Company Overview

Industry Sector: Medical Devices Coatings

Company Overview: BTG develops and delivers high-performance, safe, environmentally benign processes and products for surface treatment of materials or products with emphasis on microbial resistance, biofilm resistance, adhesive bonding, corrosion resistance, and coatings. BTG also provides medical device, manufacturing and materials industries with state-of-the-art analytical services and custom engineered processes to impart desired functional properties to critical product surfaces.

Target Market(s): Major medical device manufacturers and hospitals worldwide. Initial focus is on Foley catheters. Hemodialysis catheters and central venous lines are also targeted early on.

Key Value Drivers

Technology*: BTG’s Antimicrobial Nanocoating (AMNC) technology for medical devices is intended to help reduce the incidence of Nosocomial or Healthcare Associated Infections (HAI), which cause 100,000 deaths annually in the US, and incurs billions of dollars in costs increasingly borne by the healthcare facilities.

Competitive Advantage: Many antimicrobial coatings exist today, however, performance is generally considered marginal. This is because biofilms adhere to the coatings rendering antimicrobial agents ineffective. BTG’s AMNC prevents biofilm adhesion allowing the antimicrobial agent to work. The AMNC can be applied to any material, and the process may be applied to manufactured articles for ‘just in time’ processing.

Plan & Strategy: Seeking a strategic partner, or spinning off medical technology company with the intention of allowing a VC firm to build an organization around the technology.

*Technology funded by the NIAID and being commercialized under the NIH-CAP

Management

Leadership:
Giles Dillingham, Ph.D.: CEO, Chief Scientific Officer
Eric Oseas: Chief Operating Officer

Scientific Advisory Board:
Mark Mittelman, Ph.D.: Medical Device coatings and biofilm expert
Neil Ayers, Ph.D.: Biomaterials, University of Cincinnati School of Medicine
James Boereo, Ph.D.: Material Science, University of Cincinnati Engineering

Product Pipeline

Medical: Currently developing alternative approaches for prevention of biofilm adhesion. In addition to being stand-alone products, these enabling technologies may improve the performance of competitors’ antimicrobial products as well.

Aerospace: Originally developed with DOD funding and support from Lockheed-Martin and The Boeing Company, BTG’s hand-held Surface Energy Probe (SEP) is a quality assurance tool engineered to allow more widespread use of adhesive bonding in airframe manufacture, for lighter, stronger aircraft with improved performance, fuel economy and range, and improved adhesion of stealth coatings. A broad range of commercial and industrial applications has been identified generating enthusiastic interest, especially from adhesives and packaging film manufacturers looking to expand markets and reduce costs. Market entry is planned for Q4 2009.