

Modern Computer Medical Technique Ltd

Volume of investments required: \$ 400 thousand

Use of funds

R&D - 16%

Acquisition of fixed assets - 14%

Product upgrade - 10%

Marketing - 26%

Acquisition of current assets - 30%

Other (office, operational exp.) - 4%

Company profile

1. Date of establishment – April 2002.
2. Size and source of investment to date – \$ 45 000, own funds and prize-winning fund of the competition "BIT-2003".
3. Production – equipment for diagnostics.
4. Target market – medicine: oncology, mammology, otolaryngology, arthrology.
5. Sales 2005 (forecast) – \$ 12 000.
6. Description and value of assets – \$ 3 000: network-PCs, notebook.
7. Goodwill and intellectual property rights – patents: "The digital thermometer"; "The way and the device for diagnosing a clinical condition of the patient"; "The way and the device for mammography"; "The way and the device for volumetric tomography"; the patent of USA: "The way of temperature diagnostics of pathologies of bioobject and the device for its realization" is sent. Patentholder of all patents is Klukin L.M.
8. Signs of public recognition – the first prize in the competition of innovational projects "Business of innovational technologies BIT-2003"; a positive response of the leading mammologist of Russia academician L.D. Lindenbraten.

Owners

2 Individuals:	60%, 40%
Share of government property	0%

Products characteristics

The offered device "Diagraph volumetric thermal" (DOT) allows carrying out early safe express diagnostics of tumoral and not tumoral pathologies in the whole volume of the human body to determine diseases totally safely for the patient, at the earliest stage and with high reliability. The device finds out tumours of the size from 0.5 cm on depth up to 5 cm, shows their images on the PC-monitor in 2D and for breast in 3D; gives out automatic conclusion about breast disease, allows making subtraction of a picture of the previous inspection from the subsequent, that provides an opportunity to observe the results of changes which were having place between inspections. The device is absolutely safe in usage, with independent feed from 2.5 V battery. The device is aimed for mass inspection of the population in medical institutions: polyclinics, diagnostic centers, hospitals, clinics etc.

Wide introduction of the device in medical practice will provide reduction of death rate among the population from oncological and other diseases, preservation of vital resource of patient, reducing costs of subsequent treatment.

Application of the device will allow receiving huge social and economic benefit.

Small-scale manufacture of the device "Diagraph DOT" is organized. The given device has passed clinical tests in some foremost medical centers of Health Department of RF with positive result. The device is certified by Health Department of RF, and is allowed for application in medical practice in RF.

The offered device is a new kind of product, any analogous device is not present in the market, but it is hardly required, therefore a promotion campaign for it will be successful.

Markets & Competition

According to the Health Department of RF (from R.A. Halfin's information), in 2003 all institutions of public health services of RF had got 32 747 x-ray diagnostics devices, including 1 132 mammographs, 8 765 room devices, 185 urological devices, 5 385 fluorographs; 13 673 ultrasonic devices; 389 x-ray computer tomographs, 194 magnet-resonant

tomographs; consequently "Diagraph" could completely or in part replace 29 723 x-ray diagnostics devices. At the same time, from 70% up to 80% of the equipment for traditional radiological investigations was established more than 10 years ago and have got the big technical deterioration.

Data	Diagraph volumetric thermal DOT	X-ray-mammographs of foreign production	X-ray-mammographs of Russian production
Geographical Region – Russian Federation. Market size \$ 4 million			
2004	Company market share \$ ths / %	12 / 0.3%	2 400 / 60%
Geographical Region – Russian Federation. Market size \$ 6 million			
2009	Company market share \$ ths / %	1 200 / 20%	3 000 / 50%
			1 800 / 30%

Marketing & Sales

Our business model is to sale devices "Diagraph" and to get incomes from activity of the diagnostic centers. It is necessary to create a dealer network within the first three years of realization of the Project, to get partners having their own marketing networks. It is necessary to carry out work with bodies of regional authority to get orders of local budgets to equip medical institutions with the device "Diagraph". We have already begun this work in following regions: Moscow, the Moscow region, Central, Ural, Siberian Federal Regions.

Prospects of development

It is necessary to enter foreign market – CIS countries, USA, Europe, Asian-Pacific region. The volume of foreign market exceeds considerably the volume of the Russian's one. The problem which could be solved by using the device is considered abroad as one of paramount. It is necessary to develop, manufacture and promote in the Russian and foreign markets the new products of given class with improved parameters.