MESSAGE FROM THE CEO

This past year, our fifteenth in business, has seen very significant growth and progress for Vision RT.

The installed user-base for AlignRT® has grown strongly, as we continue to add key personnel to further our technology, products and better meet customer needs. We are also expanding into new territories, and have supported the establishment of the Surface Guided Radiation Therapy (SGRT) Community.

Please visit us at ASTRO (booth 7090) to learn more about our product range and to hear expert speakers talk about their experience of SGRT.

Norman Smith, PhD
CEO, Vision RT Ltd

VISION RT WINS TWO QUEEN’S AWARDS

In April, Vision RT was one of only six companies in the UK to be awarded two of the 2016 Queen’s Awards for Enterprise – the UK’s highest accolade for business success.

The company has been granted the Queen’s Award for Enterprise in Innovation, and in International Trade. The awards hold particularly special significance this year to mark Her Majesty The Queen’s 90th birthday.

For Innovation, Vision RT was recognised for AlignRT®, our proven solution for surface guided radiation therapy which is protected by a total of 41 granted patents with 37 additional patents pending in regions including the UK, US, France, Germany, Europe, Japan and China.

In International Trade, the company was recognised for its “outstanding overseas sales growth over the last three years”, including the USA, the largest radiation therapy market in the world. Today, over 700 systems using Vision RT’s technology have been sold to cancer clinics around the world, including 37 of the 50 “best hospitals for cancer”¹. The award commendation noted that Vision RT “has seen growth of its international trade of 260% since 2013.”

¹ http://health.usnews.com/best-hospitals/rankings/cancer
EXPANDING OUR TEAM

Vision RT now employs almost 120 people. Continued investment and growth are planned to ensure that the company can best address its customers’ needs for the future.

In April, Mike Schneider was appointed as VP Global Customer Support. Mike brings to Vision RT extensive executive experience in global customer support, operations, regulatory, and R&D in the medical and life science markets. Most recently he was at Advanced BioHealing as Head of Operations, where he was responsible for developing and implementing operational strategies that consequently ensured a >150% increase in product shipment. Prior to that he worked at Kinetic Concepts Inc, where he headed the global restructuring of service, supply chain, and quality departments. Mike’s mission is to ensure Vision RT customers benefit from our technology and value the relationship and level of support they receive from the Vision RT team. They should not only be satisfied, but genuinely delighted with their decision to adopt our technology.

In January, Thomas Carter was appointed as Director of Global Marketing. Thomas joins Vision RT after spending 12 years in sales, marketing and management at blue chip medical device companies such as Boston Scientific and Smith & Nephew. In his new role at Vision RT, Thomas’ expertise in marketing will be an important factor in helping customers to learn about and benefit from the changes and innovations to the company’s revolutionary SGRT solutions.

INTERNATIONAL EXPANSION

During the last 12 months, Vision RT has continued to receive regulatory clearances for its technology in a number of new international markets, including Israel, Egypt, India, and Taiwan. Vision RT has invested significantly in its EMEA sales and support organisation and now manages direct operations in seven countries in Europe and continues to build its organisation globally through both the appointment of additional staff and distributors. This has already led to a significant increase in International business, with Vision RT sales almost doubling in the past 12 months and continuing to accelerate.

RECENT CLINICAL DATA

Radiation has been shown to cause cardiac perfusion defects in 27% of left breast cancer patients six months after treatment with conventional radiotherapy. In a study conducted at UNC, Chapel Hill, 20 patients were treated using deep inspiration breath hold technique plus Align RT, and 0% exhibited subsequent cardiac perfusion defects.

Recent research from Massachusetts General Hospital shows that AlignRT enables more accurate and 45% faster set up of the patient for post-mastectomy breast cancer proton therapy.

PATIENT REFERRAL INFORMATION FOR BREAST CANCER PATIENTS

There are more and more stories of patients, especially in the USA, choosing to have their radiotherapy at centres that use AlignRT, because of the potential it provides for cardiac protection. To educate both patients and referrers, Vision RT are launching a range of materials at ASTRO specifically for radiotherapy clinics wanting to promote their use of AlignRT for breast cancer patients.
RESEARCH AND DEVELOPMENT

Vision RT continues to invest heavily in both research and development in order to enhance existing products and to develop new techniques and applications. We are continuing to grow our R&D team and our IP portfolio which currently stands at 41 granted patents and 37 patents pending in the US, UK, Europe and beyond.

ELEKTA RESPONSE INTERFACE

Vision RT is releasing its interface to the Elekta “response” at ASTRO 2016. This allows AlignRT to control the radiation beam on Elekta Linacs automatically. For further details, click here.

SURFACE GUIDED RADIATION THERAPY COMMUNITY

Following Vision RT’s successful user meetings in 2014 and 2015, the company has worked with clinical professionals and users of Vision RT’s products to establish the SGRT (Surface Guided Radiation Therapy) Community. The SGRT Community is a group of oncologists, physicists and therapists working together to improve the provision of radiation therapy through the use of SGRT.

The SGRT Community aims to develop the technique through peer-to-peer education and best practice sharing. The SGRT Community website has been established to enable education, discussion and progress in the field between and around events.

SGRT Community held its inaugural meeting in Atlanta in May this year. This was chaired by Todd Pawlicki, Vice-Chair and Director, Department of Radiation Medicine & Applied Sciences, University of California, San Diego Moores Cancer Center. The meeting was attending by approximately 150 radiotherapy professionals and was a resounding success. The entire video proceedings are now available to view on www.sgrt.org. We are delighted to announce that the next SGRT Community meeting will be held on 18-19 May 2017 in Dallas, Texas. Further details and a registration page may be found here.

VISION RT AT ASTRO 2016

Vision RT is delighted to host a session on cardiac Sparing and breast treatment reproducibility at the Industry Expert Theater, with speakers from University of North Carolina (Tim Zagar MD) and Massachusetts General Hospital (David Gierga, PhD). There will also be several speakers on the booth, who will be providing short presentations throughout the day. Click here to learn more.