

JAMIE



BluePoint New Projects 2019

A) Oxygen Sensors

i. EC Sense

- There should be no material difference between Medical, industrial & Diving Sensors
- They both need the same specification.
Until about 20 yrs. ago there was no medical/diving sensors as they all had the same specification. 0-2Bar on the surface. eg. identical to existing sensors. Many OEM's world-wide have grown up and used these specifications
- The only small changes needed are those for the auto industry & Industrial where the membranes need protecting. Diving sensors are subjected to high levels of moisture and may need hydrophobic membranes etc added.
- For the sensors to have a ready market they should ideally be interchangeable with existing sensors.
If a new market with new equipment needs to be found this will take several years to achieve.
- New sensors require new equipment design which includes ,education, a learning curve and new regulatory hurdles.
- For anyone to change now requires a definite reason eg. size, life or a specific requirement.
- The existing market is huge and still growing but it has taken 50 yrs. to mature
- One question still remains. The diving industry requires the sensors to re-act to partial pressure similar to Galvanics.
- There are however products that can be easily and economically developed on the back of existing products both medical and industrial. These products would be more easily marketed as existing markets could be tapped with new "state of the art advantages"
- (ventilator alarms) OEM- need current product changes
Conclusion

What expenditure internal & external is needed in 2019?

ii. Dresden

- Where are we?
Conclusion

What expenditure internal & external is needed in 2019?

B) CO₂ sensors

- Where are we ?

Conclusion

What expenditure internal & external is needed in 2019?

C) Other projects

(2) Compatible SpO₂ Sensors

Removal of these from the market seems the most sensible decision as the documentation required after MDR is likely to be too expensive. Envisen will face the same dilemma.

It also raises another problem. Envisen is Chinese and they will not think twice about supplying direct if they get the chance. Amazon is changing the world and educating customers to accept long delays in delivery for lower prices. This is Ideal foe Envisen. Once we create the market they just pick up repeat orders. Our enclosed information

BluePoint New Projects 2019

directly locates the manufacturer.

Renaming all our products manufactured by BluePoint has the same potential problems. If we have joint projects we have to ensure Viamed cannot by-passed.

(3) Capnography CapnoTrue

My latest knowledge suggests we are still using Massimo technology.

How reliable is the module source included in this product. Can Massimo switch it off at any time.

The New technology has been worked on for over 5 years is there any concrete progress. Unless we convert this to 100% BluePoint technology I cannot foresee a long term future for this product.

An additional budget is required.

At present only the service manual is quoted.

What other expenditure is predicted.

Clinical

Cert Tests

Manuals

How many do we need to sell to break even

Marketing costs

Warranty

Certification and Surveillance costs

Stocking costs

Clinical "25K x3 = E75KE

Cert Tests E35K-E40K

Manuals E6k

Total E121,000

We need to sell at least approximately 500 to break even

This excludes :_

Marketing costs

Warranty

Certification and Surveillance costs

Stocking costs

D) (3.2) OxyTrue VM3160

Substantial time and finance have gone into the SMARTSat. Would it not make more sense to concentrate on the OEM market. And leave completed equipment to others.

There are companies who have international markets and the finance to take on such a project. They could be ready to use this technology for their own products. On what basis is the price E1000-1100 based. The additional budget required

Clinical "25K x3 = E75KE

Cert Tests E35K-E40K

Manuals E6k

Total E121,000

We need to sell at least approximately 500 to break even

This excludes :_

Marketing costs

Warranty

BluePoint New Projects 2019

Certification and Surveillance costs

Stocking costs

Marketing costs

Warranty

Certification and Surveillance costs

Stocking costs

(3.3) New high-end finger oximeter SCM

Estimated Budget:-

Tools E25K

Manuals E2K

Clinical review E5K

CeCert E35K

Biocom Test E12K

Marketing costs?

Warranty?

Certification and Surveillance costs?

Stocking costs?

Total E78K

What is the estimated selling price

What are expected sales

Where?

Chinese versions are rapidly replacing the old standard Nonin. I have seen this in my local Health Authority.

(3.4) old housing replacement

Seems a logical choice

(3.5) (3.6) Fingeroximeters

Is there a market for any type of finger oximeter.

How many

Where

Selling price

Profitability

(3.7) Oxytrue

We need to have the total cost of this project

Cost to date

Budget for future costs

E75K

Marketing costs?

Warranty?

Certification and Surveillance costs?

Stocking costs?

On what basis is the pricing based.

OEM sales looks a better project.

BluePoint New Projects 2019

(3.8) All products need re-vamp of documentation to MDR

Air transport standards

Homecare

FDA

SFDA

Asian FDA equivalents

S.American FDA equivalents

Military standards

Usability tests

Comprehensive Clinical trials & evaluations

(3.9) Babylog replacement

Budget requirements