

vasos

Problem

CLINICAL STAFF CANNOT LOCATE VEINS WITH PRECISION

Problem

Hardware wasted

25% of costs in venipuncture come from hardware wasted due to erroneous punctures.

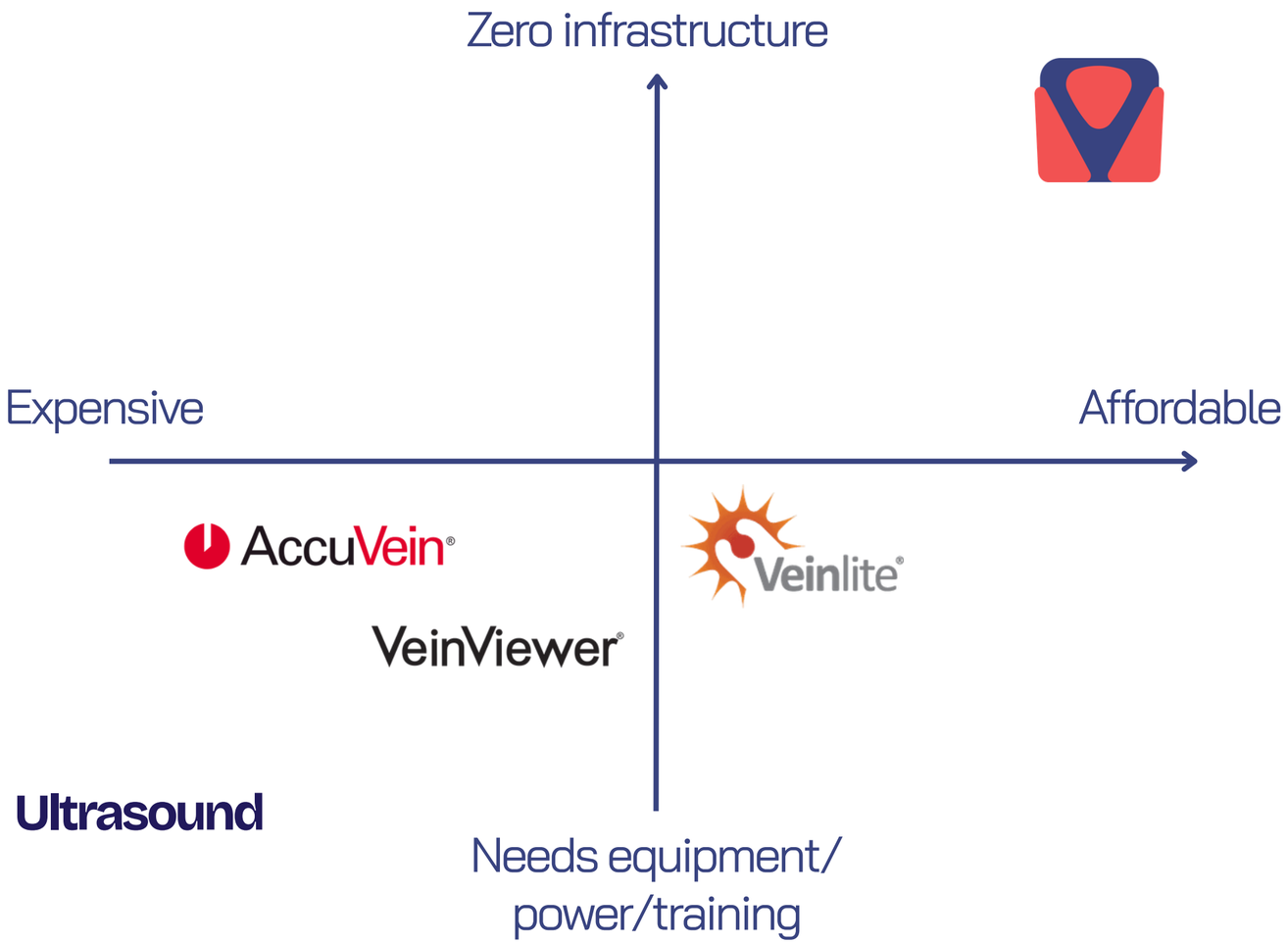
Expensive time lost

Up to 1 hour of expensive operating room and highly-paid medical staff time per target patient.

Patient discomfort

Loss of trust and reputation in centers, decrease in donors and generalised fear.

Competition



Inequality

Competition

Device-Based Vein Visualization	AccuVein® Veinlite® VeinViewer®	Use near-infrared light or transillumination to make veins visible	Limited clinical impact Still require devices Rarely used routinely
Standard in difficult cases (over 4-5 missed tries)	Ultrasound	Provides real-time imaging of vein depth and structure Most effective solution in difficult venous access	Expensive Requires training Not scalable

Solution

Vein mapping sticker

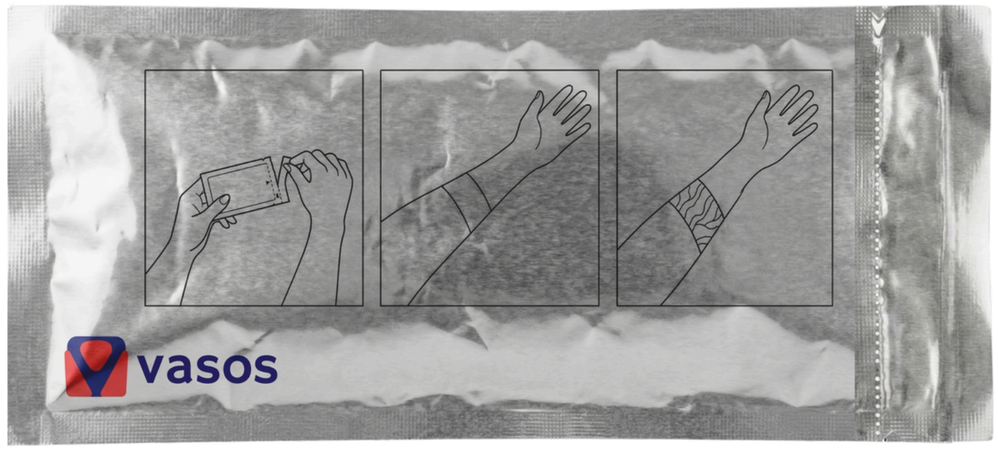
Affordable

Power-free

No racial bias

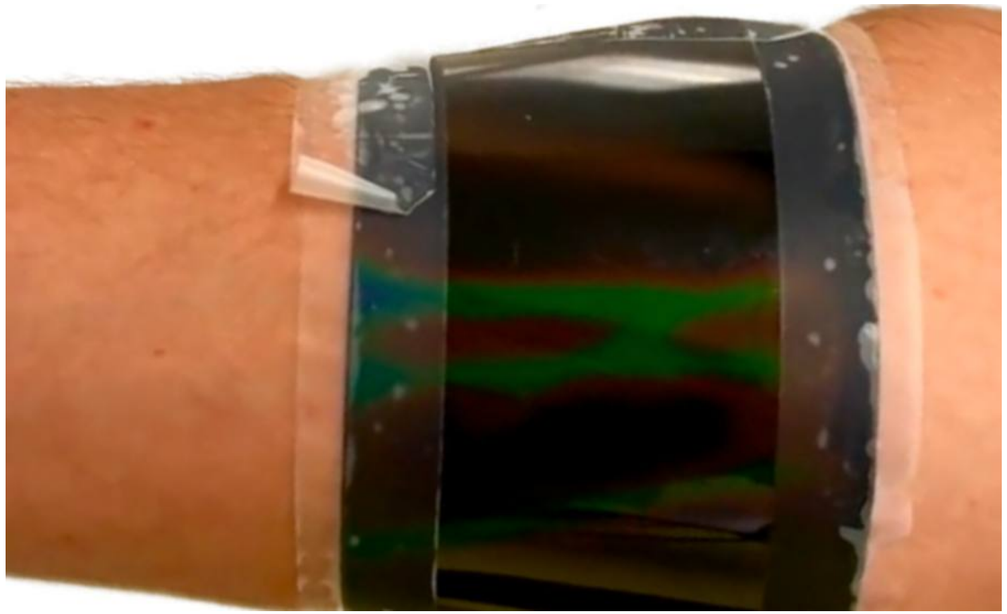


AI-generated image, closely resembles intended product

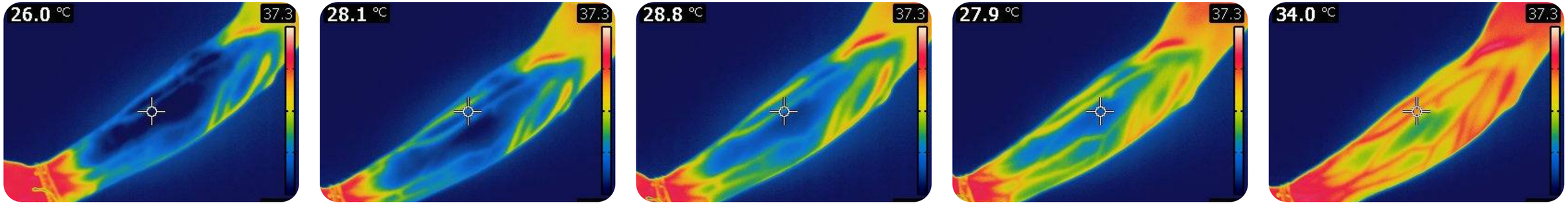


Packaging concept

Tech & Prototype



Actual proof-of-concept image, v0.1 prototype



Actual proof-of-concept images, thermal camera image evolution on cooled skin

Business model

Double revenue stream

High-volume sales to distributors/clinics

Every attempt is a consumption event, so demand is predictable and recurrent.

Global Health contracts (UN, NGOs)

Institutions actively looking for low-cost, scalable solution like vasos.

Unit economics

Raw materials
~0.22€

Manufacturing
0.10€

Packaging
0.10€

Distribution
~0.13€

78%
Premium markets
Able payers, strong margins

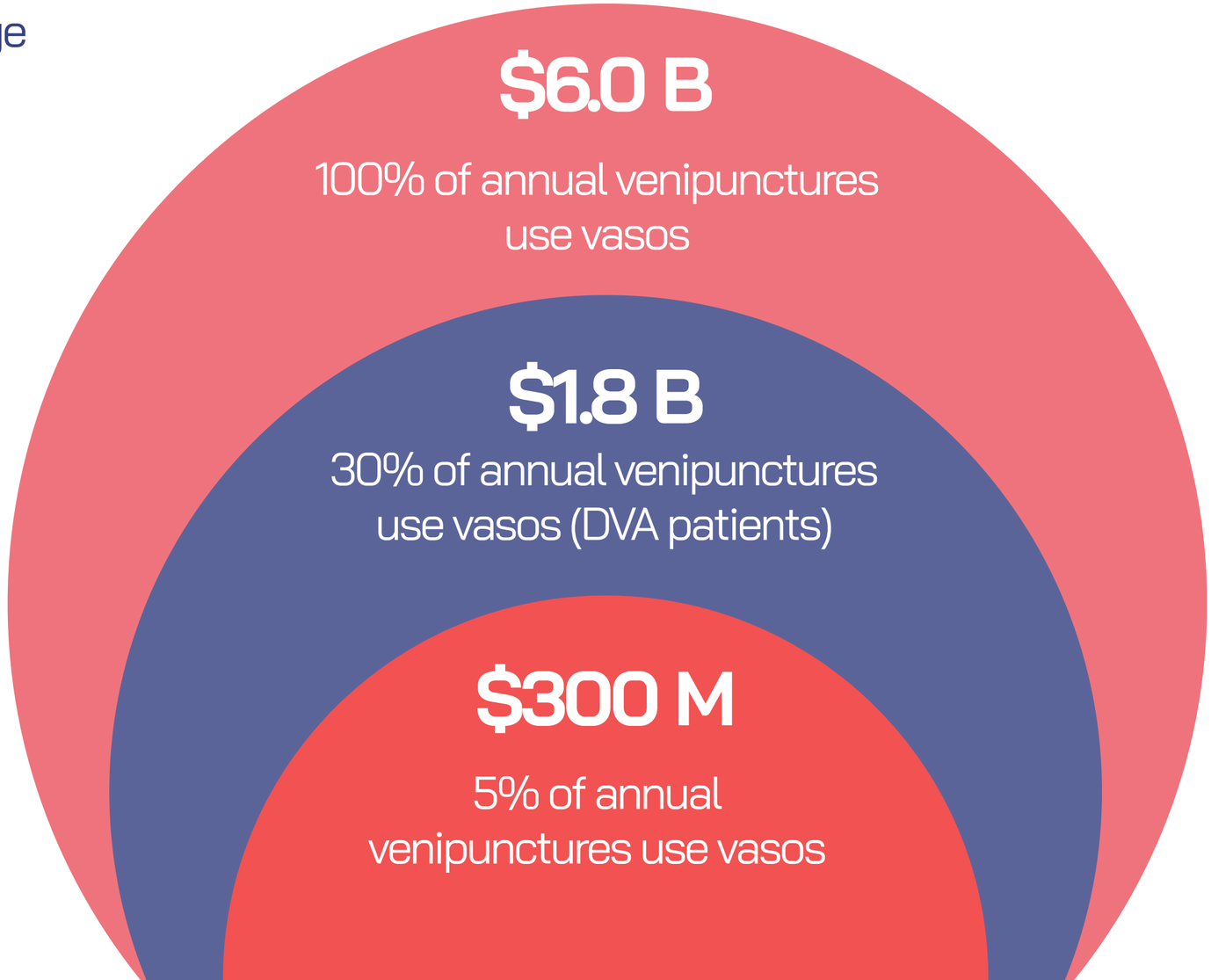
High-end sale

27%
Emergent markets
Priced for access, profiting from volume

Low-end sale
0.75€

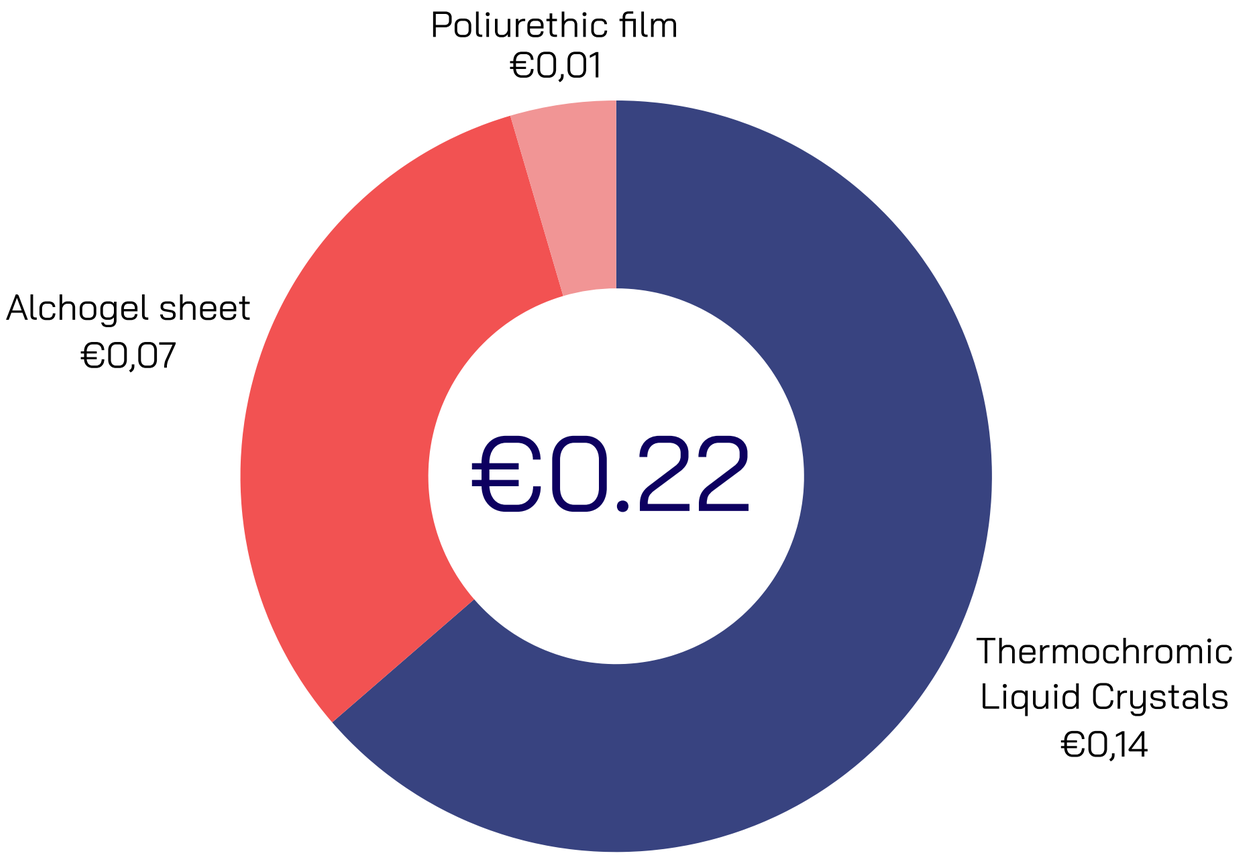
Market size

Considering an average price of 1.5$ / patch*

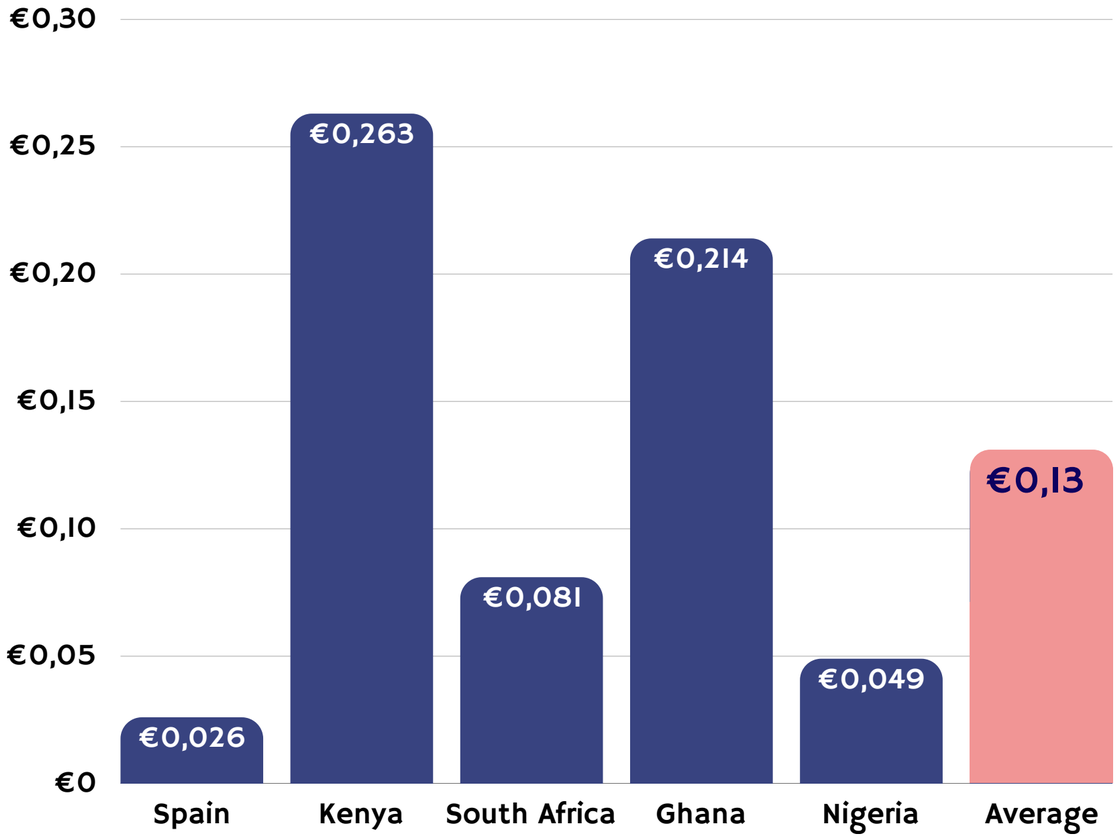


Cost breakdown

Raw Materials



Distribution



Go-to-market

Phase 1

R&D

RA/QA (Class 1)

Prototyping

Clinical Trials

Partnering with renowned institutions, like Hospital del Mar (closely bonded to our university.)

Phase 2

Manufacturing Partner

Launch the product into the Spanish Market

Leveraging our previous partnerships

Phase 3

Expand across Premium markets

e.g., France / US

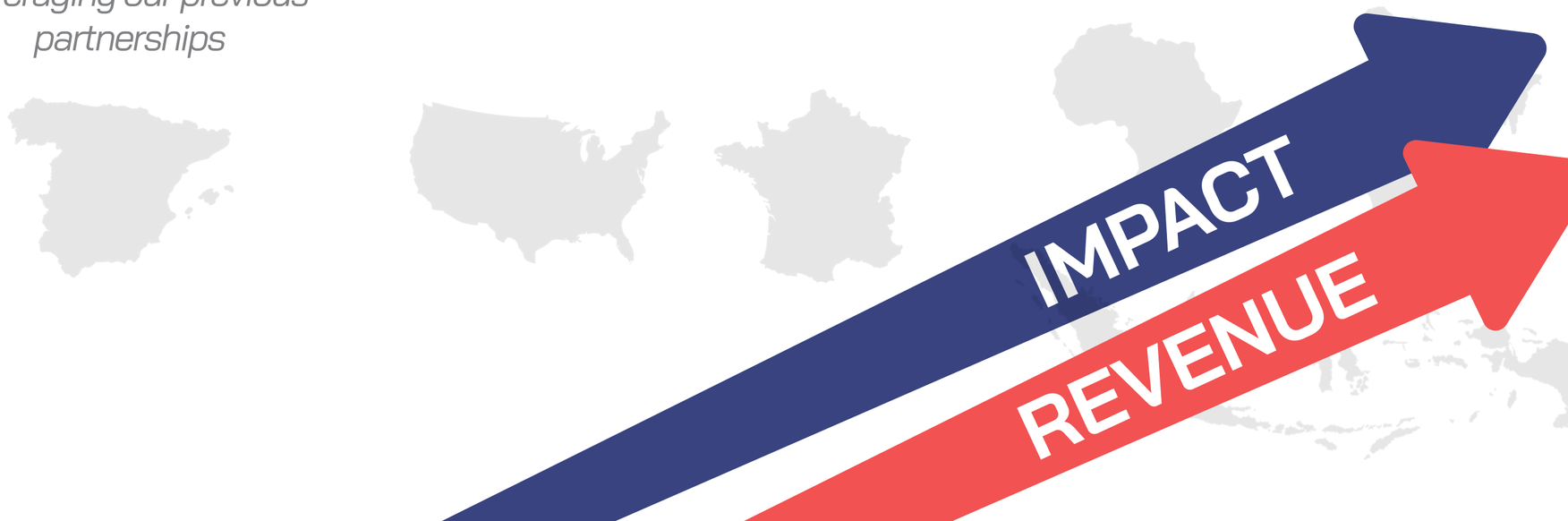
Build reputation and revenue base.

Phase 4

Scale

Enter the Global South

Impact reaches full potential



Regulation

FDA

Class 1, non-sterile

Legacy category: thermal vein locator, 510(k) exemption.

Direct registration, general controls and compliance.

EMA

Class 1 Non-active, Non-invasive

Registration, cytotoxicity trials and ISO Compliance

*vasos is strongly connected with experts to navigate regulation and quality assurance

Strategic Partners

Research & Clinical

Validation + regulatory credibility

Hospital del Mar - Sant Joan de Déu - Clínic

Clinical Trial Site

Research Support

ICMAB Barcelona

Research Support

TLC

Alcogel

Manufacturing

ISO 13485

Bolsaplast Medical

Medical packaging

LCR Hallcrest

TLC Supplier

ISO 13485 + FDA Registered

Brenntag Iberia

Raw Materials supplier

Market Access

Distribution (target partners)

Ilara Health

African medical distributor

KEMSA

Kenya Medical Supplies Authority

WHO

International health organization

MSF

Non-Governmental Organization

Team



Marc Serrano

CTO

Biomedical Engineering



Aleix Ruf

CEO / COO

Biomedical Engineering



Nico Barahona

CFO

International Business Economics



Lucía Pola

CPO

Biomedical Engineering

Impact

By 2029, 100 Million Patches.

$2 Billion in Reclaimed Medical Resources.

125 Million units of medical waste diverted.

25 Million hours returned to patient care.





Hult Prize

Spain National Champions, 2026