



## Design History

The original idea came from Teledyne in 1996.

UDT were approached by Teledyne as they had been manufacturing Pulse Oximeter probes for original manufacturers for many years.

Datascope, Criticare, Massimo were some of the largest.

In November 1996 the clip was designed in presence of E. Avila, J. Moore Teledyne & J S Lamb and time table set

Jan 1997 Final design.

April UDT to confirm the final design

April 15th prototypes to be available May 1st release the product

May 14th Product launch

May 30th European Sales seminar product launch in Europe

January 1997 meeting : As UDT had historically manufactured many types of probes and had access to many types of LED's they were using close tolerance LED's which meant they did not need coding resistors in Nellcor and Ohmeda probes.

However they were not aware that both the Ohmeda and Nellcor instruments required resistors to work.

D. Lamb & JS Lamb were present and over night had the effect proved in the UK by S. Hardaker.

April Teledyne withdrew from project

VIAMED could not manufacture and UDT did not want to be nominated manufacturer.

MCI became involved as nominated USA manufacturer

July discussions on product progress.

No problem with UDT quality (ISO9000)

The procedure for a new probe is based on the ability to dis assemble any probe, evaluate the components especially the LED's and using standard parts reverse engineer the product.

**TELEDYNE ANALYTICAL INSTRUMENTS**

A business unit of Teledyne Electronic Technologies

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(818) 961-2538 or (818) 961-1044

CCJSL

DATE: 10/7/96 FAX NO: 44 1535635582 MSG: \_\_\_\_\_  
TO: VIA WED COUNTRY: UK PAGE \_\_\_\_\_ OF \_\_\_\_\_  
ATTN: JOHN UOMR FROM: ED AVILA

SUBJECT:

JOHN

THERE IS A GOOD . . . . I HAD A  
WONDERFUL MEETING THIS MORNING WITH  
UDT ATTACHED PORTIONS OF THEIR CAPABILITY  
THEY ARE THE THIRD BIGGEST MANUFACTURER OF  
PULSE OXIMETER SENSORS NO 1 NELCOR NO 2 OHMEDA  
NO 3 UDT. THE MANUFACTURE FOR CRITICARE  
DATASCOPE ETC. NOT ONLY FINGER SENSORS BUT  
ALSO DISPOSABLES.

THEIR PRICES ARE ALMOST 1/2 PRICE PRICES TO  
REMEDY.

THEIR DISPOSABLES AND OTHER PRODUCTS ARE  
MADE OUTSIDE THE US. THEIR WARRANTY ON THE PRODUCT  
IS 1 YEAR, NOW SOMETHING ~~IS~~ INTERESTING, THEY  
SAID THE PROBLEMS THEY ENCOUNTER IN WARRANTY  
RETURN IS CAUSE BY CABLES BUT IT IS A VERY  
LOW % LESS DONE 10%.

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ATTN: \_\_\_\_\_ FROM: \_\_\_\_\_

SUBJECT: .

THEY DO NOT REPAIR RETURNS BUT AUTO  
MATICALLY REFUSE.

THE ORIGINAL NELCOR PROBES WERE MADE  
BY THEM UNTIL NELCOR DECIDE TO MAKE IT  
THEMSELVES.

ALSO ON "MOSIMMO" THEY ARE THE ONES  
MAKING THE BOARDS & THE PROBES FOR THIS  
NEW PULSE OXIMETER CO.

THINK ABOUT THIS, CALL YOU TOMORROW -

(57)

WE DISCUSS A LOT OF POSSIBILITIES

November 5, 1996

**M.O.U.**

**TELEDYNE-ANALYTICAL/UDT SENSORS, INC.**

- ▶ **Exclusive Manufacturing Agreement (Excludes disposable)**
- ▶ **Term:** 5 Years
- ▶ **Min. Obligation:** \$500K, First Year  
\$1000K Years two through five
- ▶ **UDT function:** Provides Contract Manufacturing  
All NRE Services and Labor at no Cost to Teledyne
- ▶ **Tooling Responsibility:** Teledyne to own and pay for All Required Tooling
- ▶ **Delivery/Inventory:** UDT to maintain 60 day inventory of finished goods  
Teledyne to provide 90 day fixed, 90 day flexible delivery schedule. Teledyne shall be liable for all finished goods inventory and 90 days of WIP
- ▶ **Cost Guarantee:** Unit costs to be reviewed annually.  
UDT guarantee's to beat Teledyne's current supplier's pricing by 20% at all time for devices of a like nature, in like quantities, with like terms
- ▶ **Teledyne's Initial Deposit to UDT:** \$50K up-front deposit to be used toward tooling fees due upon signing M.O.U.