

Company Profile:

www.parkerisaac.com
 Healthcare/MedTech/Automation
 4 employees / contractors
 Founded May, 2016
 Production Facility: Ithaca, NY
 Office: JLABs NYC

Contact:

Alex Bodell, CEO & Co-Founder
alex@parkerisaac.com

Financial Info:

Stage: Early commercialization
 Previous capital: \$551K

Raise Highlights:

Capital raise: \$1M
 Convertible note: CAP \$5M
 Anticipated burn per month: \$65K
 CF breakeven: 18 months

Leadership:

Alex Bodell (CEO), Product development focus for 10+ years, BS and MSE in Mechanical Engineering from the Johns Hopkins University

Kristen Modzelewski (COO), Grew pre-revenue analytics team to \$7MM+ in annual domestic revenue. AB in Economics & Psychology, BSBA in Marketing from Washington University in St. Louis

Nathan Sweed MD (CMO), Residency, anatomic and clinical pathology. BS in Biochemical and Biophysical Sciences with a minor in Chemistry from the University of Houston, MD from University of Texas Health Science Center at San Antonio

Jason Liehr (Account Executive), Developed and scaled multi-faceted sales channels while overseeing nationwide distribution of CPG goods. BS in Cell & Molecular Biology from UC Santa Barbara

Problem: Cancer patients are receiving misdiagnoses due to preventable laboratory errors.

Solution: Parker Isaac has built a new class of laboratory technology that automates tissue preparation. Our product, the Adipress, standardizes lymph node collection process within fatty cancer samples. The Adipress works through a filtration action that result is an information-dense tissue sample. This enables the sample to be submitted for examination in its entirety, providing pathologists the ability to perform a complete diagnosis.



Results: Commercialized and vetted by major medical centers for colorectal cancer tissue preparation, the Adipress has help identify critical misdiagnoses. In a 133-case study, 18% of cases were significantly affected by the additional tissue identified with the Adipress.

FDA + IP: FDA registered as Class 1-Exempt medical device under code IDX. Two issued US patents (#10.126.215, 10.775.280) PCT application in process for Europe.

Competition: Technology dedicated to tissue preparation is currently limited to manual tools (scalpels, forceps, etc.). Fat clearing solvents to aid in lymph node identification are commercially available but are not widely adopted due to toxicity and labor intensity.

Market Opportunity: Adipress Product SAM (US): \$480M

The Adipress helps reduce the risk of both over and underdiagnosis. Inappropriate care resulting from misdiagnosis is harmful to patients and costs approximately \$24,000-\$28,000 per event. Extrapolation of our results, given Medicare expenditures and American Cancer Society incidence data, generates an annual cost impact of \$480M.

Revenue Model: Hardware + recurring consumables + annual service contracts.

Consumable model: Adipress free of charge w/ minimum consumable contract

- Consumable: \$35 / case, service: \$3,500 / year.
- 5-year contract value: \$51,300, (cost per case: \$53.10)

Cost of Goods: Adipress: ~ \$2,350, Consumables: under \$5 / unit, => 80%+ gross margin

Adoption: The Adipress solves a true clinical need (increasing and standardizing lymph node collection) through a user-friendly interface. It does not require clinical precedent to change, but rather it fits within the current workflow. As a result, Parker Isaac has seen a strong willingness to adopt from top academic centers and integrated delivery networks.

Company Traction: Commercialized product with issued IP and FDA registration. \$551,000 of total spend. Both customers that have implemented the Adipress into their standard workflow have caught false negatives within the first 50 cases. Participated in Cedars-Sinai Accelerator (2019) and MedTech Innovator (2020) programs, awarded JLABs prize (2020 – start TBD). Successfully launched and scaled early customer pilot program during Covid-19.

Exit: Our strategy focuses on an acquisition from a large pathology / life science company. We expect to carry a high EBITDA multiple (18x+) driven by the annuity model that our single use consumable creates. We're targeting an exit within 3 years of current round.

Financial Summary: Projections for US market

	Year 1	Year 2	Year 3
Revenues	552,480	3,120,383	6,196,842
COGS	111,152	569,968	1,039,701
Operating Costs	984,824	2,190,175	3,609,627
EBITDA	-543,496	360,240	1,547,514

(3 year forward looking)