

Schenectady medical startup is 'laser focused' on investment

[Sam Raudins](#)

Schenectady-based medical device startup Epic Airway Systems is moving ahead with a new round of investment.

The company opened a pre-seed round of \$1.5 million, said Dr. [Eric Moses](#), Epic Airway's chief medical officer. It has already raised \$100,000 and has \$300,000 committed for next year.

Epic Airway Systems, founded in December 2020, makes a device that's meant to simplify the intubation process. It combines the two intubation tools used today — a tube that goes down the throat and a mask with a tube that slightly enters the airway — into a single device. The Epic Airway device consists of a mask that fits onto the patient's face, and because it's already aligned and inside the airway, the tube can then be pushed in more easily if it's needed.

The startup says its device would make better use of time during medical emergencies, potentially saving lives. It's estimated that the device could save \$40,000 per surgery.

The intubation device Epic Airway Systems is planning to bring to market.

Epic Airway Systems

The device does not have FDA approval yet and the company is pre-revenue, Moses said. But Epic Airway Systems has a goal of selling the product in about three years.

"We've made progress, we have momentum. And so hopefully we will wrap up the final design by the end of the year and be able to apply for FDA approval in the beginning of 2025. And then hopefully be approved by the end of 2025 to sell it in 2026," Moses said.

There are 50 million procedures per year involving the insertion of a breathing tube, Moses previously [told the Business Review](#).

He said the company anticipates it will disrupt a fraction of the multibillion-dollar medical devices industry, specifically in pre-hospital emergency medicine settings, like ambulances and emergency services.

"If we even get 3% of the market, then this is a \$100 million company (in) revenue," he said.

The focus now is finding the right kind of investors, Moses

said. The company just won a \$50,000 investment from FuzeHub, the state's manufacturing startup resource, during its commercialization competition earlier this month.

Though most of the money raised so far has been raised locally, Moses said he hasn't been afraid to look outside of the Capital Region for investment in order to move forward. He said some investors have been in other cities because he's looking for specific people who understand that medical devices can take a while to pay off.

"I am laser focused on finding the right investors right now," Moses said. "It's a medical device startup company that is projected to be very high yield. So in seven years, it's like a 20-times projection in valuation. So that's a lot of money to be made. But it's also the long shot."

The product was invented by Dr. [Sridhar Musuku](#), an anesthesiologist at Albany Medical Center.

Epic Airway has been keeping business and talent local. [Keith McKenna](#), formerly of Plug Power and Angio Dynamics, is the company's chief operating officer. Moses, who has been an attending anesthesiologist in the area, now works full time for Epic Airway. And the company has already established local manufacturing partnerships with Aptyx in Glens Falls.

Moses said the plan is to grow its manufacturing operation in Glens Falls to 60 jobs as the company scales.

"We are a commodity item — we're plastics, silicone, things that can be sourced locally and manufactured in existing facilities. And if all goes well, that it's so well accepted, that we contribute to creating dozens of jobs and upgrading and adding on manufacturing facilities locally, because why not?" Moses said.