



Heatwave Technology tells us

Well dressed wounds ...

Heatwave Technology was created in 2006 and is now set up in the Meyreuil company nursery, and is a prototype of a start up that will certainly be successful. It is "Made in Provence" by entrepreneurs with an exciting history, and intends to lead a revolutionary project in the medical-surgical field along a path full of promise. It is led by its CEO, Alain Cornil ...



Alain Cornil

> At 44 years old, I felt ready ...

Alain Cornil: In 2005 I decided to change my lifestyle and test another experience. Discussions with Serge Mordon, research director at Lille INSERM, helped me make my decision. The research work that he had been doing on laser-accelerated healing since 1996 (when he started his work) concentrated on a technique that had been validated on animals. When he asked me about the commercial potential of this process, I could tell him straight away about the major progress it would offer to practitioners and their patients. Alexandre Capon, plastic surgeon who participated in this research, joined us as a partner at the same time.

> Take off in euphoria ...

In December 2005, we decided to take the plunge and to deposit a file with the Impulse incubator. I congratulate myself on this initiative every day. We received faultless assistance, particularly for our candidature to the national competition for the creation of innovative technology companies (OSEO), that we finally won! Our participation at the Senate Companies Springboard in July last year was also successful! Finally, Provence Promotion took a very active part in the selection committees and efficiently guided us through different subsidy mechanisms.

> ... Generous sponsors!

We also received financial support as well as this encouragement. Apart from a 310 000 Euros subsidy released by OSEO for the competition and a DAP (Provence Start-up Grant) equal to 40 000 Euros, we received a reimbursable loan from the incubator for an amount of 40 000 Euros that we used to register three patents and to finance an important market study done by HBS, a consultancy office in London specialised in medical equipment.

En savoir plus :

The Impulse Incubator Web site
<http://incubateurimpulse.free.fr>

> "Hello Mum – I'm better"

Heatwave Technology now offers an innovative laser device for healing surgical wounds with no scars. It results in easier, better quality and faster healing than traditional stitching techniques. The product replaces sutures and staples traditionally used for closing wounds. The enormous range of applications includes plastic and reconstructive surgery, obstetrics, orthopaedic and traumatological surgery.

> 15% growth per year

Marketing will be done through distributors in France starting in early 2008. The American market will be approached by creating a subsidiary in 2009. The repair and reconstructive plastic surgery market includes 700 practitioners in France, 3 000 in the United States and between 8 000 and 10 000 throughout the world, and is growing at 15% per year.

> Provence is an exciting country...

The Meyreuil nursery is a practical site and stimulating in all fields, because it is important not to work in isolation. The environment provided is ideal for development, particularly for innovative work for which unpredictable events are to be expected. The proximity of microelectronics industries on the nearby Rousset site is another advantage of this set up.

> What's next? Hoisting the flag and share issue!

Our fourth partner, Loïc Métais, consultant and quality auditor, joined the adventure at the end of June 2006. We also hired an R&D manager to develop industrial partnerships to market the medical laser. We plan to carry out technical feasibility and clinical development studies, and obtain approval, CE marking and validation by a certifying organisation (file to be deposited early 2008). All steps are essential for our success, and the final objective is to issue shares to private investors!

Alain Cornil, an entrepreneur's career...

"The idea of setting up my own enterprise began in summer 1981. I was still a student and my summer job consisted of creating an activity looking after houses and animals. When I returned to school, I continued my physical science studies and was awarded a DEA (Advanced Studies Diploma) in biomedical engineering and continued working on lasers in the Lille INSERM biomedical technologies laboratory until 1986. At the time, I did not intend to make a career in research, I was looking for a position at the interface between R&D and marketing. I was technical sales engineer for laboratory analysis systems and then product leader for bacteriological systems at Sanofi Pasteur, before I joined Boston Scientific in 1993 and the Europe Neurovascular division in 1996. An opportunity arose in California, and I started working in the Division's head office in Silicon Valley at the heart of the world marketing team. I came back to Paris in 2002 as the European Manager for Boston Scientific. Heatwave Technology "found" me in 2005!