

## SLOVENIAN MANUFACTURER OF WIRELESS ELECTROCARDIOGRAPH MEDICAL DEVICE SEEKS DISTRIBUTORS AND/OR AGENTS FOR ITS WEARABLE MULTIFUNCTIONAL BODY SENSOR

### Fields of use

Electronic engineering, Embedded Systems and Real Time Systems, Diagnostics, Diagnosis, Heart and blood circulation illnesses, Electronic measurement systems, Diagnostic services, Electromedical and medical equipment, Medical instruments, Diagnostic equipment, Other Consumer Related (not elsewhere classified)

### Current state of technology

Already on the market

### Type of cooperation

Distribution services agreement

### Intellectual property

Copyright, Design Rights, Exclusive Rights, Secret Know-how

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### Summary

A Slovenian manufacturer of electrocardiograph medical device (ECG) related to a long-term cardiac activity monitoring is searching distributors and agents. The light and autonomous wearable body sensor measures the electrical activity of the heart also during sports or exhaustive physical work. Potential partners should be distributors or agents with a network in medical institutes, hospitals, homes for the elderly and health resorts.

### Description of the invention

A young Slovenian company is manufacturing medical devices for a long-term cardiac activity monitoring. The company is searching for distributors and agents. Potential partners should be distributors or agents with a network among medical institutes, hospitals and clinics, homes for the elderly and health resorts.

The medical device is a personal device for measuring cardio activity. The device constitutes from an electrocardiograph (ECG) sensor, charger, charging dock, mobile application and standalone software for visualization ECG.

The core of the system is a small and light ECG sensor, fixed to the skin using standard self-adhesive electrodes. The ECG sensor measures the user's differential ECG between two proximal electrodes on the distance of approx. 8,5 cm. The moderate resolution ECG is suitable for a long-term personal cardiac activity monitoring during every-day or sport activities, and for clinical use. With a single charge of the built-in battery, the ECG sensor can run continuously for up to seven days and at least 14 days in stand-by mode. The measurements from the ECG sensor are transferred through a build-in low power Bluetooth BT4.0 radio to the mobile application on a personal digital assistant (PDA), i.e. smartphone or tablet, which provides storage and graphical presentation of the measurements.

User can be a healthy person, person under screening or a patient. The usage of the medical device is not limited by age, sex, body weight or height and other personal characteristics.

The company is looking for distributors and agents. Distributors and agents are expected to have strong sales channels with medical institutes, hospitals and/or with physiotherapy and rehabilitation clinics, especially in the field of cardiovascular and respiratory diseases. Distributors should be able to work under a distribution agreement to provide sales and delivery, and after-sales service such as warranty work. Agents should be able to sell in specific markets and to develop local sales' network. Beside medical institutions partner having good connections with wellbeing, wellness and fitness wearables is a surplus. In case the potential partner's activities meet the Slovenian company's expectation, an exclusive agreement for specific markets may be considered.

## Main Advantages

The main advantage of the wireless ECG medical device as opposed to comparable products on the market is in a combination of the features which enable measurements of user's hearth activity during all day and recording high resolution ECG which is suitable for private and clinical use. This enables detailed analysis of electrocardiographic waves (P wave indicates atrial depolarisation, Q wave represents septal depolarisation, R wave represents early ventricular depolarisation, S wave represents the late ventricular depolarisation and T wave that represents repolarisation of the ventricles) in a longer period, which is important for identifying arrhythmias and other problems.

The main advantageous features of the wireless ECG device are:

- IP54 standard (waterproof) and extremely light (21 g) design enable all day continuous measurement.
- Simple to use and small ECG cardio electrodes.
- Wireless Low BlueTooth (4.0) connection enable transfer of ECG signal to Smart device.
- Measurement autonomy is up to 7 days.
- Fast re-charge: 2 hours.
- Estimated time of use: 24+ months.
- ECG report can be printed by user or sent in a form suitable for the doctors for further diagnosis.
- Estimated end user price is below 500 EUR which is one tenth of similar and much less functional products on the market.

## Partner Sought

The Slovenian company is looking for European and worldwide distributors and agents that have previous experience in importing medical devices or well-being items.

Distributors should be able to work under a distribution agreement to provide sales and delivery, and after-sales service such as warranty work.

Agents should be able to sell in specific markets and to develop local sales' network. Beside medical institutions partner having good connections with wellbeing, wellness and fitness wearables is a surplus.

The partner should have sales channels with medical institutes, hospitals, rehabilitation clinics, medical institutes, and/or homes for the elderly and health resorts, and/or wellbeing, sports and fitness organizations.

A partner with a broad knowledge in the field of cardiac activity monitoring and existing sales channels would be ideal.

In case the potential partner's activities meet the Slovenian company's expectation, an exclusive agreement for specific markets may be considered.