



Capella Imaging

Case Study: [Capella Imaging](#)

Series B

Biotechnology; LVADS; Medical Device, Healthcare

[James Blackledge](#), Founder, President, and CEO

Capella Imaging was raising funding for

- Initiating/completing Phase I clinical trial
- Manufacturing GMP drug product in support of Phase II clinical trial
- Manufacturing GMP administration kits in support of Phase II clinical trial
- Building their team to support additional functions (Quality, Regulatory, Chemistry, etc.)

Capella Imaging 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.)

Capella Imaging Client Success:

Background

Capella Imaging is a clinical stage company focused on nuclear-diagnostic imaging agents for unmet clinical needs. They have a leadership team with over 100 years combined experience in drug development and cardiology clinical practice. They are developing a fibrin-targeted diagnostic imaging agent, FibroScint, for assessing intra-LVAD and intra-cardiac thrombus.

The company is led by [James Blackledge](#), CEO and founder.

Challenges

Many patients in late-stage heart disease that are experiencing heart failure are implanted with mechanical supports, such as ventricular assist devices (VADs) or prosthetic valves. While tremendous progress has been made with these devices, they all suffer to varying extents from complications associated with blood clotting, or thrombus. This results in an elevated risk of debilitating stroke, and often necessitates anticoagulation therapy to prevent these severe consequences.

Presently, there is no method for assessing the formation of thrombus with VADs, and only indirect methods of assessment with prosthetic valves. Physicians need better tools to allow them to accurately assess the degree of clot formation associated with these devices, and to evaluate the effectiveness of the associated anticoagulant treatment.

What TEN Did

Through weekly meetings, TEN Capital worked with Capella Imaging 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 introduced key investors in the healthcare industry and provided numerous events online for engaging with investors.

Ten Capital offered \$200,000 worth of introductions to investors.

Key Campaign Milestones:

TEN Capital provided fundraise coaching and strategic guidance

- Capella Imaging pitch deck
- Valuation review
- Investor target list

TEN Capital reviewed progress with Capella Imaging

- Family offices
- Valuation negotiations
- Investor closings

Capella Imaging was active in TEN Capital events and attended 9 events with a total audience of 31 investors. In the events, they met ten investors, including Angel Star Ventures, Mid Atlantic Bio angels, and V-Bio Ventures.

TEN facilitated 3 investor introductions. Capella Imaging received meaningful investor introductions, including Vella Ventures, Oak Seed Ventures, and DUX Capital.

Results

Capella Imaging provided regular updates to TEN Capital to share with the Investor Network. The updates showed a clear growth story.

Capella Imaging was active in the TEN Program for 10 months.

Capella Imaging was exposed to ~20,000 TEN Investor Network while engaging with 860 investors.

Capella Imaging ended the TEN program with a Campaign Score of 93.7.

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/>

info@tencapital.group