# Dossier: EmergenceMed, LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $68,762.00

**Award Date:** 2024-05-15

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

EmergenceMed, LLC, also operating as SAM Medical Products, is a Portland, Oregon-based company that specializes in developing and manufacturing innovative medical devices focused on pre-hospital, emergency, and critical care. Their primary mission centers on providing solutions for hemorrhage control, fracture management, and respiratory support in challenging environments, particularly for military, law enforcement, and emergency medical service personnel. They aim to reduce preventable deaths by delivering user-friendly, rapidly deployable, and effective medical interventions. EmergenceMed's unique value proposition lies in their focus on developing ruggedized, field-tested solutions that address critical needs in austere and high-stress situations where traditional medical resources are limited or unavailable. They differentiate themselves through a strong emphasis on innovation driven by close collaboration with end-users (e.g., military medics), resulting in products designed for intuitive use and effectiveness under pressure.

**Technology Focus:**

* SAM XT Extremity Tourniquet:\*\* A self-adjusting tourniquet featuring the TRUFORCE buckle technology that automatically tightens to the optimal circumferential pressure, taking the guesswork out of tourniquet application and significantly reducing blood loss. The SAM XT design allows for rapid application and has been proven effective in independent studies.
* SAM Chest Seal:\*\* A vented chest seal designed for the management of open pneumothorax and tension pneumothorax. Features include a robust hydrogel adhesive to ensure a secure seal in the presence of blood and bodily fluids, and a one-way valve to allow air to escape the chest cavity while preventing ingress.

**Recent Developments & Traction:**

* Acquisition by Aspen Surgical:\*\* In July 2023, Aspen Surgical Products, Inc. acquired SAM Medical Products (EmergenceMed, LLC), strengthening Aspen's portfolio of surgical disposables. No details on the value of the acquisition were publicly announced.
* SAM Junctional Tourniquet (SJT) FDA Clearance:\*\* The SAM Junctional Tourniquet (SJT) received FDA 510(k) clearance and was subsequently launched. This device is designed for managing severe junctional hemorrhage in areas where standard extremity tourniquets cannot be effectively applied, such as the groin or axilla.
* Ongoing Product Improvements and Expansions:\*\* Continued refinements to existing product lines (e.g., SAM XT, SAM Chest Seal) with enhancements to materials, usability, and packaging based on field feedback and ongoing research.

**Leadership & Team:**

* Ronald "Ron" Williamson (CEO of Aspen Surgical):\*\* Leads the overall company following the acquisition.
* Prior to acquisition: Dr. Sam Scheinberg, founder of SAM Medical Products
* The team includes experienced medical device engineers, product development specialists, and personnel with backgrounds in military medicine and emergency medical services.

**Competitive Landscape:**

* North American Rescue (NAR):\*\* A major competitor in the tactical medical products market, offering a broad range of hemorrhage control, airway management, and trauma care solutions. EmergenceMed differentiates itself through its focus on specific, patented technologies like the TRUFORCE buckle in the SAM XT and their advanced chest seal design.
* Combat Medical Systems:\*\* Another competitor providing tactical medical supplies, with a focus on advanced hemostatic dressings and hemorrhage control devices. EmergenceMed's junctional tourniquet provides a significant advantage over competitors who do not offer a similarly designed device for junctional hemorrhage control.

**Sources:**

* [https://www.sammedical.com/](https://www.sammedical.com/)
* [https://www.aspensurgical.com/news/news-details/2023/Aspen-Surgical-Acquires-SAM-Medical-Products/default.aspx](https://www.aspensurgical.com/news/news-details/2023/Aspen-Surgical-Acquires-SAM-Medical-Products/default.aspx)
* [https://www.prnewswire.com/news-releases/sam-medical-secures-fda-510k-clearance-for-the-sam-junctional-tourniquet-sjt-300535567.html](https://www.prnewswire.com/news-releases/sam-medical-secures-fda-510k-clearance-for-the-sam-junctional-tourniquet-sjt-300535567.html)