
Quantum Computing could use partnerships, M&A for medical imaging LiDAR – CEO

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Quantum Computing Inc. [NASDAQ:QUBT], a provider of quantum computing software and hardware, would consider acquiring businesses or entering partnerships to help the company expand into LiDAR for medical imaging, said CEO Robert Liscouski.

The Leesburg, Virginia-based company is not in talks with targets and has no specific acquisition plans over the next 12 months, according to the executive, who added that the company is more likely to enter partnerships.

Short for light detection and ranging, LiDAR is a form of radar that uses light to determine the distance of an object, and QCI wants to combine its quantum technology with LiDAR for use in medical imaging, Liscouski said.

Quantum technology-enabled medical imaging could provide higher fidelity pictures, Liscouski said. Better image quality could lead to more accurate diagnoses. The technology exists in laboratory settings, according to the executive, but the company wants to bring it to commercialization. “We expect that we'll be partnering with companies that have the expertise in the space,” Liscouski said.

This comes after QCI announced the acquisition of QPhoton, which closed on 16 June. The acquisition came with QPhoton’s intellectual property lineup, which includes room-temperature quantum computing hardware that will complement QCI’s pre-existing software stack. The combined companies have around 40 employees, according to Liscouski.

QCI’s software platform, Qatalyst, allows software developers with no knowledge of quantum programming to create quantum computing applications. Quantum computers work by leveraging the ambiguous state of subatomic particles to perform complex calculations faster than classical computers.

While the company will continue developing its software offerings, QCI will be scaling up its manufacturing capability of quantum computing hardware, Liscouski said. It hired COO and CTO William McGann in January to oversee its manufacturing and engineering expansion.

Other applications for quantum computers include cybersecurity, cryptography, machine learning and AI development, Liscouski said

With a market of around USD 70m, QCI may consider selling itself to a larger company someday, but Liscouski said he has no concrete exit plans.

QCI's competitors include quantum software providers QC Ware, which raised a USD 25m Series B in September and Zapata Computing, which earned an undisclosed award from the Defense Advanced Research Projects Agency (DARPA) in March.

QCI has sufficient capital to commercialize its quantum technologies and generate revenue, according to Liscouski. The company has around USD 11m in cash available as of March, according to SEC filings. However, the company could raise additional capital through private placements. Liscouski declined to disclose when or how much capital the company will raise in the future.

The company began generating revenue for the first time in 2022, reaching about USD 31,000 by the end of March, according to its most-recent SEC filings. Operating expenses ran more than USD 6.7m for the first quarter of 2022. Liscouski declined to disclose a timeline for when the company will reach profitability, but said it won't break even for "quite some time."

Widespread commercialization of quantum computers could be a decade away, Liscouski said. In the meantime, the company will be "working hard" to sell software and hardware to commercial and government clients, he added.

The company hopes to obtain contracts with the US Department of Defense and other government agencies for funding support to develop its quantum technology, which could have significant military and intelligence value, according to the executive. A government contract could be announced in 2023, he added.

Yuping Huang, the former CEO of QPhoton, will join QCI as its chief quantum officer. Huang, who is also the Gallagher associate professor of physics and director of the Center for Quantum Science and Engineering at Stevens Institute of Technology, has received over USD 18m in research grants from the Department of Defense, the National Science Foundation and NASA, according to a press release.

QCI's auditor is BF Borgers. The company handles legal matters internally, Liscouski said.

by [Benjamin Glick](#) in Chicago

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