EDITORIAL

Ladies and Gentlemen:

You hold in your hands the first IMEDOS newsletter.

This newsletter from IMEDOS will regularly provide up-to-date information about our company, about new products and services. Another objective involves provision of theme-oriented information on interesting medical uses of our diagnosis systems in practical and scientific applications.

We would be very glad to meet you at the Congress of the German Society of Ophthalmology that is held in Berlin from 20 to 23 September. With pleasure we offer you the possibility to test our vessel analysis systems. Our sales and distribution team will be happy to assist you.

Do not hesitate to contact the editor for any suggestions, compliments or critical remarks you may have. Please let us know the areas of your particular interest.

Dr.-Ing. habil. Walthard Vilser
CEO

Arthur Hoffmann
CEO

Imedos about IMEDOS

IMEDOS is a company engaged in the development, production and sale of vessel analysis systems. IMEDOS, which currently has 20 employees, has its principal office in Jena.

History of a Start Up

IMEDOS is a start-up company founded in Weimar on December 13, 1996, by Thomas Riemer, Graduate Engineer, Mr. Gerald Floßmann, and Dr.-Ing. habil. Walthard Vilser. The founders emerged from an interdisciplinary working group at the Ophthalmological Clinic of the Friedrich Schiller University in Jena. Our first product, the Retinal Vessel Analyzer (RVA), was able to establish itself in the field of scientific ophthalmology. The technological breakthrough that came with the development of the Static Vessel Analyzer (SVA) and the Dynamic Vessel Analyzer (DVA) in 2002/2003, both devices are suited for routine clinical applications, paved the way for the widespread use of vessel analysis techniques. Close cooperation relationships with university ophthalmology clinics and the Federal Government- and State-sponsored preparatory research programmes have allowed us to make such an enormous progress.

Goals and Visions

IMEDOS’ business goal is to secure and strengthen its worldwide technology and market leadership position in the field of retinal vessel analysis. IMEDOS’ vision is to make the eye an interdisciplinary window for vascular medicine.

New Equity Capital for Future Potential

Systemic vascular abnormalities such as microvascular dysregulation or vessel wall abnormalities (remodeling) can now be assessed with the help of retinal vessel analyzers.
Imedos about IMEDOS

This offers the opportunity for retinal vessel analysis to be utilized in a wide variety of applications in vascular medicine, far beyond the field of ophthalmology alone. “IMEDOS has an enormously large future potential in the area of vessel diagnostics”, said Christian Schütte, CEO of High Tech Private Equity GmbH, that has become an investor in IMEDOS GmbH in 2005.

Expansion of the Distribution Network

The primary focus of our investment policy lies on expanding the distribution network. IMEDOS so far has sold analysis systems directly to customers. Next year’s focus will be on building an effective distribution network for Europe, and on achieving the respective above-average increase in sales that is associated therewith. The strengthening of human resource capacity in the distribution area and the broader financial basis help improve marketing efficiency and customer service.

Complex Research Work

The major targets for our research and development capacity strengthening programme include achieving greater examination and cost efficiency, as well as enhancing reproducibility and diagnostic effectiveness of the IMEDOS systems. Preparatory research investigates methods aiming at increasing the predictive validity and reliability of retinal vessel analysis, or supporting it by other parameters, such as oxygen saturation. Other projects that are initiated and supported include projects focussing on broadening the range of medical uses, and promoting acceptance of retinal vessel analysis also in other fields beyond the borders of ophthalmology. Such fields are e.g. diabetology, metabolic syndrome, hypertenology, neurology, and preventive medicine.

Expansion of Production

To realize its demanding projects, IMEDOS not only hires new staff members, but also carries out extensive reconstruction work. The ground floor is now housing new production facilities, and the first floor is housing a greater number of workplaces. IMEDOS plans to increase its staff size to more than 30 by the end of the year.

Reinforcement of Management

Mr. Arthur Hoffmann, who has an excellent professional competence with sales methods and techniques, was appointed co-chief executive officer at the beginning of this year. Mr. Hoffmann is an outstanding sales person and has been very successfully heading IMEDOS’ sales department since the middle of 2006. In his capacity as CEO, he has responsibility for the following areas: production, customer service, sales, and marketing.

Mr. Michael Eckelmann, MBA, was appointed authorized signatory. As an MBA, Mr. Eckelmann supplements IMEDOS’ commercial competence; apart from fulfilling other duties, he is the officer in charge of accounting and financial control. Preparatory and application research, development and quality assurance remain the responsibility of Dr. Vilser, CEO.

In addition to the persons named above, the management team of IMEDOS comprises of the following persons: Mr. Floßmann, Head of Production / Service, Mr. Riemer, Graduate Engineer, Head of Development, and Mr. Seifert, Graduate Engineer, Head of Research.

Dr.-Ing. habil. Walthard Vilser
CEO
PRODUCT PORTFOLIO

Targeted research and development activities have made IMEDOS GmbH an innovative manufacturer of retinal vessel analysis systems. We offer our customers a future-oriented and attractive product portfolio.

Fundus imaging enables taking, documenting, and evaluating digital photographs of the ocular fundus. The imaging device can be upgraded with static and dynamic vessel analysis systems.

The purpose of Static Vessel Analyzer (SVA) is to examine the vessels in the eye fundus, and, more particularly, to detect the early stage and assess the course of microvascular changes with the aid of fundus images (vessel constrictions and dilations) showing the differences of arterial and venous vessel diameters. Specific performance parameters and functions in the software allow individual diagnostics with high reproducibility.

Static vessel analysis setups consist of a fundus imaging system, and of the Vesselmap 2 (VM2) software. Contrary to static vessel analysis, dynamic vessel analysis uses video sequences to examine the vessels. This is a worldwide unique method of evaluating retinal blood vessel function. IMEDOS offers the Retinal Vessel Analyzer (RVA) for applications in research projects. The Dynamic Vessel Analyzer (DVA) that has been specifically designed for routine clinical use combines the features of static and dynamic vessel analysis and the advantages of an imaging system.

SOFTWARE NEWS

Vesselmap 2 Update

for Topcon Imaging Systems (NW200)

From now on it is possible to process via mouse click in Vesselmap the fundus images in order to perform static vessel analyses. There is no need for the user to do time-consuming data transfer operations, and the workflow becomes even more efficient. The patient data and photographs of the preceding imaging operation are automatically taken over by the system when the processing in Vesselmap is done.

Course Tool

Retrofitting the VM2 with the course tool enables to significantly improve reproducibility of course observations, i.e. comparative examinations of one person, and increase the efficiency of static vessel analyses. Reference images of one eye are automatically analysed. An examination performed earlier (reference examination) stands to deliver vessel assignment and measurement point data. The examination results are depicted over their course. If used for purposes of course assessment, the VM2 standard version requires you to once again capture each single vessel in all subsequent images; use your hand to mark them with the mouse, assign them to the vessel type.

Vesselmap 1 Update

Oxygen Module for Scientific Applications

Vesselmap 1 allows you to automatically measure vessel diameters along any desired section of the vessel and capture them in a fundus photograph. The oxygen module determines oxygen saturation in the blood vessels. So it is possible for the first time to analyse the relationship between changes in vessel diameters and changes in retinal oxygen supply.

EVENTS

SOG
06 to 08 September 2007
Montreux

ESCRS
08 to 12 September 2007
Stockholm

DOG
20 to 23 September 2007
Berlin

EVER
03 to 06 October 2007
Portoroz/Slowenien

IMEDOS Academy
03 November 2007
Berlin
DISTINCTION

Poster prize award at the 2007 Congress of Internists

At the 113th meeting of the German Society for Internal Medicine e.V. that was held in Wiesbaden, Professor Richard Stodtmüller, office-based ophthalmologist from Pirmasens, and Dr. Ing. habil. Walthard Vilser, CEO of IMEDOS GmbH, were awarded the Poster prize in the topic of angiology. The authors were able to convince the jurors with their presentation on the possibilities the DVA (Dynamic Vessel Analyzer) as a non-invasive and painless microvascular function assessment tool offers the interdisciplinary vascular medicine.

Should you be interested in the Abstract, please do not hesitate to contact IMEDOS. The press release regarding the Poster Prize was published in the German Medical Weekly 2007; 132, Nr.31/32 S.1656 (Information from the German Society for Internal Medicine).

EVENTS

Fairs
SOG: 06 to 08 September 2007 in Montreux
ESCRS: 08 to 12 September 2007 in Stockholm
105th Congress of the German Society of Ophthalmology (DOG)
We look forward to meeting you at our stand no. 29
EVER: 03 to 06 October 2007 in Portoroz / Slovenia

Academy
03 November 2007 IMEDOS Academy in Berlin

Lectures
Symposium „Basics and methods for microvascular diagnosis of the retina“
10 to 11 September 2007 at the Technical University of Ilmenau
Organizers: Prof. J. Haueisen, Dr. U. Graichen in cooperation with IMEDOS GmbH: Dr. Ing. habil. W. Vilser, Dipl.-Ing. A. Fink (www.iwk.tu-ilmenau.de)
Lecture by Aleksandra Mandecka
“Flicker-induced vasodilatation of retinal arteries decreases with increasing stages of diabetic retinopathy”
At the 43rd annual meeting of EASD (European Association for the Study of Diabetes) in Amsterdam; September 21, 2007 – 9:45 a.m., Karel Appel Hall

MISCELLANEOUS

IGP Member
At the end of 2006, IMEDOS joined the International Society for Prevention e.V. (IGP) - www.igpraevention.de
The IGP is an independent non-profit network for health promotion in Europe.

Regulars’ Table
Numerous interested persons and users shared their expertise at the first Regulars’ Table on Retinal Vessel Analysis that was held in midst the historical old town of Dresden with its unique flair. IMEDOS wishes to thank all participants for having made this event such a success. The positive feedback causes us to organize further Regulars’ Table meetings.