 square feet
 - UNM Rainforest Innovations
 Cecchi VentureLab (CVL)
 - Sandia National Labs
 - General Atomics
 - Los Alamos Lab
 - Nusenda Branch
 - Suenos Coffee Co.
 - Roanhorse Consulting
- Upper five floors
 - 155 apartments
 - o 2 bedroom/2 bath units
 - Small fitness center 2nd floor

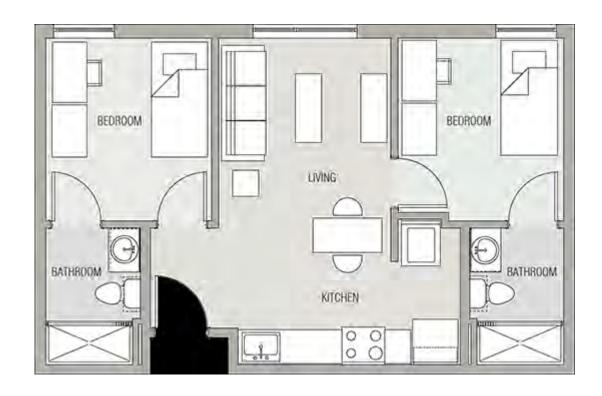
BRAINFOREST





LOBO RAINFOREST – STUDENT LIFE

An urban, modern & collaborative student apartment, with a thinktank, entrepreneurial, innovation driven twist.



SPACE FOR 310 STUDENTS

\$3,975 per Semester 604 Square Feet

Amenities:

Two bedrooms

Fully-furnished

Two bathrooms

Full kitchen

Washer/Dryer

Dishwasher

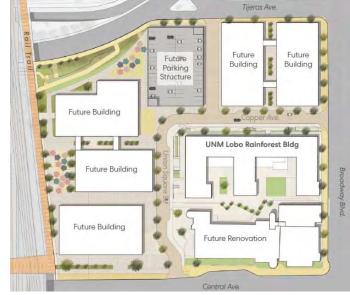
No Utility Costs



INNOVATE ABQ® > 7 ACRES

- The core site is the nucleus of Innovate ABQ and the heart of the Innovation District that will drive the revitalization of downtown Albuquerque.
- Innovation Corridor additions since 2013
 - FatPipe ABQ Coworking Space
 - ABQid moved to Fuse Makerspace
 - FreeRange Coworking Space
 - Titan Development mixed-use project with multifamily housing, retail and a hotel (Central north of Presbyterian Hospital)
 - Homewood Suites & Hilton Garden Inn (SW corner of Broadway and Central)
 - Vince DiGregory EDo Development mix-used/townhomes (Central between Arno and Broadway)
 - One Central Entertainment District
 - Marriott Springhill Suites Hotel at the Highlands
- Plans for the new development include up to five new buildings. With flexibility and adaptability in mind, the updated plan encompasses an area of approximately seven-acres, including accommodating more outdoor spaces, work areas, and amenities, remodel for a bioscience lab and related parking needs.

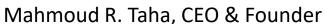








TS-NANO

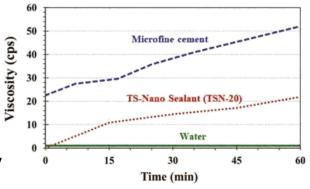




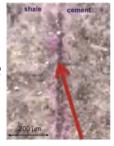
- ◆ TS-Nano™ is an ESG company for design, manufacturing, and application of polymer nanocomposite sealants.
- The core of the TS-Nano product line includes sealants that repair leaky wellbores associated with oil and gas production, cavern storage, CO2 sequestration.
 - TS-Nano has patented a new sealant that can be injected into a fracture to modify its permeability to control the resulting flowrate through the fracture
 - TS-Nano concrete crack sealers has extended gel time longer than existing crack sealers to enable high sealing depth of concrete slabs and precast panels
- Received a \$2.5 million investment to launch a joint initiative with Devvio, Inc. and DevvSteam, Inc. with the goal of reducing wellbore methane emissions.
- ❖ Were recently awarded a \$1.14 million SBIR grant from the DOE. The award will help the company further develop their breakthrough polymer technology for long-term repair and remediation of CO2 wellbores.
- http://ts-nano.com/



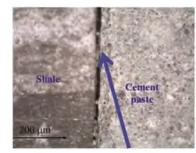
TS-Nano sealant TSN-20 has superior wettability and very low viscosity



TS-Nano sealant **TSN-20** can penetrate and seal very thin microcracks (30 mm) in rock formations that microfine cement cannot penetrate



TS-Nano sealant TSN-20



Microfine cement



SANDIA MEDICAL TECHNOLOGIES, INC.

- Rick Thomson, CEO
- Albuquerque based start-up company focused on developing prosthetic implants for CMC arthritis (PICA)
 - CMC Arthritis OA at the carpometacarpal joint where the thumb meets the wrist
 - Causes pain, swelling, stiffness, loss of dexterity/strength
 - The thumb CMC joint is the most common site for surgical arthritis reconstruction in the upper limb
- PICA resolves CMC OA symptoms with a completely novel technology, combining aspects of proven surgical procedures into a unique and reliable implant, designed to return patients to baseline













Relieve pain

Restore range of motion

strength

Easy surgical your

Awarded \$210K from NMEDD's Research University Team Pilot Program



