



New Medical Device may change the way Brain surgery Performed

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Vycor [Medical](#) Could Improve Brain Surgery Efficiency

By Robert Goldman, Founder, Goldman Small Cap Research

It is expected that after a time, some [medical devices](#) and technologies become outdated and may require the introduction of enhanced technologies or methods to keep them relevant. This is especially the case in the era of minimally invasive [surgeries](#) and advances in targeted therapies. Yet, some devices seem to have overstayed their welcome.

"The current brain retraction technology has not changed in 87 years," states Heather N. Vinas, Founder and President of publicly-traded Vycor Medical, Inc. (OTC:BB [VYCO](#) | [Quote](#) | [Chart](#) | [News](#) | [PowerRating](#)), a medical device company specializing in products for brain and spinal surgery. Vinas notes that the Company was founded in 2005 based on the idea that there "simply had to be a better way."

Vinas is referring getting products that the neurosurgical community needs that "just make sense". Currently, metal retractors are used in brain [surgeries](#). These retractors, which resemble metal nail files, are used by neurosurgeons to retract or move brain tissue to enable access to the target [lesions](#) and tumors. Although these blade retractors have been used for 87 years, they come with their own set of issues, including the "pulling" on surrounding brain tissue potentially causing injury or target shift, and limiting visualization.

These issues have prompted some neurosurgeons to forego using blade retractors during craniotomies whenever possible. In other cases, [surgeons](#) are forced to use 2 or 3 retractors during the removal of deep subcortical tumors.

One noted neurosurgeon agrees. "Especially with the deep brain (surgeries), these retractors could bump into or injure the brain," said Dr. Alfredo Quiñones-Hinojosa, M.D. Quiñones-Hinojosa is an Associate Professor of [Neurosurgery](#) and Oncology at Johns Hopkins, and serves as the Director of the Brain Tumor Program at The Johns Hopkins Bayview campus.

Enter Vycor Medical.

The Company is certified to [ISO 13485](#):2003, has received Federal Drug Administration (FDA) (510) k clearance, CE marking, and approval in Canada for its innovative and effective approach to brain retraction called ViewSite™ Brain Access System (VBAS). The VBAS comes in 12 different sizes (allowing for differing shapes and sizes of the human head) and each ViewSite system consists of an introducer and a working channel port that allows the surgeon a seamless entry to the targeted site while distributing brain tissue evenly. Thus, surgeons are afforded an impeccable view of the target area.

VBAS have been used in a variety of successful surgeries including: Intracerebral Hematomas, Arterio-Venous Malformation (AVM), Cavernous Malformations,

Metastatic and Primary Brain Tumors, Colloid [Cysts](#), and Intraaxial Tumors and Lesions.

With testing and approvals behind it, Vycor is clearly at an inflection point in its business model. Last year, the Company received great press and notoriety in its first clinical publication and the Company began commercializing the product in 2009. Vycor Medical's VBAS has enjoyed very favorable early adoption, especially in early 2010.

"We believe that VBAS can result in enormous savings for [hospitals](#). VBAS is less invasive and the ease of use improves surgical outcomes, can potentially decrease patient trauma and aid in post-op recovery," said Ms. Vinas. The Company estimates that roughly 300,000 craniotomies are performed in the U.S. each year and an additional 350,000 in Europe and China. Vycor has recently signed on a distributor in China as demand appears to be high.

Management's goal is to ultimately capture 70% of the U.S. market over the next several years.

Already, neurosurgeons including Quiñones-Hinojosa have used the VBAS in dozens of hospitals and institutions around the world and over 100 institutions are currently evaluating the product or are nearing the approval process.

Interestingly, given the wave of positive feedback from neurosurgeons around the U.S. a top-tier medical institution has elected to begin a study to document and quantify the various benefits of using VBAS versus existing blade retractors, such as documentation of reductions in collateral tissue damage during the removal of deep subcortical tumors. When the findings of this study are released, which would appear to affirm existing sentiment, it is likely to be a boon to Vycor Medical's market penetration goals.

Vycor Medical's early success has prompted the Company to leverage its existing proprietary technology and solid financial position by introducing similar products for use in spinal surgeries. "We bare hopeful that VBAS will become the standard of care for craniotomies and then we plan to replicate the business model into other surgeries to advance the reach of the company," noted Vinas.

With a simple, efficient disposable offering already penetrating the market, and results from a top-tier study expected in the next several months, Vycor is well positioned to generate recurring revenue from each hospital and institution that procures VBAS, supplanting the current blade retractors.

After 87 years, it is probably time.

Robert Goldman is the Founder of Goldman Small Cap Research, an investment research firm focused on emerging companies. He has over 20 years of experience in analyzing emerging growth companies as a Wall Street analyst and mutual fund manager. He has been quoted or cited by numerous financial and major publications including The New York Times, The Wall Street Journal, Business Week, and Forbes. He can be reached via email rob@goldmanresearch.com.

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