

DELMONT IMAGING

A fast growing company



Created in January 2016, the company proposes a range of instruments in the field of gynecology for the exploration and treatment of the pathologies of the uterus. For a year, it has developed its first products before marketing them in March 2017. Meeting with Pierre Montillot, President of the company.

Innovative products, experienced managers... Is it your key to success?

Yes, more or less! Financing is also a key factor. We got a subsidy of 150 000 € from the French government supporting innovative start-up.

We also decided to keep the overall management project, while outsourcing some aspects to be able to run all the projects in parallel in a relatively short period. It implies higher development costs but grants a shorter time to market.

How do you design your first ranges?

The development of our products was, and is still done, in close cooperation with a scientific committee and with gynecology authorities such as the inter-

nationally recognized Prof. Fernandez, Department Head at the Kremlin-Bicêtre. He accompanied us during the development of our instruments and during the launching, we broadcasted a live surgery performed by Prof. Fernandez who commented the use and benefits of our products.

What is your situation today?

The instrumentation range is functional for several months now and we will soon deliver our first imaging products. We first focus on direct sales in France. Our customers are hospitals, clinics, health centers...

Our products are used in operating theaters as well as in consulting rooms. Our sales force covers today around 70% of France and we aim at 90% before late spring.

Why did you choose to settle in Luminy?

Luminy offers a calm and great environ-

ment, the proximity of schools and University. It allows us to take interns from Polytech, to maintain close relationships with Kedge and to benefit from the services of Grand Luminy and from Euro-biomed in a broader spectrum. R&D and Marketing are managed here. We have offices in Paris in charge of the judicial, administrative and software aspects.

What are the next developments?

Exportation and distributorship will be the next steps of our development. We aim first at Europe and Middle-East where the CE marking is accepted and we work in parallel on the registration of our products in countries with different regulations such as the USA, Japan or Australia. Our next stage is an international congress of hysteroscopy early May in Barcelona. Our approach to export will start there. A capital increase just takes place to support the « sales and marketing » effort.

Can you tell us more about the products under development you evoked?

We are just finalizing an enhanced version of one of our core product as well as a device with very innovative features but I can't tell you more... We could apply for patents... It will be ready between 12 to 18 months.

Contacts

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What is the ambition of Delmont Imaging?

We wish to supply gynecologists with innovative tools, less traumatic for the patients.

Innovative because our digital imaging range integrates iPad applications solutions, directly connected to the Cloud.

Less traumatic, because we propose surgical tools with smaller diameters, allowing faster and safer procedures than the competitors. Products under development will be consistent with this same ambition.

The company developed very rapidly, how do you explain it?

Delmont imaging is based on 5 founding partners with a strong expertise of these markets. Our different and complementary careers are our strength, and explains our fast development.

We stand out from the competition in terms of efficiency and innovation for, our products have no equivalent.