Imagine the possibilities.

Point-of-care for every health care professional in the world. Point of care for everyone.

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Disclosures

• Chief Medical Officer, Mobisante
• Mentor, Highway 1
Evidence Abounds in Favor of POC Ultrasound

- **Lower hospital costs**
  - Reduce need to move patients
  - Reduce complications due to line infections

- **Improves throughput**
  - Faster triage
  - Less waiting/transporting
  - Reduction in length of stay

- **Improves patient care**
  - Early screening and detection
  - Guided procedures are more accurate and cause less pain
  - Provides confidence in decisions
  - Safer than radiation based imaging

- **Broadly reimbursed**
- Becoming standard of care
Lower Hospital Costs

– Reduce need to move patients
– Reduce complications due to line infections

ESTIMATED HOSPITAL COSTS OF HOSPITAL-ACQUIRED INFECTION IN THE UNITED STATES

$2,000,000

ESTIMATED INFECTIONS PER YEAR

X

$15,275

(AVERAGE ADDITIONAL HOSPITAL COSTS WHEN A PATIENT CONTRACTS AN INFECTION)

= $30.5 BILLION

www.hospitalinfections.org
Improves Throughput

- Faster triage
- Less waiting/transporting
- Reduction in length of stay
Improves Patient Care
More Accurate and Less Pain
Improves Patient Care
Medical Screening
Improves Patient Care

– Provides confidence in decisions
– Safer than radiation based imaging
... But Barriers Remain

Cost, complexity, and lack of workflow integration and training

**Traditional**
- $70 - $300k cost
- 10% annual service
- Big
- Complex
- Proprietary Networking
- Specialized users
- Centrally managed

**Compact**
- $25 - $65k cost
- Service & warranties
- Smaller, limited mobility
- Somewhat simpler
- Proprietary Networking
- EMED & Anesthesiology
- Department managed

**MobiUS**
- Sub $10k cost
- Compact & mobile
- Easy to use
- Standards based
- Specialists/non-specialists
- 70% of functionality at 30% of the cost

Mobisante Addresses them
Mobisante Solution

• Use commodity electronics Smartphone and Tablet
  – Low cost
  – Easy to use, everyone trained on the interaction paradigm
  – Wide range of probes

• Leverage network connectivity to provide image storage, access to network of diagnosticians
  – Cloud based image management
  – Over-read services
  – Data analytics

• Integrate Education and Training
  – High quality on-line content
  – In-person training
Value Proposition

• Suited for quick look, triage, guided procedures
• Devices can be maintained easily with local resources
Better Care
Community and Rural Hospitals

- Devices are affordable enough for smaller, low volume, or resource constrained facilities
- Patients don’t have to be send elsewhere for imaging
- Better patient engagement
- No need for a reliable electric grid or expensive infrastructure
Low Cost Screening and Detection

- Thyroid and Breast Cancers
- Cellulitis vs. Abscess
- Kidney stones,
- Polycystic Kidney Disease
- Aneurysms,
- Heart Disease
- Complicated Pregnancies
Guided Procedures/Biopsies

– Ultrasound guided injections and aspirations are more accurate, result in lower pain
– Joint Aspirations/Injections
– Abscess Identification/Drainage (MRSA)
Reduced Need for Local Specialists

– Mid level professionals can acquire images, do basic diagnosis
– Images can be sent over network for over-read services elsewhere
Examples from the Field
Wilderness/Austere Medicine
Medical Devices For Everyone: Taking Control of your Healthcare
### Jason Gonzalez
Male, 82 years old

- **Email Address**: jason@gmail.com
- **Height**: 5' 6"
- **Weight**: 150 lbs
- **Smoker**: Yes
- **Activity Level**: Low
- **Medical Conditions**: High blood pressure, Diabetes, high cholesterol, 70% HDL, 28
- **Known Medications**: None

#### All ECG Recordings

<table>
<thead>
<tr>
<th>Flag</th>
<th>Date &amp; Time</th>
<th>Finding</th>
<th>Severity*</th>
<th>Heart Rate</th>
<th>Symptoms</th>
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</thead>
<tbody>
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<td>+</td>
<td>July 24, 2013 11:40PM</td>
<td>Sustained Ventricular Tachycardia</td>
<td>Green</td>
<td>80</td>
<td>Dizziness</td>
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<tr>
<td>+</td>
<td>July 24, 2013 07:06PM</td>
<td>Non-Sustained Atrial Flutter</td>
<td>Green</td>
<td>60</td>
<td>Shortness of breath</td>
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<tr>
<td>+</td>
<td>July 24, 2013 02:40PM</td>
<td>Premature P.V.</td>
<td>Orange</td>
<td>87</td>
<td>Chest pain</td>
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<tr>
<td>+</td>
<td>July 24, 2013 09:05AM</td>
<td>Bradyarrhythmia, Sustained Rhythm</td>
<td>Yellow</td>
<td>100</td>
<td>None</td>
</tr>
</tbody>
</table>

Note: Information is provided by the patient from the mobile app.
Cost of Alivecor

- $199.00  Cost of Device
- $ 25.00  Interpretation

Cost of Event Monitoring

- 1 Month of Device
- Physician Interpretation
- $300.00-450.00
Cough, Fever, Sore Throat
Cough, Fever, Sore Throat