



VitalPatch

Changing EMS for the better one patch at a time

Cal MacClary

The Problem, taking vital signs

Taking vital signs on an ambulance the old fashion way



Time consuming, repetitive, and room for human error

Takes time away from treating the patient, adds a layer of unnecessary stress, lowers standards of patient care, can lead to wrong treatment if errors occur

Problems this causes



The lives of EMTs and Paramedics would be unbelievably easier

If a change was made



The Solution, The VitalPatch

- The VitalPatch noninvasive, adhesive patch attached to patients upper arm that takes vital signs
- Once attached the patient's live vital signs will be displayed on the EMTs computer
- Now the EMT can focus on treating the patient instead of worrying about their vitals
- The EMT can assess the patient's vitals with a quick glance at their computer
- Once the call is over hardware is removed from the patch, patch is discarded



Name: Cal MacClary

Blood Oxygen (SPO2): 94%

Average: 94%

Starting point: 93%

Respiratory rate: 13.7

Average: 14.3

Starting point: 14.9

Skin Temperature: 98.4

Average: 98.6

Starting point: 98.7

Pulse: 81

Average: 75

Starting point: 70





The Market

Who am I looking to sell to?

My target market are emergency medical services in the Boston or Middletown area

The total market:

- All EMS 29,000 agencies US
- 73,500 ambulances
- Over 1 million EMTs and Paramedics
- More than 16 million patients are transported

Go-to-market strategy:

- Manufacturer the products
- Pilot them with the Middletown fire department
- Gather data on how well it works
- Market to other companies
- Implement product into more of EMS
- Partner with EMS Distributors
- Roll out into even more agencies all around the US

Advice along the way

I interviewed many experts in different fields to get advice on the VitalPatch

Key takeaways:

- Device needs to be bluetooth
- Make computer software extremely user friendly
- Make sure I have a interested from buyers before I start to produce
- Get more experience as an EMT myself so I can relate to the people that will be perching my product even better

MVP

- Made out of plastic, tape and cardboard
- I learned when making this myself single use patches are needed while the hardware will be reusable

Goals

Get more
EMT
experience
over winter
break

Get the
VitalPatch
manufactured by
the end of the
school year

Start the pilot with the
Middletown fire
department at the
start of next school
year

Run pilot for six
months and start to
advertise more after
it is done

Implement the
vital patch in more
of EMS in my
area

Partner with EMS
Distributors

Roll out into
even more
agencies all
around the US

My Ask

I am hoping to receive an investment so I can use the the money to create the first models of the VitalPatch so I am able to start my pilot in the spring.

I am also looking for either a company or someone who would be able to help me build the hardware and software for the VitalPatch.

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