



Solaris Endovascular - Case Study

Background

Solaris Endovascular is a commercial-stage medical device company developing the world's first **drug-eluting self-expanding covered stent platform** designed to treat dialysis access failure and peripheral vascular disease. The company's proprietary Solaris DE platform combines a commercially validated covered stent with controlled sirolimus drug delivery to address **edge restenosis**, the leading cause of covered stent failure. With over **15,000 units sold outside the U.S.**, approvals in **45 countries**, and FDA Breakthrough Device Designation, Solaris is positioned to establish a new therapeutic category in vascular intervention.

The Challenge

The company wanted to raise funding to accelerate regulatory milestones for Solaris DE, complete clinical development, and advance toward U.S. commercialization.

Solaris sought to raise **\$5 million** through a Convertible Note financing to support FDA IDE activities, clinical execution, and commercialization planning while expanding investor awareness among venture capital firms, family offices, angel investors, and strategic healthcare investors.

Campaign Overview

Solaris Endovascular was raising funding for:

A **\$5 million Convertible Note** with a **25% discount** and **\$50 million valuation cap** to fund regulatory milestones, clinical development, and commercialization of Solaris DE while continuing commercial expansion of Solaris SX.

Solaris Endovascular came to TEN to:

Partner with TEN Capital to build investor awareness, refine fundraising positioning, increase investor engagement, and connect with qualified healthcare investors capable of participating in its bridge financing.

TEN promoted the deal through:

- Online investor meetings
- Featured investor mailer campaigns
- Targeted outreach to TEN Capital's investor network
- Angel Group presentations
- Family Office introductions
- Venture Capital outreach
- Healthcare-focused investor syndicate events
- Investor education campaigns and follow-up strategies

What TEN Did

TEN Capital worked closely with Solaris Endovascular throughout its fundraising campaign by helping position the investment opportunity around its clinical differentiation, commercial traction, and regulatory milestones.

TEN supported Solaris through:

- Investor messaging refinement
- Pitch deck positioning
- Investor outreach campaigns
- Featured mailers
- Strategic investor introductions
- VC, Family Office, and Angel outreach
- Investor follow-up strategy
- Closing support

Participation in multiple TEN investor events and syndicates

Using TEN's network of more than **25,000 investors**, the company was introduced to investors actively seeking innovative medical device opportunities.

Key Campaign Metrics

- **Introduced to approximately \$4.44 million of investor capital** through qualified investor introductions.
 - **Engaged 195 investors** throughout the fundraising campaign, including venture capital firms, family offices, angel investors, and strategic healthcare investors.
 - Successfully promoted the company's FDA Breakthrough Device Designation, commercial traction, and clinical progress to targeted healthcare investors.
 - Highlighted Solaris SX commercial validation with approvals in **45 countries** and more than **15,000 units sold** outside the United States.
 - Positioned Solaris DE as the world's first drug-eluting covered stent targeting edge restenosis, supported by strong interim clinical data.
 - Featured across multiple TEN Capital investor newsletters, syndicate meetings, and investor education campaigns.
 - Supported fundraising strategy, investor positioning, and ongoing investor follow-up throughout the campaign.
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Results

Solaris Endovascular actively participated in TEN Capital's fundraising program and investor engagement initiatives.

During the campaign:

- **195 investors** reviewed or engaged with the investment opportunity.
 - TEN facilitated approximately **\$4.44 million** in qualified investor introductions.
 - The company expanded relationships with venture capital firms, family offices, angel investors, and strategic healthcare investors.
 - Solaris significantly increased visibility among investors focused on cardiovascular devices, medical technology, and life sciences.
 - Investor conversations centered around the company's commercial traction, FDA Breakthrough Device Designation, proprietary drug-eluting platform, and clearly defined pathway toward strategic acquisition.
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How TEN Helps Startups

TEN Capital partners with founders throughout the fundraising process by helping companies become investor-ready and connecting them with qualified investors.

Through investor readiness support, fundraising strategy, investor education, targeted introductions, and ongoing investor engagement, TEN helps startups increase visibility, strengthen investor confidence, and accelerate fundraising outcomes.

By leveraging a global network of more than **25,000 investors**, TEN Capital provides founders with access to venture capital firms, family offices, angel investors, and strategic partners while supporting them through every stage of the fundraising process.

You can learn more about TEN Capital at <https://tencapital.group/> or contact **sales@tencapital.group**.