N²: Never Never Fall Detection System

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Hospital Falls

- Facts
  - 84% of all adverse events are falls
  - Most falls happen at night: toileting
  - Complications include fractures, head injuries, death
  - > $31,000 per fall

- IOM Patient Safety Focus

The N² System – Preventing the Fall

- Existing Technology to Monitor
  - Motion
  - Sleep State
- Feedback
  - Escalating Prompt
    - Awakening state
    - Stirring in bed
    - Movement out of bed
- Prevention of Fall
  - Healthcare worker intervention

Market

- Primary: Hospital
  - Save money
  - $150 for unit vs $31000 per falling incident
  - No payment "never-never" event
  - Higher payment from insurers
- Secondary Markets:
  - Nursing facilities
  - Personal homes

$$$ = Fall Prevention

- Comparable devices
  - BedAlarm – $200 per unit
  - LG1 System – $15 a day per bed

- N^2 Fall Prevention
  - $150 per unit
  - $3 per day disposables

Development

- Design and prototype the device
  - HRSA Funding
- Pursue patent
- Begin FDA medical device approval process
- Partner with hospital system
- Preliminary pilot study/clinical trials