



Providing business development support for your imaging innovation

CIMTEC has expert knowledge in bringing medical imaging products to market. We offer customized market research, as well as intellectual property and regulatory assessments to provide a solid foundation for your projects.



Make CIMTEC part of your team

Medical imaging technology is CIMTEC's expertise

CIMTEC is here to help you move your imaging innovation along the product development continuum toward the marketplace. CIMTEC's team has experience in research, intellectual property and regulatory consulting, technology transfer and multi-national product development, all in the field of medical imaging.

Working with CIMTEC is a collaborative process. At no charge, we will provide an initial consultation to discuss your innovation, what steps you need to take and how CIMTEC can be involved.

We will help you navigate the complex commercialization process, including how to work with technology transfer offices and understanding where and how to find appropriate sources of funding.

We offer business services at competitive prices with the added value of access to CIMTEC's highly qualified, professional team whose specialized knowledge includes image processing, image analysis, visualization, mechatronics design, systems design and clinical validation.

Our Business Development Services:

Intellectual Property (IP) Assessments

Ensures appropriate IP protection is in place.

Regulatory Assessments

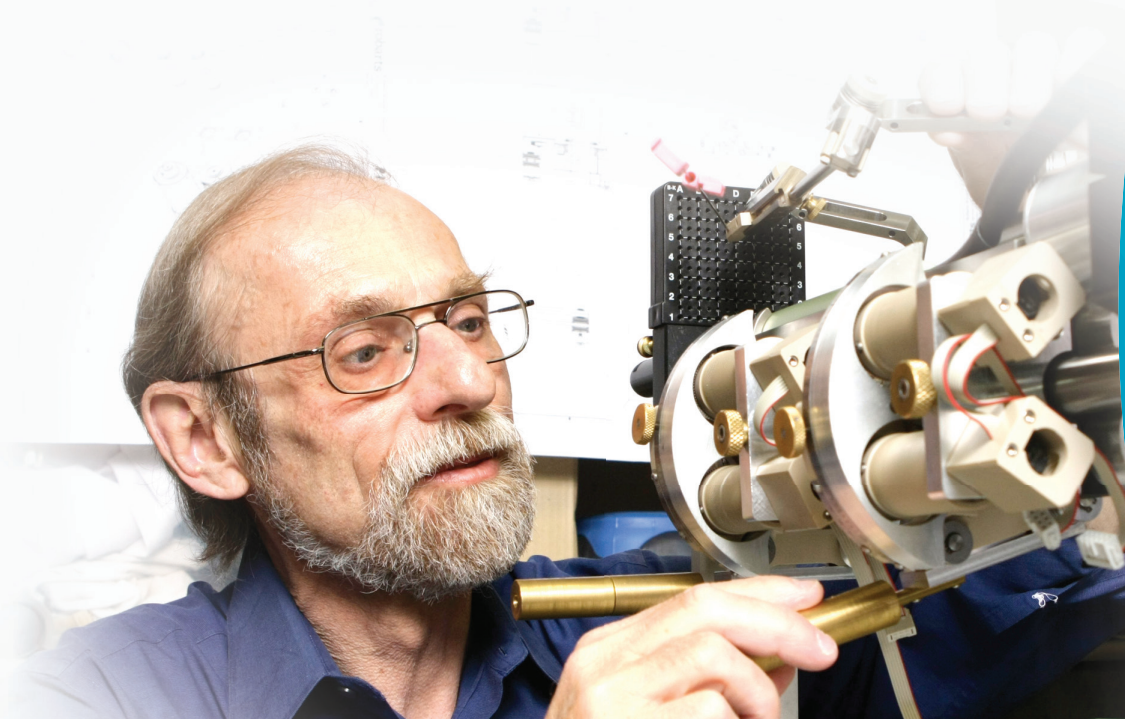
Takes the necessary steps to meet regulatory requirements and assess possible validation requirements.

Customer Research

Develops a plan to discover market need, as well as reimbursement, partnership and funding potential.

Imaging Opportunity Evaluation

Provides strategic analysis to help researchers and technology transfer offices evaluate the commercial potential and business risks associated with an invention.



Commercializing a medical imaging device.

“The value of working with CIMTEC is huge for any company or researcher trying to bring an imaging innovation to the marketplace. Working with them was crucial for us because we didn’t have the in-house expertise, knowledge or skills to build a sound business case. CIMTEC really made us focus on our value proposition.”

– Dan Hosseinzadeh
Chief Executive Officer, PathCore Inc.



PathCore Inc. is a small startup digital pathology software company in Toronto, Ontario. Its founders developed a scanner agnostic software used in digital pathology image analysis and wanted to bring it to market, but realized they didn’t have the in-house resources necessary to do all the foundational work.

They sought out CIMTEC because of our expertise in image processing, image analysis, digital pathology and business development services specifically designed for early-stage startups.

CIMTEC acted as an integral member of the PathCore team, providing services that have helped it build a strong foundation for the company’s future success.

CIMTEC uses a customer-driven model based on validating assumptions

Through customer surveys we gather information about a product’s usefulness in the clinical environment and its potential marketability.

By working closely with PathCore’s founders and understanding their unique situation, we were able to tailor a solution to their needs.

We conducted freedom-to-operate and patentability searches to assess the IP landscape and were able to produce a summary analysis that provided context about what relevant patents already exist and how PathCore’s technology was differentiated in the market and potentially patentable.

We provided an assessment of the regulatory class of PathCore’s product in Canada, the U.S. and Europe, and described how comparable products have previously been cleared for approval.

Using our customer research strategy we helped PathCore identify and connect with key opinion leaders, gaining important insights for establishing PathCore’s value proposition.

Strong business planning is key to long-term success



CIMTEC[®]

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