Innovation in the News: Marrow Miner
Innovation in the News: Marrow Miner

• How did Dr. Kraft “see” the opportunity for an innovation?
• Who is the customer?
• What is the value proposition?
• What macro trends make this a timely innovation?
• Do you think this will be successful? Why or why not?

StemCor’s proprietary System is designed to rapidly and easily harvest bone marrow in a minimally invasive manner, in the outpatient setting, and without general anesthesia. The System consists of an access guide, a powered handle that drives a flexible atraumatic shaft through which marrow is aspirated, and an integrated marrow collection container. The shaft gains access to the bone marrow cavity through the access guide to allow the removal of bone marrow through a single entry site. This is in contrast to the current practice of bone marrow aspiration through the repeated insertion of a needle into multiple sites in the iliac crest of the hip, which usually requires general anesthesia, an operating room, and multiple clinical personnel. Preclinical studies demonstrated the ability of the System to safely harvest large volumes of marrow with greater stem cell activity than is contained in standard needle aspirates.
Innovation in the News: Marrow Miner

StemCor Systems is a privately held medical device company located in the San Francisco Bay Area. The company’s initial product is a proprietary, minimally-invasive bone marrow collection system. The technology was licensed exclusively from Stanford University.

StemCor will develop the System for Hospira, and Hospira will manage the clinical trial program, leading to commercialization. The System has 510(k) clearance from the U.S. Food and Drug Administration and CE Mark in Europe, and Hospira plans to initiate post-approval clinical use studies in early 2009 to support product launch thereafter. Under the agreement, Hospira will market the device to Oncologists, Hematologists and other physicians specializing in bone marrow transplantation.