# Dossier: Flosonics Medical LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,241.00

**Award Date:** 2024-07-08

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Flosonics Medical LLC is a medical technology company focused on developing and commercializing non-invasive hemodynamic monitoring solutions. Their primary business revolves around providing clinicians with real-time, actionable insights into a patient's circulatory status, allowing for more informed and proactive clinical decision-making. Their core mission is to improve patient outcomes by providing easy-to-use, accurate, and continuous hemodynamic monitoring, particularly in critical care, perioperative, and emergency settings. Flosonics aims to solve the problems associated with traditional invasive or intermittent monitoring methods, which can be cumbersome, risky, and provide a limited view of a patient's dynamic circulatory status. Their unique value proposition is the non-invasive, continuous, and user-friendly nature of their Doppler ultrasound-based FloPatch sensor, which provides data previously obtainable only through more complex and invasive procedures.

**Technology Focus:**

* FloPatch: A wireless, wearable sensor that utilizes continuous wave Doppler ultrasound to non-invasively monitor central blood flow parameters such as cardiac output, stroke volume, and fluid responsiveness. It leverages advanced signal processing algorithms to minimize noise and artifacts, enhancing data accuracy.
* FloConnect: A software platform that receives data from the FloPatch and displays it in an intuitive and actionable format for clinicians. It facilitates trend analysis, customizable alerts, and seamless integration with existing electronic health record (EHR) systems.

**Recent Developments & Traction:**

* FDA Clearance (2021):\*\* Flosonics Medical received 510(k) clearance from the U.S. Food and Drug Administration (FDA) for their FloPatch system, enabling its commercialization in the United States.
* Commercial Expansion (2022-Present):\*\* Flosonics has been actively expanding its commercial footprint across the US, targeting key hospital systems and clinical settings where hemodynamic monitoring is crucial. Reports suggest growing adoption in critical care units and emergency departments.
* Research Publications:\*\* Peer-reviewed studies have been published demonstrating the clinical utility and accuracy of the FloPatch system in various patient populations. These publications support the adoption and use of the technology.

**Leadership & Team:**

* Jon Monkman (CEO):\*\* Extensive experience in the medical device industry, including previous leadership roles at companies focused on innovative monitoring technologies.
* The company's scientific advisory board includes recognized experts in cardiovascular physiology and critical care medicine, lending credibility to their technology and clinical applications.

**Competitive Landscape:**

* Edwards Lifesciences:\*\* A major player in hemodynamic monitoring, offering both invasive and non-invasive solutions. Flosonics differentiates itself through its truly non-invasive, continuous, and ease-of-use characteristics compared to some of Edwards' more invasive offerings.
* Masimo:\*\* Known for its non-invasive monitoring technologies, including pulse oximetry and advanced hemodynamic parameters. Flosonics' focus on continuous central blood flow parameters, derived from Doppler ultrasound, provides a unique and complementary offering compared to Masimo's primarily peripheral-based sensors.

**Sources:**

* [https://www.flosonicsmedical.com/](https://www.flosonicsmedical.com/)
* [https://www.mddionline.com/regulatory/flosonics-medical-wins-fda-clearance-non-invasive-hemodynamic-monitor](https://www.mddionline.com/regulatory/flosonics-medical-wins-fda-clearance-non-invasive-hemodynamic-monitor)
* [https://www.linkedin.com/company/flosonics-medical-inc/](https://www.linkedin.com/company/flosonics-medical-inc/)