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Summary of conference call

1 message

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To: Bernd Lindner <b.lindner@bluepoint-medical.com>
Cc: Jens Schwarz <j.schwarz@sensatronic.com>

2 May 2018 at 13:06

Hi Bernd / Jens

Further to our discussion, we will schedule the next conference call for next Wednesday at 10:00 CEST.

In the meantime, Jens will update the specification for further discussion with Peter and Axel. Should we invite Peter and Axel to the conference call next week?

From my point of view and from information supplied the existing sensor and casing appears to work, so for the ventilator project there is no real need to develop a new housing, which would take time and incur extra costs. The sensor will be mounted on a PCB inside the ventilator.

In principle if Jens develops an interface board, we then have something to actively demonstrate to OEMs. If we don't react soon we will miss the opportunity.

Bernd, you are correct in principle standard galvanic sensors would last 3 to 4 years, but in practice they only last circa 18 months to 24 months. Yes, we are only monitoring ambient levels, which will extend the life. However, standard galvanic are prone to electrolyte evaporation or leakage, as well effects from increased temperature and possible mechanical failures. Electrolyte leakage in ventilators can cause expensive damage and there are the obvious additional risks.

Most hospital engineers replace standard galvanic sensors on an annual PPM basis, so if we can extend the new sensors to 24 months PPM change, then it is an advantage.

The main advantages/USP of the new sensor are: the calibration frequency and the absence of electrolyte. Also lead free!

We do need to investigate the storage and packaging requirements in terms of moisture and ensuring dust free. What about dust accumulation while it is in use inside the ventilator?

We also need to clarify the warm up time required, calibration interval and sensor effective life.

If we can agree the true 1st draft specification with information supplied by Peter, we can then approach OEMs sooner and therefore confirm the viability of the project.

Steve

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