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Inventor of Mini C-arm Reflects on 40 Years of Skyrocketing Growth in the Sector He Created

Successful serial entrepreneur **Larry Grossman** knew that he was on to something big when he began working with **NASA** in March of 1984 to develop the first Mini C-arm. He just didn't realize how big.

The Mini C-arm market surpassed USD \$1 billion in 2025 and is projected to grow to USD \$1.7 billion by 2035, according to a recent Market Research Future analysis (Oct. 2025). That projection represents a CAGR (compound annual growth rate) of 5.4% over the 10-year forecast period.

Grossman is the inventor of commercial Mini C-arm technology and a founder and the CEO of three pioneering giants in the industry: **OrthoScan, Inc.**, **Fluoroscan Imaging Systems, Inc.** and **HealthMate, Inc.** "I invented the Mini C-arm and began selling mobile fluoroscopy c-arms in the mid-1980's," he explained. "The three companies that I co-founded and nurtured created a new sector which continues to evolve and expand today."

In total, Grossman has launched and funded five companies – three of which he took to IPO – and a venture capital fund. He is currently a co-founder of **Business Growth Resource**, a management consulting firm based in Scottsdale, AZ which helps growth-minded companies obtain the capital that they need to expand strategically.

It was the nascent science of low-intensity fluoroscopy that captured Grossman's attention in the early 1980's. He worked with three NASA astrophysicists and an NIH (National Institute of Health) electrical engineer to utilize low-intensity x-ray imaging technology developed by NASA to design and produce the first Mini C-arm through his Northbrook, IL-based company, **HealthMate, Inc.** HealthMate went to IPO in February 1985 (NASDAQ). It was Grossman's first IPO.

(Grossman's second successful IPO was **Trans Leasing International, Inc.** in 1987. He later sold that company to GE Capital in 1997.)

Grossman continued working to expand the Mini C-arm market. In 1986, he founded **FluoroScan Imaging Systems, Inc.**, which developed and manufactured a Mini C-arm that improved on conventional x-ray and fluoroscopy technology and created products which provided high-resolution, real-time imaging at a more affordable cost. Later models of FluoroScan technology incorporated the first use of flat panel image intensifier technology used in fluoroscopy and produced the first conversion from analog to an all-digital format.

Grossman leveraged FluoroScan's widespread success in the US into its expansion into global markets in Europe and Australia in the early 1990's.

Grossman led FluoroScan through a successful IPO in July 1994. The company was subsequently sold to **Hologic, Inc.** in 1996. Hologic continued to grow and profit from FluoroScan until early 2025 – nearly 30 years later -- when it announced that it was ending production and sales for the Hologic FluoroScan InSight FD Mini C-arm.

Mini C-arms utilize low-intensity fluoroscopy, a reduced-radiation medical imaging technique that produces real-time high-resolution images that detail internal body structures and movement and help doctors diagnose problems, visualize solutions and guide precise surgical procedures. The size, portability and affordability of Mini C-arms have made them practical for use in a wide range of settings, including clinics and urgent care centers, medical offices in rural areas, and at all levels of sports medicine.

“Northwestern University’s football team took a FluoroScan Mini C-arm with it when it played in the 1996 Rose Bowl,” recalled Grossman. “It was the first-ever use of portable fluoroscopy by a major football team during a live-action televised game. It got us a lot of attention in the media.”

It was when Grossman co-founded Scottsdale, AZ-based **OrthoScan, Inc.** in 2004 that the Mini C-arm technology market grew exponentially to include sales to orthopedic offices, clinics and surgery suites. Grossman’s innovative sales strategy proved to be a real game-changer which sent the Mini C-arm and mobile fluoroscopy sector on its current growth trajectory.

As the co-founder of OrthoScan, Grossman guided the company through three successful venture capital rounds and impressive global sales growth. The company’s performance culminated in the sale of OrthoScan to German private investment fund **Aton, GmbH** in 2011.

Aton, GmbH also owns a majority stake in **Ziehm Imaging GmbH**, which remains a dominant developer and manufacturer of mobile C-arm imaging systems for surgery and other clinical uses. Aton’s acquisition of OrthoScan made Ziehm Imaging and OrthoScan sister companies in Scottsdale.

“OrthoScan was the culmination of many years of hard work, investment and experience,” Grossman emphasized. “Each company was successful in its own right, but Orthoscan definitely proved that the third time’s the charm.”

“Watching the Mini C-arm and mobile imaging markets continue to evolve and grow more than 40 years later is very, very satisfying as both the inventor of Mini C-arm technology and as a co-founder of three of the sector’s most formative companies,” he added.

Grossman went on to form **Thunderbolt Capital Corp.**, a \$20 million venture capital fund, in 1998. He also served in various leadership roles during his 15 years of volunteer service for the SCORE Association, a nationwide mentoring program for entrepreneurs which is funded in part by the U.S. Small Business Administration. He left SCORE to co-found **Business Growth Resource LLC** in Scottsdale in 2024.

“Business Growth Resource provides the perfect outlet to share my experience in creating, growing and funding successful companies,” explained Grossman. “I know what it takes to not only create a company but also make it exciting and appealing to investors.”

“Even I never envisioned that, by inventing and commercializing Mini C-arm technology, I would be creating a billion-dollar industry which is likely to double in value again over the coming decade.”

“The road to how it all happened is definitely a story of its own.”

Learn more about Larry Grossman's entrepreneurial background, his successful IPO experiences and his take on emerging sectors at BusinessGrowthResource.com, at Larrysgrossman.com and on Linkedin. Grossman is available for digital, print and podcast interviews. His anecdotes are especially relevant to founders and entrepreneurs who are searching for innovative strategies to break into and/or fund their company's expansion into new and growing markets.

For Further Information and/or to Arrange an Interview

Contact:

Lori Martinek, Media Relations
Business Growth Resources LLC
480.490.3042
info@businessgrowthresource.com
www.lorimartinek.com