Vista Therapeutics

Company Overview: Vista Therapeutics, Inc. is commercializing Harvard University and Los Alamos National Laboratory technology to provide the world's first nanowire-based biomarker monitoring devices. Vista's Nano-BioSensor™ will permit the continuous, real-time, multiplexed and label-free monitoring, and measure biomarkers providing immediate results at substantial savings.

Problem: Current biomarker measurement technologies require a large sample of blood, collected up to three times per day and take hours or days for results. For rapidly changing health conditions such as heart attack, blunt trauma or sepsis, infrequent and slow test results are of low value. In drug development, the lack of sensitivity necessitates the use of large numbers of animals and large volumes of compounds.

Solution: Vista's NanoBioSensor technology provides continuous, real-time measurement of multiple biomarkers simultaneously in any clinical setting. The technology can be used to improve the quality of animal data in drug development. Vista's technology will save money and lives.

Business Model: Vista Therapeutics, Inc. will launch beta-versions of its NanoBioSensor System within months of financing. Vista will build a core expert sales team that will sell directly to the biopharma industry and directly sell into the biomedical research and clinical trials markets. Vista will also provide assays on a fee-for-service basis. None of these markets require FDA approval. Once Vista has developed a robust fabrication process on field-proven products, it will begin the FDA approval process.

Market Opportunity: Biomarker use will continue to increase at a substantial pace for years. The current biomarker market is approximately $8 billion and growing by 18 percent per year. Only 1 percent of biomarkers are routinely measured.

Spencer Farr

Investors: **Founders, then by the NM Angels and TELVC invested in a Series B round.**
Year Founded: 2007
Employees: 3

Vista Therapeutics, Inc.
3900 Paseo del Sol
Santa Fe, NM 87507

In Attendance:
Spencer Farr, CEO
Lori Dunham, CMO

Revenue Forecast:

2011:	*$*	*0.7M*
2012:	*$*	*1.5M*
2013:	*$*	*9.4M*
2014:	*$*	*56.8M*

Competitive Advantage: Vista's NanoBioSensor technology will permit monitoring multiple biomarker levels on a continuous, real-time, label-free basis. No other technology allows continuous monitoring. The high sensitivity of Vista's system means that a smaller sample can be used for 'snap-shot' measurements, resulting in more frequent testing, better human test compliance and fewer animals needed for drug development. Vista's core technologies are covered by issued patents.

Management Team: Spencer Farr, Ph.D. in molecular genetics, was a professor, at the Harvard School of Public Health and adjunct professor at MIT. He founded two companies, taking one public. Lori Upham is designated CBO. She has extensive experience with medical device and drug companies including Merck, Lilly and Packard Instruments. Noah Clay designated VP of manufacturing, was the director of Harvard's Center for Nanoscale Sciences and holds a similar position at Cornell. Ron Salesky will be director of engineering. He has twenty years experience in medical device engineering and fabrication.

Funding Request: Seeking $5 million for fabrication and sales of its Nano-BioSensor System.