



CAPITAL SALES MANAGER · MARKET DEVELOPMENT · IL WI MN ND SD

NeuWave is already in the room. Now put a robot beside it.

Robert Draper · how I would validate and build the Epione market across five states.
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01 The immediate opportunity

NeuWave is used in more than 70% of top US cancer centers, with the physician relationships and access that come with it. Epione has treated more than 1,500 patients worldwide. The immediate opportunity is testing how the NeuWave installed base can accelerate Epione adoption.

02 What could make Precision IO different

Medtronic, AngioDynamics and Boston Scientific sell ablation energy; based on public information, none offers its own placement robot today. XACT and Micromate sell CT guided robots that rely on others' energy. Precision IO may have a differentiated story: ablation expertise, image guidance and robotic placement from one company.

03 The opportunity beyond today

OPPORTUNITY	THESIS	TIMING
NeuWave installed base	Warm introductions speed Epione evaluations	IMMEDIATE
Competitor ablation accounts	Robotic placement as the differentiator	NEAR TERM
Prostate and precision needle work	New robotic guidance adjacency	VALIDATE

04 Prostate and precision needle work

A market hypothesis worth validating, and the one I know best: my brachytherapy years put me close to prostate needle placement. ACS expects 333,830 new US prostate cancer cases in 2026. Epione is CT guided and cleared for abdominal ablation; prostate work is guided by ultrasound or MRI. It requires clinical, technical and regulatory validation.

05 First 90 days

DAY 30 Learn the installed base, ride with NeuWave reps, observe Epione cases, understand the pipeline, rank accounts, validate the thesis.

DAY 60 Clinician meetings, physician champions, priority accounts chosen, messaging tested, early adopters identified.

DAY 90 Evaluations advancing, reference site candidates, a territory and market development plan, a qualified year one pipeline.

06 Targets to confirm in month one

40	ACTIVITY clinician meetings across five states by day 60
10 · 3	PIPELINE qualified opportunities and evaluations by day 90; \$8M+ pipeline assumes a list price Precision IO would confirm
4	INITIAL YEAR ONE TARGET placements, subject to validation against installed base, current pipeline, capital cycles and clinical support
8+	ASSUMPTION cases per robot per month, six months after install

07 Why Rob

The market still needs validation. My background is why I am suited to validate it and turn it into a commercial plan.

150%+ of plan and President's Club at Varian: radiation oncology and brachytherapy capital, needle based procedures

100% of Polarean's 2023 revenue, built by landing the early adopters of a new imaging technology

15+ yrs selling new capital technology through physician champions at Mayo Clinic, Rush, Vanderbilt, UT Southwestern, UCLA

Give me access to the territory, the installed base and the current pipeline. In 30 days I will show where the opportunity is real and where it is not, then build physician champions and a repeatable path to Epione placements.