

## FOREWORD

BioAbility, a world leader in providing strategic business information in biotechnology and the life sciences, has developed a comprehensive database of U.S. and Canadian venture capital firms that invest in new medical device companies. The information from that database is presented here as a user-friendly directory.

BioAbility researched the U.S. and Canadian venture capital community and developed a list of more than 600 venture capital firms believed to invest in this industry. BioAbility researched these firms via survey, analysis of web sites and direct contact with the firms. From this research, BioAbility was able to confirm the data from more than 90% of the companies. A few dozen firms had no active phone, fax or web site and were deleted from the list. Others were not or are no longer investing in medical devices. All businesses were contacted via fax after the data were compiled, giving them a chance to confirm the data.

	<b>Total Sites</b>	<b>Individual Companies</b>	<b>Contacts Listed</b>
<b>United States</b>	318	249	910
<b>Canada</b>	20	17	57
<b>Total in book</b>	<b>338</b>	<b>266</b>	<b>967</b>

Please note that the definition of investing in “medical devices” is taken somewhat broadly and is self-defined by the venture capital firms when they were submitting information.

This directory is our first edition of studying venture capital for medical device firms. Medical device portfolios were determined from most of the sites. Information on companies these firms invested in is presented with each venture capital firm in the main section of this directory. Further, an index of medical device companies, detailing their investors, is presented at the end of this directory.

An overall directory of venture capital firms, a directory of contact names and a listing of venture capital firm sites by state or province also are presented.

In Canada, the 20 sites of 17 medical device VC firms are distributed in six provinces. The following table shows the distribution of these sites. Ontario is, by far, the largest source (in number of sites), with more than half of the sites in the country.

### Canadian Sites of Medical Device VC – Ranking by Province

<b>Rank</b>	<b>Province</b>	<b>Sites</b>	<b>% of Sites</b>
1	Ontario	8	40
2	Québec	6	30
3	British Columbia	3	15
4	Alberta	1	5
4	Manitoba	1	5
4	Nova Scotia	1	5

The U.S. can be similarly ranked by VC firm sites. An obvious No. 1 is California, with 100 sites, nearly one-third of the sites in this book. Massachusetts is second, with approximately half as many as California, or 46 sites. New York is third with 31 sites, approximately one-third of the number in California. The 43 states plus the District of Columbia that have medical device VC sites are shown in the following table, ranked by state.

### U.S. Sites of Medical Device VC – Ranking by State

State Ranking — By Number of Sites				State Ranking — Alphabetically			
Rank	State	Sites	% of Sites	Rank	State	Sites	% of Sites
1	California	100	31.45%	20	Alabama	2	0.63%
2	Massachusetts	46	14.47%	26	Arizona	1	0.31%
3	New York	31	9.75%	1	California	100	31.45%
4	Illinois	14	4.40%	20	Colorado	2	0.63%
5	Texas	13	4.09%	7	Connecticut	10	3.14%
6	North Carolina	12	3.77%	15	District of Columbia	3	0.94%
7	Connecticut	10	3.14%	15	Florida	3	0.94%
7	New Jersey	10	3.14%	15	Georgia	3	0.94%
7	Washington	10	3.14%	4	Illinois	14	4.40%
10	Minnesota	9	2.83%	26	Indiana	1	0.31%
10	Pennsylvania	9	2.83%	26	Kansas	1	0.31%
12	Ohio	7	2.20%	20	Louisiana	2	0.63%
13	Maryland	6	1.89%	26	Maine	1	0.31%
14	Missouri	4	1.26%	13	Maryland	6	1.89%
15	District of Columbia	3	0.94%	2	Massachusetts	46	14.47%
15	Florida	3	0.94%	15	Michigan	3	0.94%
15	Georgia	3	0.94%	10	Minnesota	9	2.83%
15	Michigan	3	0.94%	14	Missouri	4	1.26%
15	Virginia	3	0.94%	26	New Hampshire	1	0.31%
20	Alabama	2	0.63%	7	New Jersey	10	3.14%
20	Colorado	2	0.63%	20	New Mexico	2	0.63%
20	Louisiana	2	0.63%	3	New York	31	9.75%
20	New Mexico	2	0.63%	6	North Carolina	12	3.77%
20	Oklahoma	2	0.63%	12	Ohio	7	2.20%
20	Wisconsin	2	0.63%	20	Oklahoma	2	0.63%
26	Arizona	1	0.31%	10	Pennsylvania	9	2.83%
26	Indiana	1	0.31%	26	Rhode Island	1	0.31%
26	Kansas	1	0.31%	26	South Carolina	1	0.31%
26	Maine	1	0.31%	26	Tennessee	1	0.31%
26	New Hampshire	1	0.31%	5	Texas	13	4.09%
26	Rhode Island	1	0.31%	26	Utah	1	0.31%
26	South Carolina	1	0.31%	15	Virginia	3	0.94%
26	Tennessee	1	0.31%	7	Washington	10	3.14%
26	Utah	1	0.31%	26	West Virginia	1	0.31%
26	West Virginia	1	0.31%	20	Wisconsin	2	0.63%

Seven states did not have medical device VC firms. They were Arkansas, Delaware, Hawaii, Iowa, Kentucky, Mississippi and Nebraska. Puerto Rico did not have any medical device VC sites.

# Medical Device Venture Capital Firms

## A

### A.M. Pappas & Associates LLC

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#### **Medical Devices Portfolio**

ArgoMedi Inc., FlowCardia Inc., NuVasive Inc.

#### **Stages Funded**

Seed, Series A-B, Series C-D, Mezzanine

#### **Areas of Focus**

Therapeutics, Vaccines, Diagnostics, Medical devices, Platform technologies, Agriculture

### Aberdare Ventures

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Spraker, Terry  
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#### **Medical Devices Portfolio**

Ample Medical

#### **Stages Funded**

Seed, Series A-B, Series C-D

#### **Areas of Focus**

Therapeutics, Medical devices

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#### **Medical Devices Portfolio**

ArgoMed Inc.

#### **Stages Funded**

Seed, Series A-B, Series C-D, Mezzanine

#### **Areas of Focus**

Therapeutics, Medical devices

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General Partner

Anderson, Mark  
Principal

#### **Medical Devices Portfolio**

Arcturus Bioscience Inc.

#### **Stages Funded**

Series A-B, Series C-D

#### **Areas of Focus**

Therapeutics, Diagnostics, Medical devices, Platform technologies

### **ABS Capital Partners – San Francisco, CA**

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Principal

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General Partner

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Partner

Gould, Terry  
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#### **Medical Devices Portfolio**

CardioVention Inc.; Heartport; NxStage Medical Inc.; Proteus Biomedical Inc.; Revivant Corp.; Sensys Medical Inc.; Spinal Dynamics Corp.; Vivant Medical Inc.

#### **Stages Funded**

Series A-B, Series C-D

#### **Areas of Focus**

Therapeutics, Vaccines, Diagnostics, Medical devices

### **Advanced Technology Ventures – Palo Alto, CA**

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**Medical Devices Portfolio**

Endius Inc.; EsophyX Inc.; GI Dynamics Inc.; MicroVention Inc.;  
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**Stages Funded**

Seed, Series A-B, Series C-D, Mezzanine, Bridge

**Areas of Focus**

Therapeutics, Diagnostics, Medical devices

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### **Medical Devices Portfolio**

Aerogen Inc.; Endius Inc.; Impliant Ltd.; Osteotech Inc.

### **Stages Funded**

Seed, Series A-B, Series C-D, Mezzanine, Buyout

### **Areas of Focus**

Therapeutics, Vaccines, Diagnostics, Medical devices, Platform technologies

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### **Medical Devices Portfolio**

Alliance Medical Corp.; AppTec Laboratory Services Inc.; Aritech Inc.; Celleration Inc.; CoAxia Inc.; Disc Dynamics; Eunoe Inc.; GMP Companies Inc.; Image-Guided Neurologics Inc.; Myocor Inc.; Novasys Medical Inc.; Otologics LLC; Venetec International Inc.

### **Stages Funded**

Seed, Series A-B, Series C-D

### **Areas of Focus**

Therapeutics, Vaccines, Diagnostics, Medical devices, Platform technologies, Chemicals/reagents/supplies

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### **Medical Devices Portfolio**

Superior Tool LLC

### **Stages Funded**

Mezzanine, Bridge, Buyout

### **Areas of Focus**

Medical devices, Agriculture

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Hanley, Karen  
Principal

### **Medical Devices Portfolio**

Everest Biomedical Instruments Company Inc.; TranScan; Xcounter

### **Stages Funded**

Seed, Series A-B, Series C-D

### **Areas of Focus**

Therapeutics, Vaccines, Diagnostics, Medical devices, Platform technologies

## **Alliance Technology Ventures**

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### **Medical Devices Portfolio**

Genoptix; Sensys Medical Inc.

### **Stages Funded**

Seed, Series A-B, Series C-D

### **Areas of Focus**

Diagnostics, Medical devices, Chemicals/reagents/supplies

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### **Medical Devices Portfolio**

Benchmark Medical Inc.

### **Stages Funded**

Series A-B, Series C-D, Mezzanine

### **Areas of Focus**

Therapeutics, Diagnostics, Medical devices, Platform technologies, Chemicals/reagents/supplies

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### **Medical Devices Portfolio**

Abaxis; Adeza Biomedical; Adiana Inc.; Aspira Biosystems; BarrX; Biometric Imaging Inc.; Cbyon; Chemtrak; Fusion Medical Technologies Inc.; Labcyte Inc.; Neocrin; Novasys Medical Inc.; Novocell; Surromed; Zyomyx

### **Stages Funded**

Seed, Series A-B

### **Areas of Focus**

Therapeutics, Diagnostics, Medical devices, Platform technologies, Chemicals/reagents/supplies

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#### **Medical Devices Portfolio**

Cirrus Diagnostics Inc.; Merge Technologies Inc.; Pioneer Surgical Technologies Inc.; Sensormedics Corp.

#### **Stages Funded**

Series A-B, Series C-D, Mezzanine

#### **Areas of Focus**

Therapeutics, Vaccines, Diagnostics, Medical devices, Agriculture, Manufacturing, Chemicals/reagents/supplies

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#### **Medical Devices Portfolio**

Aclara BioSciences Inc.; Afx Inc.; Cellomics Inc.; Coapt Systems Inc.; Cutera; GeneData AG; Generic Inc.; Insulet Corp.; Myocor Inc.; Provasis Therapeutics Inc.; Radiant Medical Inc.; Renovis Inc.; TransMedics Inc.; USGI Medical Inc.

#### **Stages Funded**

Seed, Series A-B, Series C-D, Mezzanine

#### **Areas of Focus**

Therapeutics, Vaccines, Diagnostics, Medical devices, Platform technologies

### **American Capital Strategies**

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#### **Medical Devices Portfolio**

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#### **Stages Funded**

Mezzanine, Buyout

#### **Areas of Focus**

Therapeutics, Diagnostics, Medical devices



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**Medical Devices Portfolio**

KVM Technologies Inc.

**Stages Funded**

Series A-B, Series C-D

**Areas of Focus**

Therapeutics, Diagnostics, Medical devices, Platform technologies

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General Partner

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General Partner

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General Partner

**Medical Devices Portfolio**

Aclara BioSciences Inc.; Alexis Corp.; Stereotaxis Inc.; TekCell Inc.; TriPath Imaging Inc.

**Stages Funded**

Series A-B, Series C-D, Buyout

**Areas of Focus**

Therapeutics, Diagnostics, Medical devices, Manufacturing, Chemicals/reagents/supplies

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Founder

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Managing Director

**Medical Devices Portfolio**

Sensant Corp.

**Stages Funded**

Series A-B

**Areas of Focus**

Therapeutics, Diagnostics, Medical devices

### **Antares Capital Corp.**

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#### **Medical Devices Portfolio**

Neotonus Inc.; Perception Inc.

#### **Stages Funded**

Series A-B, Series C-D

#### **Areas of Focus**

Therapeutics, Medical devices, Platform technologies,  
Manufacturing

### **Anthem Capital Management – Baltimore, MD**

1414 Key Highway, Suite 300  
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#### **Headquarters**

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#### **Medical Devices Portfolio**

Immunicon Corp.; Sensors for Medicine and Science Inc.

#### **Stages Funded**

Seed, Series A-B, Series C-D

#### **Areas of Focus**

Therapeutics, Vaccines, Diagnostics, Medical devices, Agriculture,  
Regional investment

### **Anthem Capital Management – Morgantown, WV**

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### **Apax Partners – New York, NY**

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New York, NY 10022

#### **Headquarters**

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#### **Company Contacts**

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General Partner

Oliva, Adele  
General Partner

Petty, Catherine  
Principal

Kaupinen, Wesley  
General Partner

#### **Medical Devices Portfolio**

Alliance Medical Corp.; Cardeon Inc.; Cytoc Corporation; Optimize  
Inc.; Opus Medical Inc.; RITA Medical Systems Inc.; Sensys Medical  
Inc.; Shield Diagnostics Ltd.; Thermoscan Inc.; Urologix Inc.

#### **Stages Funded**

Series A-B, Series C-D, Mezzanine, Bridge, Buyout

#### **Areas of Focus**

Medical devices