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Clarapath notches \$36M from VCs for lab robotics



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Illustration: Aida Amer/Axios

Clarapath, a robotics company for pathology lab processing, raised a \$36 million Series B-1 led by Northwell Ventures, CEO Eric Feinstein tells Axios exclusively.

Zoom in: CU Healthcare Innovation Fund, Mayo Clinic, and Ochsner Ventures also participated.

- Feinstein says the funding should get Clarapath, which has now raised \$75 million, to profitability.

How it works: White Plains, NY-based Clarapath's robotics device automates pathology work done by histotechnologists.

- Its SectionStar platform sections biopsy tissue and produces a slide with a sample for pathologists to assess — a process that requires precision and often [sees significant human error](#).
- "Imagine you are trying to cut through an apple ... but you can't go too far to the left and you can't go too far to the right, because if you don't capture all six of the seeds, you can't determine whether or not that person has cancer," Feinstein says. "That's the level of complexity that that we have to deal with."

By the numbers: Health systems account for about 70% of Clarapath's customer base is health systems and providers, while 20% is pharmaceutical and drug development companies and 10% is in animal health.

What's next: "We will be looking to place our first set of units in this fiscal year," Feinstein says.

- Clarapath is pre-revenue with respect to its robot offering, but it's currently generating a small, undisclosed amount of revenue from providing laboratory services, Feinstein says.

- "We've seen it develop from really just back of a napkin concept all the way through to what we see today," he adds.

The big picture: The Bureau of Labor Statistics [estimated an 11% growth rate](#) of clinical lab professionals from 2020 to 2030.

- Meanwhile, the U.S Department of Health and Human Services projects the allied health workforce must grow by 19% to meet the need by 2030.

Case in point: Even as the [largest private employer](#) in New York state, Northwell is feeling the lab labor crunch, Mulry says.

- "We view this automation as just another facet of how to improve efficiencies," he says.



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