

SonoCare SC1 Handheld Ultrasound System

A First Introduction to SonoCare Technologies and the SC1 Partnership Opportunity

SonoCare Technologies is an Israeli medical device company that has developed the world’s most field-deployable handheld ultrasound system. We are seeking a trusted, established distribution partner in China to bring this technology to the communities that need it most — and to build a long-term commercial relationship of mutual benefit.

A MESSAGE TO OUR PROSPECTIVE PARTNERS

We believe the right partnership begins with the right foundation.

At SonoCare Technologies, we understand that entering a new market is not simply a commercial transaction — it is the beginning of a relationship. We approach the China market with deep respect for the expertise, networks, and market knowledge that an established distribution partner brings. Our role is to provide world-class technology, rigorous clinical support, and a commitment to shared success. Your role is to open doors we cannot open alone.

We do not seek a transactional relationship. We seek a partner who shares our belief that access to medical imaging should not be determined by geography — and who sees in the SC1 a genuine opportunity to serve China’s rural and underserved communities while building a meaningful and durable business.

This document introduces the SC1, the market opportunity we see in China, and the terms on which we hope to begin a conversation.

THE CHINA MARKET OPPORTUNITY

A convergence of need, policy, and timing.

China’s Healthy China 2030 initiative has placed rural and primary care diagnostics at the center of national health policy. The government has committed to expanding county-level hospital capacity and equipping grassroots health workers with tools that were previously available only in tier-one city hospitals. The SC1 is precisely the kind of technology this policy was written to accelerate.

At the same time, China’s medical device market is growing at a pace that favors early-mover distributors who establish category leadership before the market matures. Handheld point-of-care ultrasound is an emerging category with limited established competition at the SC1’s quality and capability tier.

1.4B+ Population with growing demand for accessible diagnostics	¥280B-¥420B China medical device market size (2023 to 2027 projection)	600M+ Rural population underserved by hospital-grade imaging	Healthy China 2030 National policy actively prioritizing primary care diagnostics
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THE SC1 SYSTEM

Hospital-grade imaging. Anywhere. In minutes.

The SonoCare SC1 is a handheld ultrasound probe developed at the Technion — Israel Institute of Technology, one of the world's foremost technical research institutions. It weighs under 6 pounds, transmits scan data to a secure cloud in real time via cellular connection, and delivers a full-resolution image to a physician's smartphone or tablet within seconds.

For a distribution partner in China, this means a product that addresses an enormous unmet need — diagnostic imaging in rural, county-level, and community health settings — with a clinical profile that is already validated in demanding field environments across three continents.

Featherlight & Field-Ready

Under 6 lbs. Fits in a backpack or pocket. No power infrastructure required — deployable in any county-level clinic or rural health post within hours.

Real-Time Cloud Transmission

Scan data uploads instantly to a secure cloud via 4G/5G or 3G. A specialist physician anywhere in the country can review and advise within minutes.

Lossless Image Compression

Proprietary algorithm reduces data volume at acquisition without any loss of diagnostic image quality — reliable even on lower-bandwidth rural networks.

Zero Radiation Exposure

Powered entirely by high-frequency sound waves. Safe for repeated use on all patient groups including pregnant women, children, and the elderly.

Rapid Staff Onboarding

Non-specialist health workers achieve diagnostic-quality scan production within two days of training — no radiology background required.

Remote Specialist Integration

One city-based specialist physician can support imaging review across multiple rural or county-level sites simultaneously via the SC1 cloud platform.

HOW THE SC1 WORKS

Simple for the health worker. Powerful for the physician.

- 1 Scan**
A community health worker or rural clinician places the SC1 probe on the patient. No radiology training is required. The device's onboard algorithm captures and compresses the scan data instantly.
- 2 Transmit**
Compressed scan data uploads automatically to SonoCare's secure cloud via 3G, 4G, or 5G. No Wi-Fi infrastructure is required. Transmission takes seconds.
- 3 Diagnose**
A specialist physician — based in a city hospital or central clinic — receives the full-resolution image on their smartphone or tablet. They review the scan and provide real-time guidance to the on-site health worker.

CLINICAL PROOF

Validated in the world's most demanding environments.

In 2023, humanitarian medical NGO MedFrontier Relief deployed six SC1 units across 14 field sites in Bangladesh, serving a civilian population of approximately 180,000 people with no access to functioning hospital infrastructure. Over

nine months and 1,340 scans, the SC1 reduced emergency triage time by 80% and cut unnecessary patient evacuations by 38%.

If the SC1 performs at this level in a conflict zone — on 3G connections, in temperatures ranging from 4°C to 41°C, operated by clinicians trained in two days — its performance in China’s rural county-level health system is a well-supported expectation, not a promise.

“For the first time, our field medics had something they’d never had before: objective data. They weren’t guessing. They were deciding. That changes everything about how you practice medicine under pressure.”

Dr. Oded Cohen, [Remote Specialist Radiologist](#), SonoCare Clinical Network

TECHNICAL SPECIFICATIONS

SC1 at a glance.

Weight	Under 6 lbs (approx. 2.7 kg)
Form Factor	Handheld probe; backpack or pocket portable
Imaging Mode	B-mode ultrasound, high-frequency sound waves
Data Transmission	Real-time cloud upload via 3G / 4G / 5G
Image Delivery	Physician smartphone or tablet (iOS & Android)
Compression	Proprietary lossless algorithm
Radiation	None
Operating Temp.	4°C – 41°C
Regulatory Status	CE Mark (EU) · FDA 510(k) · NMPA registration in progress
Developed By	Prof. Ronit Avram’s lab, Technion — Israel Institute of Technology
Clinical Validation	Sheba Medical Center, Israel (top-ranked, Middle East)
Distribution Rights	Available for exclusive regional partnership — China market

PARTNERSHIP STRUCTURE

What a partnership with SonoCare looks like.

We recognize that a successful market entry in China requires sustained commitment from both sides. The following summarizes what SonoCare is prepared to offer a qualified distribution partner from the outset of our relationship.

Distribution Model	Exclusive regional or national distributor agreement available
Pilot Program	10-unit pilot deployment with full clinical and technical support
Training Support	SonoCare clinical team provides on-site training and onboarding
Marketing Materials	Chinese-language collateral, clinical data, and case studies provided
Technical Support	Dedicated account manager and 24/7 technical support line
Co-development	Open to joint adaptation for NMPA submission and China-specific requirements

We are open to discussing the specific structure, territory, and terms of a partnership in detail. Our preference is always to begin with a conversation, not a contract.

SUGGESTED NEXT STEPS

We hope this is the beginning of a longer conversation.

We understand that evaluating a new supplier relationship — particularly with a company entering the China market for the first time — requires time, due diligence, and trust built over multiple interactions. We welcome that process and are committed to full transparency at every stage.

We would be honored to arrange a more detailed introduction at a time that suits you, including a live demonstration of the SC1 system, an introduction to our clinical and technical teams, and a discussion of the specific market segments and geographic regions where you see the strongest opportunity.

- Schedule a video introduction with SonoCare's CEO and China partnership lead
- Receive a full technical and clinical dossier, including regulatory documentation
- Arrange a live SC1 product demonstration at your offices or a mutually convenient location
- Discuss pilot program structure and commercial terms at your convenience

“A great partnership is not built on a single transaction. It is built on a shared vision, mutual respect, and the patience to grow something meaningful together. We hope to have the opportunity to begin that journey with you.”

SonoCare Technologies Leadership Team · Tel Aviv, Israel

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