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## **Cellmyx – providing Medical Products for Harvesting, Processing, and Deploying Autologous Soft Tissue used in Aesthetic and Orthopedic/Pain Management/510K (K210528)**

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CEO and Founder

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**“Cellmyx is committed to advancing the art of aesthetic and regenerative injectables. We design, patent, and manufacture proprietary medical products for the harvesting, processing, and deployment of FDA 361 compliance / 510k clearance autologous soft tissue.” Greg Miles**

**Interview conducted by:**  
**Lynn Fosse, Senior Editor**  
**CEOCFO Magazine**

**CEOCFO: *Mr. Miles, what is the idea behind Cellmyx?***  
**Mr. Miles:** Cellmyx has been in the medical device industry for almost 30 years. In that time, we have been able to see the needs for better outcomes in the Aesthetic and Orthopedic/Pain Management market. Cellmyx is committed to advancing the art of aesthetic and regenerative injectables. We design, patent, and manufacture proprietary medical products for the harvesting, processing, and deployment of FDA 361 compliance / 510k clearance autologous soft tissue.

**CEOCFO: *You mentioned several different areas. Would you tell us a little bit about what goes on day to day at Cellmyx?***  
**Mr. Miles:** Cellmyx is continuously looking for opportunities for innovation and marketplace enhancements. Most recently, we received FDA compliance for our IntelliFat® and IntelliFat® BOD (body on demand). We have a team who are dedicated to new product developments, FDA and regulatory compliance, sales and marketing, and logistics.

**CEOCFO: *Is it going from one person to the same person, or are they saving it and using it?***  
**Mr. Miles:** Our FDA compliant adipose cell transfer devices use the patient’s own adipose tissue. The fat is extracted from the patient, processed using our proprietary devices, and then redeployed back to the patient in the same day procedure.

**CEO CFO: *What have you developed that is better, cheaper, faster, easier, different, than some of the other methods?***

**Mr. Miles:** Our IntelliFat® – BOD is a state-of-the-art system which has superior efficiency while being economically attractive to our physicians. Additionally, we have other products that also meet patient needs and provide tried and true devices to the marketplace. Cellmyx's IntelliFat® and fat collection-fat transfer systems differentiate themselves from other methods because our physicians use the patient's own adipose tissue and do not introduce a foreign material into the patient's body.

**CEO CFO: *What is happening physically that allows you to do some of the things that you just mentioned?***

**Mr. Miles:** While the patient is awake and alert and under mild sedation, the physician extracts the patient's adipose using our proprietary cannulas, then processes the tissue using our patented diamond cut sizer to obtain the proper cluster size of adipose for reinjection into the patient.

**CEO CFO: *Are consumers looking for something better than the Botox experience? Where does your method sit with most people today?***

**Mr. Miles:** Patients are looking for natural alternative methods for a number of reasons, including aesthetic purposes. Our products provide the patient with the understanding that they are using their own tissues for facial rejuvenation.

**CEO CFO: *Is the medical community, in general, looking for better methods, or is it more give the people what they want?***

**Mr. Miles:** That is a very good question! I would say, that the patient is always looking for the least invasive method for the best treatment outcomes. Patient needs and desires are the driving force in medical device innovation and treatments. Physicians also want the latest and greatest FDA compliant devices so they can also have successful patient outcomes. So, it is a little of both, patient and physician satisfaction. Happy patient = happy physician.

**CEO CFO: *Do you have some other items you are working on, as well?***

**Mr. Miles:** Yes, we are always looking toward the future by improving our existing product line and of course, knowing the market's needs and working toward innovating new products to that end. Presently, we are working on enhancing our AcquiCell™ System for fat collection / fat transfer. We anticipate completion of this phase in quarter 3, 2022. We currently have a very successful distribution of AcquiCell™ systems in Japan. We are looking to expand our companies reach in the global marketplace. Our regulatory department is actively pursuing product compliance in Canada, Europe, and UAE.

**CEO CFO: *How are you reaching out to the medical community? Are you trying to reach patients that might be looking at this?***

**Mr. Miles:** We are a medical device company and innovate product lines to meet the needs of our physician's patient outcomes and desires. Cellmyx works closely with physicians to understand their needs and perspectives on products and treatment. We have a Medical Advisory

Board of leading Aesthetic and Orthopedic doctors that provide advice, feedback and direction to optimize our products.

**CEO CFO: *How are you reaching doctors?***

**Mr. Miles:** SEO, doctor referral and testimonies, trade shows and symposiums, independent sales reps, and most importantly building trust and loyalty with our physicians. They have the trust that we can deliver state of the art medical devices and ancillary products that we stand behind. We also service all of our own products in house.

**CEO CFO: *Why now?***

**Mr. Miles:** Cellmyx has spent the last two decades working in the cosmetic and regenerative medicine fields. These two markets are ripe with patient's desiring less invasive treatments for age old conditions and desires. Patients are smarter and have more medical information at their fingertips than ever before. Which is a good thing. The understanding that the body is capable of healing itself and is the premise of our IntelliFat® Systems and AcquiCell™ Systems. So why now? My response is, why not now?

**CEO CFO: *When you are reaching out to the medical community, at a seminar, for example, do the doctors understand? What is the reaction? Is there something you have learned over time, to explain about what you are doing, that really resonates?***

**Mr. Miles:** Yes, doctors are always looking for outcomes that will serve their patient's needs and wants. As a medical device company, we offer training to all physicians and are available 24/7 to our physicians for any questions they may have. We understand how to innovate! Often times, a new product concept emerges from meeting the needs of the physician. A doctor will ask for our help in enhancing a procedure by either innovating a new device or changing an existing device. That is one of the strengths of Cellmyx's expertise. Further, early on we believed and followed the Science through our in-house testing, independent testing, and published scientific articles that the body can heal itself in many cases. Our company began to follow the Science on autologous fat and it's healing and sculpting properties.

**CEO CFO: *Are there new products in the offing or tweaks to what you are doing? What are you working on today?***

**Mr. Miles:** We are continuing to work on any part of the industry that collects and dispenses adipose fat to meet the needs of the medical community nationally and globally.

**CEO CFO: *What, if anything, has changed in Cellmyx approach over time? As you are working in this area for many years, are there new developments, new that you can incorporate?***

**Mr. Miles:** Yes, absolutely there are always new ideas and needs for innovation that meet all regulatory compliance. As I said earlier, we are expanding into global markets and actively pursuing regulatory compliance in many different countries.

**CEO CFO: *Are you seeing funding, partnership or investment as you grow?***

**Mr. Miles:** I am approached frequently by PE firms wanting to invest in my company. At this time, I am not seeking additional funding. However,

after working in this field for 40 years, I am looking to step back from the day-to-day CEO responsibilities of running a company. I have built Cellmyx to where it stands today and positioned it to be taken to the next level by means of a merger or acquisition. Anyone interested can contact Kevin Outcalt at ACT Capital 925-785-9486.

**CEOCFO: *Why people pay attention to Cellmyx?***

**Mr. Miles:** Cellmyx has a proven track record of innovation, design, and development of formidable medical device products. Our loyalty to our physicians has always been our gold standard. Additionally, value and persistence with FDA regulatory compliance adds tremendous value and confidence to our products.

