CYBER SURGERY

Spain
www.cyber-surgery.com
Founded in: 2017
Employees: 20

Field of Activity:
Healthcare

Investments received:
2,8M€

Investment need:
1,5M€

Watch the 3min pitch

Company Description
Cyber Surgery has created a robot assistant for spine surgery, guiding the surgeon inserting pedicle screws into the vertebrae during the vertebral fusion, a very common and risky surgical procedure.

Problem
Current techniques for spinal fusion surgeries are mainly based on freehand open surgeries, where bleeding and risk of infections are a main concern. However, robotic solutions that are currently in the market are based on optical tracking systems that present some drawbacks.

Solution
The solution proposed by Cyber Surgery resides in the patient tracking system which is based on an innovative and patented mechanical system.

Market
The size of the market is the number of hospitals that perform this type of surgery and are susceptible of buying a robot, which amounts to 20 000 hospitals worldwide. The spinal screws market is of 7 million screws sold worldwide in 2018, more than 1 million procedures and due to overweight and aging of the population these figures are increasing at 10% rate annually. The incorporation of robots in the health sector is growing faster, the market nowadays is of 4 billion dollars and it is growing a 20% annually.

Business Model
Income will come from two sources. Initial Income: Robot Sales, 600K€ per robot (less than Mazor 900K€ and better performance). Recurrent Income (per year): Maintenance 50K€, consumable 100K€, training 5K€ and system.

USP & Differentiation
The solution proposed by Cyber Surgery (with patented mechanical tracking system) differentiates from other solutions based on optical tracking, providing higher accuracy, reduction of surgery time and costs, improved ergonomic and higher safety and robustness.

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