



Case Study: [Windmill Cardiovascular Systems](#)

Series C

Biotechnology; LVADS; Medical Device, Healthcare

[Mark Kurusz](#), President

Windmill Cardiovascular Systems was raising funding for

Supporting the design finalization and preparation for First in Human trials for LVADs.

Windmill Cardiovascular Systems came to TEN to

Look for more investor exposure to raise funding through angel groups and family offices.

TEN promoted the deal through:

Featured mailing campaign through TEN weekly newsletters.

Strategic investor outreach to the TEN network based on criteria.

Angel Group and Family Office topic panels via Zoom.

Organized online meetings.

(investor mailing campaign, TEN Newsletters, TEN events, etc.)



Windmill Cardiovascular Systems Client Success:

Background

Windmill Cardiovascular Systems is developing the TORVAD, an innovative left ventricular assist device (LVAD), which simulates the heart with potential to improve patient outcomes and extend lives. The TORVAD is at the preclinical stage with significant potential clinical advantages over existing technology.

The company is led by [Mark Kurusz](#), President.

Challenges

Prepare data for upcoming clinical trials for FDA approval.

Financing enables progress towards major milestones: Recruit experienced CEO and complete IP FTO, finalize product design: pump, controller, and peripherals Work with FDA to develop FIH EFS protocol Drive to value inflection point where strategic interest is generated for future exit

What TEN Did

Through weekly meetings, TEN Capital worked with Windmill Cardiovascular Systems to refine the pitch deck, structure the fundraise, build a list of target investors, and make introductions.

TEN Capital provided guidance on deal terms and structuring. TEN Capital also made introductions to key investors in the healthcare industry and provided numerous events online for engaging with investors.

Ten Capital offered \$175,000 worth of introductions to investors.

Key Campaign Milestones:

TEN Capital provided fundraise coaching and strategic guidance

- Windmill Cardiovascular Systems pitch deck
- Valuation review
- Investor target list

TEN Capital reviewed progress with Windmill Cardiovascular Systems

- Family offices
- Valuation negotiations



- Investor closings

Windmill Cardiovascular Systems was active in TEN Capital events and attended 2 events. In the events, they met ten investors including Tim Bio Ventures, Catalyst Global Markets, DUX Capital, and Geisinger Health

TEN facilitated 2 investor introductions. Windmill Cardiovascular Systems received meaningful investor interest; Investors response metrics: 60 investors including Venture Capitalist, Family Offices, and Angels.

Results

Windmill Cardiovascular Systems provided regular updates to TEN Capital to share with the Investor Network. The updates showed a clear growth story.

Windmill Cardiovascular Systems was active in the TEN Program for 3 months.

Windmill Cardiovascular Systems was exposed to ~20,000 TEN Investor Network, while engaging with 60 investors.

Windmill Cardiovascular Systems ended the TEN program with a Campaign Score of 44.

How TEN Helps Startups

TEN Capital has been helping startups raise funding for over 12 years and now works with startups around the country. Using online events, webinars, and podcasts, TEN Capital creates and runs a fundraise campaign program to identify and engage investors from angels, venture capitalists, family offices, and other investor types.

TEN Capital helps startups raise funding through investors relations and introductions. TEN Capital has an extensive network of investors in tech, healthcare, consumer, energy, and sustainability. TEN Capital is not a broker as it does not have a FINRA license.

You can see more about TEN Capital at

<https://tencapital.group/>

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