

Hatch Medical Retained to Broker WinMed's VariSoft™ Guide Wire Products

Atlanta, Georgia – Hatch Medical, L.L.C., a medical device incubator and technology brokerage firm, announced today that it has recently entered into an agreement with inventor and CEO, Ed Winters, Ph.D. and his company, WinMed to broker the sale or license of its patented, FDA-cleared VariSoft™ steerable guide wire products.

Cardiovascular diseases are disorders of the heart and blood vessels, and include coronary, cerebrovascular and peripheral vascular disease. The treatment of each of these conditions all share a common medical device; guide wires. Arguably the most important device in any intervention, guide wires are designed to safely navigate tortuous, diseased vessels to reach obstructions or blockages that inhibit blood flow. Once the tip of a guide wire arrives at its destination it acts as a guide or rail that larger catheters can rapidly follow for easier delivery of therapeutic treatments, such as angioplasty balloons or stents.

It has been estimated that the global market for guide wires is projected to exceed over USD \$2.19 billion by the year 2020. Increasing world populations, together with the growing prevalence of diseases is likely to drive this demand, along with technological innovations that have led to product enhancements such as tip design, retention and flexibility. Demand for guide wires was 16.7 million units in 2013 and is projected to reach 25.6 million units growing at 6.4% CAGR from 2014 to 2020.

[WinMed's VariSoft™ Guide Wire System](#) provides the torqueability, trackability and tactile responsiveness needed to navigate through the most tortuous vasculature for reaching lesions quickly and safely, and then may be dynamically transformed by the user in vivo to perform as an exceptional crossing wire. Two unique components of the VariSoft Guidewire System include a flexible, soft-tipped torqueable stainless steel coil wire with a low profile that tapers from 0.014" to 0.010" and a Dual Action Steering Handle which provides dynamic, in vivo transformation of tip shape, support, stiffness and provides greater total torque.

“The VariSoft™ wire is an amazing technology that will change the way clinicians approach complex vascular disease. Not only will the VariSoft™ reduce procedural costs through a reduction in wire exchanges, it will likely enable access to lesions otherwise thought improbable.”, commented Paul Gianneschi, Managing Principal at Hatch Medical, L.L.C.

Ed Winters, Ph.D., inventor and CEO of WinMed, added, “We are very excited to have the expertise of Hatch Medical on our side, and look forward to identifying a partner that is committed to the commercialization of this remarkable technology and our mutual success.”

WinMed and the VariSoft™ guide wire are available for acquisition or license through an exclusive agreement with Hatch Medical. For additional information on this, or other Hatch Medical, L.L.C. products and services, e-mail the company at info@hatchmedical.com. This release and additional news about Hatch Medical can be obtained by visiting the company’s web site at:

<http://www.hatchmedical.com>.

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