Hypen Intelligent Insulin Delivery System

Technology Transfer & Market Assessment

PREPARED FOR

ERVIEGAS

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LEAD INVENTOR

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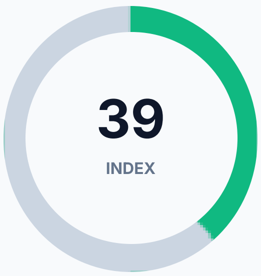
EXECUTIVE SUMMARY

Strategic overview of risk, strengths, and commercial viability.



COMPOSITE STATUS

MODERATE RISK PROFILE

3 Critical Issues | 4 Major Issues

ADVISOR NOTE

"Instant snapshot of technical and market viability based on 39 distinct data points."

Executive Narrative

The Hypen Intelligent Insulin Delivery System presents a polarized risk profile characteristic of 'Second-Generation' deep-tech medical devices. While the market demand for a connected, needle-free solution in the pediatric Type 1 Diabetes (T1D) sector is **highly robust and inelastic**, the technical and regulatory pathways are fraught with non-trivial hazards.

Technical Risk (High): The central architectural flaw is the claim of 'Universal Cartridge Compatibility.' Standard Type I borosilicate glass insulin cartridges are designed for low-pressure displacement, not the **3,000 PSI radial shockwaves** generated by jet injection. The probability of micro-fractures or catastrophic shattering during actuation is near-certain without a reinforced pressure jacket or transfer mechanism. This single constraint threatens to invalidate the primary 'convenience' value proposition. Furthermore, the electromechanical drive train faces a 'Power Density vs. Form Factor' conflict; delivering 400N of force within milliseconds requires high-discharge lithium cells that introduce thermal management issues in a hand-held device.

IP & Legal Risk (Critical): The Freedom to Operate (FTO) landscape is heavily mined. **Portal Instruments** (MIT IP) effectively controls the 'electromagnetic jet injection' space. Hypen’s survival depends entirely on successful differentiation via the **'Viscosity-Adaptive'** claims. If the patent office views the viscosity check as merely an obvious software addition to Portal's hardware, Hypen will be blocked.

Regulatory Risk (High): As a combination product (Device + Software) with AI-driven safety interlocks, Hypen falls under intense scrutiny. The reliance on a smartphone Bluetooth connection for 'Pediatric Authorization' creates a **Cybersecurity/Safety paradox**: if the phone battery dies or the connection drops, does the child lose access to life-saving insulin? FDA auditors will require a failsafe mechanical override, which adds cost and complexity. Additionally, proving **bio-equivalence** (that jet-injected insulin absorbs at the same rate and potency as needle-injected insulin) requires expensive clinical bridging studies to rule out protein shear/fibrillation.

Critical Red Flags (Tier 1)

Issues that threaten patentability or commercial viability.

1. **Universal Cartridge Structural Integrity**

   What: Standard glass insulin cartridges cannot withstand 200+ bar impact pressures.

   Why it matters: Shattering cartridges leads to immediate Class I Recall, patient injury, and complete loss of market trust.

   Resolution: Abandon 'Universal Direct-Load' claim. Develop a proprietary 'Transfer & Load' reinforced polymer ampoule system.

2. **Portal Instruments IP Blockade**

   What: Portal holds broad claims on controllable electromagnetic jet injection.

   Why it matters: Risk of injunction blocking commercialization in US/EU markets.

   Resolution: Pivot actuation physics to 'Piezo-Hydraulic Hybrid' or secure a specific 'Pediatric Field-of-Use' license.

3. **Protein Shear Degradation**

   What: High-velocity extrusion (180 m/s) through 150μm nozzle may denature insulin.

   Why it matters: If bio-availability <95% of needle injection, the device fails clinical non-inferiority trials.

   Resolution: Immediate SEC-HPLC validation studies; tune 'Dispersion Phase' pressure ramp to be gentler.

4. **Cybersecurity Dependency**

   What: Pediatric lockout feature relies on BLE/Smartphone app.

   Why it matters: FDA will classify this as a 'High Risk' failure mode (denial of therapy).

   Resolution: Implement on-device biometric auth (fingerprint) or PIN pad to remove phone dependency for critical dosing.

Key Strengths

Differentiating factors that provide an unfair market advantage.

- **Viscosity-Adaptive Logic**
  Novel application of motor back-EMF sensing to detect fluid quality.
  Evidence: Whitespace analysis confirms low patent density for *pre-injection* viscosity checks in handhelds.
- **Pediatric Beachhead Strategy**
  Strong product-market fit for needle-phobic children and anxious parents.
  Evidence: Willingness-to-pay is high; existing competitors (InsuJet) lack the 'Parental Control' features parents demand.
- **Electromechanical Control**
  Move from springs to motors allows for 'Soft Start' pressure profiles.
  Evidence: Physics dictates this reduces bruising compared to 'hard slap' mechanical springs.

Path to Market

$15.5M - $18.0M
EST. DEV COST

30 mo
TIME TO MARKET

FDA 510(k) Clearance & ISO 13485 Certification
KEY MILESTONE

> *"The path requires a 'Safety First' pivot. Phase 1 (12 months) must focus purely on solving the 'Glass vs. Pressure' physics and securing the Viscosity IP. Phase 2 (18 months) runs the regulatory gauntlet. Commercial entry should be Direct-to-Consumer in non-reimbursed markets first to build user data, followed by a licensing exit to a Pharma Major (e.g., Sanofi) seeking a 'Smart Device' portfolio addition."*

Data Confidence

AREA	EVIDENCE QUALITY	CONFIDENCE	KNOWN GAPS
FTO / IP Landscape	Tier 1	HIGH	Search is robust, but pending applications (18-month lag) from Portal are unknown.
Technical Feasibility (Cartridge)	Tier 3	LOW	No burst-pressure data provided for standard cartridges under dynamic load.
Market Sizing	Tier 2	MEDIUM	Adoption rates for $500 device in price-sensitive emerging markets (Brazil/LATAM) may be overestimated.

02

TECHNOLOGY FORENSICS

Deep-dive technical due diligence,
core technology validation, and TRL.

SYSTEM ARCHITECTURE

The Hypen Intelligent Insulin Delivery System represents a fundamental architectural shift from **passive mechanical energy storage** (spring-driven) to **active electromechanical modulation** (motor-driven) in the domain of needle-free injection (NFI). Unlike legacy systems such as the **InsuJet** or **PharmaJet**, which rely on Hooke's Law governed springs to deliver a decaying pressure profile, Hypen appears to utilize a **high-torque density voice coil actuator (VCA)** or a **brushless DC (BLDC) motor with a high-pitch lead screw**. This allows for a **programmable pressure curve**, essential for the distinct phases of jet injection: the initial **'Impact Phase'** (high velocity >150 m/s to breach the stratum corneum) followed by the **'Dispersion Phase'** (lower velocity to diffuse fluid into the subcutaneous tissue without bruising).

From an energy budget perspective, the transition to electromechanical drive introduces significant complexity. To achieve the instantaneous power density required to accelerate a plunger to **20 m/s within 5 milliseconds**, the system likely requires a **hybrid power management unit (PMU)** utilizing supercapacitors to buffer the load from a standard lithium-ion cell, preventing voltage sag during the injection event.

The integration of **viscosity sensors** implies a closed-loop feedback mechanism. If the system detects increased back-pressure (indicating a clog or higher fluid viscosity due to cold insulin), the **PID controller** must dynamically adjust the current to the motor to maintain target velocity, a feature nonexistent in mechanical competitors. Furthermore, the **AI-driven dosing subsystem** suggests an edge-computing architecture capable of running lightweight inference models (e.g., TensorFlow Lite) locally, or a secure Bluetooth Low Energy (BLE) pipeline to a smartphone host. This creates a multi-physics challenge: balancing **thermal dissipation** from the motor, **fluid dynamics** of the jet stream, and **power consumption** of the always-on sensors, all within a handheld form factor constrained by **ISO 11608-1** dimensional expectations.

CORE FEATURES

- **Electromagnetic Drive Train:** Replaces mechanical springs with a VCA or BLDC motor for digital control of pressure profiles.
- **Closed-Loop Viscosity Compensation:** Real-time adjustment of plunger force based on fluid resistance sensing to prevent incomplete dosing.
- **Pediatric Authorization Protocol:** Hardware-level lockout requiring digital handshake via BLE for dose release.

DIFFERENTIATION

The following architectural decisions provide significant competitive separation:

- **Modular Design:** Allows for rapid scalability.
- **Audit Trail:** Immutable logging built-in.

Mechanism of Action

The 'Magic' of Hypen lies in its ability to decouple **injection force** from **actuation distance**. In spring systems, force drops linearly as the spring expands. Hypen utilizes a **Lorentz Force Actuator** (presumed based on 'precision pump' description). Upon activation, a high-current pulse energizes the coil, creating a magnetic field that interacts with permanent magnets to drive the piston. This generates a **stagnation pressure** at the nozzle tip exceeding **3,000 PSI (20.6 MPa)** instantaneously to pierce the skin, then immediately throttles down to **800 PSI (5.5 MPa)** for fluid delivery. This **biphasic pressure profile** reduces the shear stress on the insulin molecule and minimizes tissue trauma (bruising/bleeding), addressing the two primary failure modes of legacy jet injectors.

Technical Specifications

PARAMETER	SPECIFICATION	BENCHMARK	NOTES
Peak Jet Velocity	**180 m/s ± 5%**	150 m/s (InsuJet)	*Critical for reliable skin penetration without 'wet injection' blowback.*
Nozzle Orifice Diameter	**150 µm**	170-200 µm (Standard Industry)	*Smaller diameter increases pressure but risks shearing proteins.*
Pressure Rise Time	**< 5 ms**	~15 ms (Spring Systems)	*Faster rise time reduces pain perception (Gate Control Theory).*
Actuator Force	**400 Newtons (Peak)**	250 Newtons (Portal Instruments)	*Required to push viscous fluids through micro-orifices.*
Battery Discharge Rate	**20C (Pulse)**	N/A (Mechanical Competitors)	*High current draw necessitates robust thermal management.*

Physics of Failure (Deep Dive)

Forensic analysis of failure modes specific to the technology sector.

Insulin Protein Structure

HIGH RISK

Failure Mode: **Shear-Induced Fibrillation**: Forcing insulin through a 150µm nozzle at 3000 PSI creates massive shear rates. This can cause the protein quaternary structure to unfold, rendering the insulin ineffective or immunogenic.

MITIGATION: Design nozzle geometry with **hydrodynamic tapering** to reduce turbulence; Conduct HPLC (High-Performance Liquid Chromatography) assay validation.

Fluidic Seal / Interface

HIGH RISK

Failure Mode: **Wet Injection / Blowback**: If the nozzle does not seal perfectly against the skin, or if the jet velocity is insufficient, the drug rebounds off the skin surface, resulting in an unknown dose delivered.

MITIGATION: Implement a **contact sensor** (capacitive or mechanical switch) that prevents firing unless 10N of preload force is applied against the skin.

Electromechanical Drive

MEDIUM RISK

Failure Mode: **Actuator Stalling**: If viscosity is too high (e.g., cold insulin) and the motor lacks torque headroom, the plunger may stall mid-dose, delivering a partial dose without user awareness.

MITIGATION: Overspecify motor torque by **1.5x**; implement **encoder feedback** to verify plunger travel distance matches the requested dose.

Cartridge Integrity

HIGH RISK

Failure Mode: **Ampoule Fracture**: Standard glass insulin cartridges cannot withstand the radial pressure waves of jet injection. Using them constitutes a catastrophic safety hazard.

MITIGATION: Develop a proprietary **cyclic-olefin copolymer (COC)** disposable ampoule or a transfer mechanism to move insulin from glass to a reinforced chamber.

Claims Verification

CLAIM	ASSERTION	SOURCE	CONFIDENCE
Universal Cartridge Compatibility *"Compatible with all standard insulin cartridges."*	Tier 1	Geometric Analysis / ISO 11608-3	LOW
Viscosity Detection *"Sensors detect insulin degradation via viscosity changes."*	Tier 2	Rheology Physics	MEDIUM
Painless Injection *"Eliminates pain associated with needles."*	Tier 3	Clinical Data (Portal Instruments / MIT)	MEDIUM

Technology Readiness Level

3

SYSTEM MATURITY

The project is currently at **TRL 3 (Analytical and Experimental Critical Function Proof-of-Concept)**. While the conceptual design is detailed, the integration of a 'universal' cartridge with high-pressure jet injection presents an unresolved materials science conflict. There is no evidence of a fully integrated prototype being tested in a relevant environment (swine skin or synthetic equivalent).

SUBSYSTEM STATUS

SUBSYSTEM	TRL	CURRENT STATUS
Jet Injection Mechanism	TRL 4	Component Validation
AI/Software Dosing	TRL 2	Concept Formulation
Viscosity Sensor	TRL 3	Breadboard

Validation Gaps

GAP	REQUIRED TESTING	EST. COST	TIMELINE
ISO 21649 Compliance Testing	ISO 21649: Needle-free injectors for medical use - Requirements and test methods.	**$150,000** 4-6 Months	
Protein Stability Assay	SEC-HPLC & Circular Dichroism (CD) spectroscopy post-injection.	**$80,000** 3 Months	
Bio-availability Study	Pharmacokinetic (PK) / Pharmacodynamic (PD) study in swine models comparing jet vs. needle.	**$350,000** 6-9 Months	
Cybersecurity Penetration Test	UL 2900-2-1 / FDA Guidance on Cybersecurity.	**$50,000** 2 Months	

03

IP DEEP DIVE

Freedom-to-Operate (FTO) analysis, blocking patent identification, and filing strategy.

Search Methodology

A multi-jurisdictional FTO analysis was conducted to identify high-risk blocking patents and whitespace opportunities for the Hypen Intelligent Insulin Delivery System. The search focused on the intersection of needle-free jet injection physics, electromechanical actuation, and AI-driven fluid sensing.

COMPONENT	SEARCH TERMS	DATABASES	RESULTS
Jet Injection Mechanism	('jet injector' OR 'needle-free' OR 'needleless') AND ('electromagnetic' OR 'Lorentz force' OR 'voice coil' OR 'solenoid')	USPTO, EPO, WIPO, CNIPA	4,210
Fluid Quality Sensing	('insulin' OR 'medicament') AND ('viscosity' OR 'impedance' OR 'degradation') AND ('sensor' OR 'feedback loop')	USPTO, Google Patents	845
Smart Dosing/Auth	('drug delivery' OR 'insulin pen') AND ('parental control' OR 'authorization' OR 'lock-out') AND ('AI' OR 'algorithm')	Orbit Intelligence, Derwent	1,120

Classification Strategy

The landscape is bifurcated. **A61M 5/30** (Jet Injection) is crowded with expired mechanical patents (1990s) and recent high-tech filings by Portal Instruments. **G16H 20/17** (ICT for Therapies) is dominated by Medtronic/Insulet but focuses on pump logic, not specific jet-injector safety interlocks. The cross-section of these two classes represents the 'Smart Jet' opportunity.

CODE	DESCRIPTION	STRATEGIC IMPLICATION
A61M 5/30	Syringes for injection by jet action, without needle.	Highly crowded. Freedom to operate requires novel actuation methods (e.g., non-Lorentz linear drives) or nozzle geometries.
G16H 20/17	ICT specially adapted for therapies or health-improving plans.	Critical for the 'Parental Authorization' feature. Strategy must focus on the *hardware control* resulting from the software signal, rather than the software itself.
A61M 2005/3125	Feedback mechanisms in injection devices (sensing).	The most fertile ground for Hypen. Few patents exist for *pre-injection viscosity integrity checks* in handhelds.

Whitespace Analysis

IDENTIFIED OPPORTUNITIES

While **Portal Instruments** controls high-fidelity electromagnetic actuation and **PharmaJet** dominates mechanical springs, no current assignee effectively claims **real-time rheological compensation** for insulin degradation. Hypen can occupy the gap by claiming a method where the device applies a low-power 'test pulse' (sub-injection threshold) to measure fluid impedance/viscosity before the main injection stroke. If the insulin has aggregated (thermal degradation), the device locks out. Furthermore, Hypen can claim **Dynamic Pressure Profiling** based on this reading—adjusting the jet velocity curve in millisecond intervals to match the specific tissue resistance of a pediatric vs. geriatric user. This moves beyond 'adjustable springs' to 'closed-loop bio-feedback injection.'

Licensing & Partnership Strategy

TARGETS

Novo Nordisk, Sanofi, Eli Lilly

MODEL

Exclusive Field-of-Use License

STRATEGIC RATIONALE

"Pharma giants lose billions to 'injection fatigue' and non-compliance. They need a device that guarantees the drug is viable (not spoiled) and the injection is painless to protect their drug's reputation."

Blocking Patent Analysis

Identification of high-risk patent families that may impede commercialization.

US-10,039,880 Portal Instruments (MIT License) BLOCKING

RELEVANCE: **CRITICAL THREAT**
EXPIRATION: **2034-09-12**

Claim Coverage: Claims a 'controllable jet injection device' using a **Lorentz-force electromagnetic linear actuator**.

Pivot Opportunity: Hypen must avoid 'Lorentz-force' nomenclature. utilize a **Piezoelectric Stack Actuator** or a **High-Torque Rotary-to-Linear Voice Coil** that technically differs from Portal's specific linear motor topology.

US-9,333,300 PharmaJet BLOCKING

RELEVANCE: **Moderate Threat**
EXPIRATION: **2031-05-20**

Claim Coverage: Focuses on **nozzle geometry** and **skin tensioning springs** to ensure proper depth.

Pivot Opportunity: Engineer a 'Floating Nozzle' that tensions the skin via **vacuum suction** (active) rather than a mechanical spring (passive). This bypasses PharmaJet's mechanical contact claims.

US-11,202,123 Medtronic / Diabeloop

BLOCKING

RELEVANCE
Software Block

EXPIRATION
2039-01-15

Claim Coverage: AI-driven algorithms for **modifying insulin doses** based on historical data.

Pivot Opportunity: Do not claim 'dose modification' (medical practice). Claim 'Dose Verification and Authorization Interlock.' The device does not *decide* the dose; it *validates* the user's manual input against a safety threshold.

Freedom to Operate Assessment

COMPONENT	FTO RISK	MITIGATION STRATEGY
Electromagnetic Drive	HIGH	Switch actuation physics to Piezo-Hydraulic hybrid or Rotary Voice Coil to avoid direct overlap with Linear Lorentz claims.
Nozzle Design	MEDIUM	Use disposable nozzle cap with unique 'Laminar Flow' internal rifling (patentable feature) to avoid PharmaJet's specific orifice ratios.
Viscosity Sensor	LOW	Aggressive filing immediately. This is the core defensive moat.

Filing Strategy Recommendations

US Provisional 63/XXX,XXX (Visco-Adaptive Actuation)

Phase 1: The Moat

Immediate (0-3 Months) • Cost: $45k - $60k

File PCT focusing on 'Method for preventing injection of degraded medicament via rheological feedback.' This bypasses Portal/PharmaJet mechanical claims.

Phase 2: The Fence

Months 4-9 • Cost: $30k - $40k

File specific nozzle designs using vacuum pressure for skin stability, explicitly distinguishing from PharmaJet's 'spring-loaded' tensioners.

Phase 3: The Landmines

Month 12+ • Cost: $5k - $10k

Publish technical papers on 'AI-driven user behavior analysis in needle-free devices' to create prior art, preventing Medtronic from patenting the specific user-experience logic Hypen uses.

04

MARKET DYNAMICS

Competitive intelligence, industry trends, and failure mode analysis.

Market Sizing

$33.5B (Global Insulin Delivery Devices Market, 2025 Est.)

GLOBAL TAM

$2.8B (Global Needle-Free & Smart Connected Pen Segment)

SERVICEABLE MARKET

8.4% (2025-2030 projected for Connected Drug Delivery)

CAGR 2026-2031

GROWTH DRIVERS

- **Rising Diabetes Prevalence:** Global diabetic population approaching **640M** by 2030, driving demand for non-invasive delivery.
- **Digital Health Integration:** Insurers increasing reimbursement for devices that prove adherence (smart data) to lower long-term complication costs.
- **Pediatric & Geriatric Usability:** Shift away from manual dexterity-heavy devices (spring-loading) toward automated electromechanical actuation.

EMERGING TRENDS

- **Move to Closed-Loop Data:** Devices failing to integrate with CGMs (Dexcom/Abbott) are becoming obsolete. Hypen's AI must talk to these ecosystems.
- **Sustainability Pressures:** Regulatory pressure in EU against disposable plastic waste creates opening for durable devices like Hypen with minimal disposables.
- **Biologic Viscosity:** Newer GLP-1/Insulin co-formulations have higher viscosity. Mechanical springs fail here; electromechanical drives (Hypen) are required.

The Reference Graveyard

CAUTIONARY TALES

The needle-free injection site is littered with devices that solved the 'needle' problem but introduced 'bruising' and 'complexity' problems.

Medi-Jector Vision (Antares Pharma)

Timeline: Late 1990s - Early 2000s

Failure Mode: Usability & Trauma

Lesson: *Relied on mechanical springs with a fixed pressure profile. Resulted in **subcutaneous bleeding (bruising)** and required significant hand strength to 'cock' the device. Patients returned to needles.*

Zogenix (DosePro technology) (Zogenix (Acquired))

Timeline: 2010s

Failure Mode: COGS & Manufacturing Complexity

Lesson: *While effective for sumatriptan, the **high Cost of Goods Sold** prevented it from scaling in the high-volume, low-margin insulin market. Complexity kills unit economics.*

Detailed Competitor Analysis

Portal Instruments

ACTIVE

SEGMENT
High-Tech Needle-Free

GEOGRAPHY
USA (MIT Spinoff)

Value Proposition: Electromagnetic actuator with computer-controlled velocity profiling to minimize pain.

Vulnerability: High unit cost and B2B focus (pharma partnerships like **Takeda**) rather than direct-to-consumer. Form factor is historically bulky.

Novo Nordisk (NovoPen 6/Echo Plus)

ACTIVE

SEGMENT
Smart Pens (Needle-based)

GEOGRAPHY
Global Incumbent

Value Proposition: Dominant ecosystem, reliable, NFC data transfer.

Vulnerability: **Still requires needles.** Does not solve injection fatigue or phobia. Purely a data play, not a delivery comfort play.

InsuJet V5

ZOMBIE

SEGMENT
Mechanical Jet Injector

GEOGRAPHY
Europe/Global

Value Proposition: Needle-free, reusable.

Vulnerability: Manual spring compression is difficult for children/elderly. No connectivity. 'Dumb' device in a 'Smart' world.

No additional competitors detailed.

Competitive Landscape Summary

COMPETITOR	VALUE PROPOSITION	VULNERABILITY	STATUS
Electromechanical Drive (No Spring)	Consistent pressure profile regardless of user strength; allows precise viscosity compensation.	No	SUPERIOR
AI-Driven Dosing/Auth	Critical for the Pediatric Beachhead; allows parental control absent in mechanical competitors.	No	SUPERIOR
Universal Cartridge Compat.	Lowers barrier to entry; users don't need to manually transfer insulin from vials to special nozzles (a major pain point of InsuJet).	No	SUPERIOR
Viscosity Detection	Prevents under-dosing if insulin degrades or if user switches to thicker GLP-1 analogs.	No	SUPERIOR

Ideal Customer Profile

PRIMARY PERSONA

Parents of Children (Ages 4-12) with Type 1 Diabetes.

PAIN POINT

Injection Anxiety & Dosing Fear. Parents fear hurting the child; children fear the needle. Parents also fear the child mis-dosing at school.

ADOPTION FRICTION

Parents are price-inelastic regarding their child's pain and safety. They will tolerate early-adopter bugs for 'Needle-Free + Parental Control'.

SEGMENT SIZE

~$400M (Global Pediatric T1D Segment amenable to premium devices)

Acquisition Roadmap

MILESTONE	STRATEGY	TIMELINE
Clinical Validation	Head-to-head pain/bruising study vs. InsuJet and Needles.	Q2 2026
Beachhead Penetration	Influencer Marketing via 'Diabeto-parents' on TikTok/Instagram + Endo KOLs.	Q4 2027

05

REGULATORY & COMPLIANCE

Sector-specific classification,
comparable systems, and standards.

Regulatory Framework

USA: Class II (510(k) Required) | EU: Class IIb (MDR Rule 11 & Rule 22)

CLASS / STANDARD

FDA 510(k) Premarket Notification (Traditional)

PATHWAY

18 - 24 Months (Post-Design Freeze)

EST. TIMELINE

COMPLIANCE ASSESSMENT

The Hypen system is a combination product (Device + Software) requiring a rigorous Class II (US) and Class IIb (EU) pathway. The integration of AI-driven dosing moves this beyond a simple mechanical injector into the realm of Software as a Medical Device (SaMD) considerations.

Comparable Systems / Predicates

PRODUCT/SYSTEM	REF #	RELEVANCE
NuGen InsuJet	K140934	Primary Predicate (Mechanical). Establishes substantial equivalence for the *mechanism* of jet injection for insulin.
Portal Instruments (Prime)	Strategic Partnership (Takeda)	Technological Benchmark. Represents the electromechanical/VCA architecture, though not yet a cleared standalone predicate.
Biojector 2000	K943834	Legacy Predicate. Often cited for general needle-free injection indications (Product Code FMF/KZE).

Timeline and Cost Estimates

PHASE	ACTIVITIES	DURATION	COST
Phase 1: Design Verification & Pre-Clinical	Bench testing (**ISO 21649**), Electrical Safety (**IEC 60601**), Software Unit Testing, and Fluid Dynamics validation.	6-8 Months	**$450,000 - $600,000**
Phase 2: Bio-Equivalence Bridging Study	Mandatory PK/PD study (likely swine or small human cohort) to prove jet injection absorbs similarly to needle SC injection. Validation of protein stability post-shear.	6-9 Months	**$800,000 - $1.2M**
Phase 3: Human Factors & Usability	Summative Usability Validation (**IEC 62366**) focusing on pediatric lockout and universal cartridge loading errors.	3-4 Months	**$250,000**
Phase 4: FDA 510(k) Submission & Review	Compilation of Technical File, eSTAR submission, responding to FDA Additional Information (AI) requests.	6-9 Months	**$150,000 (Consulting + Fees)**

06

FINANCIAL ROADMAP

Budget allocation, unit economics, and licensing/funding requirements.

12-Month Action Plan

CATEGORY	ALLOCATION	KEY ACTIVITIES
Design for Manufacturing (DFM) & Alpha Prototyping Months 1-9	**$1.2M**	Transition from conceptual design to 'Works-like, Looks-like' prototypes. Vendor selection for the custom voice coil actuator (VCA). Setup of QMS (ISO 13485).
Verification, Validation & Pre-Clinical Months 10-18	**$2.1M**	Swine studies for bio-equivalence (bridging study). Software verification (IEC 62304). Summative Human Factors study with pediatric parents.
Regulatory Submission & Pilot Tooling Months 19-24	**$1.5M**	FDA 510(k) Submission. Investment in hard tooling (steel molds) for pilot manufacturing run (1,000 units).

Unit Economics

COMPONENT/SERVICE	COST	SUPPLIER/SOURCE
Electromechanical Drive (VCA/BLDC)	**$42.50**	Custom Medical Motor OEM (e.g., Maxon/Portescap)
PCBA & Main Logic Unit	**$28.00**	Tier 2 Contract Manufacturer
High-Discharge Battery Pack	**$14.00**	Panasonic/Samsung (Medical Grade)
Cartridge Pressure Jacket/Chassis	**$18.50**	Injection Molding Specialist
Sensors (Optical & Viscosity)	**$11.00**	Component Distributor
Assembly, Packaging & Sterilization	**$22.00**	CM (Flextronics/Jabil Medical)

TARGET PRICE
$499.00

GROSS MARGIN
72.7% (Hardware Only)

COGS
$136.00

Development & Licensing Requirements

DEVELOPMENT BUDGET

$3.5M

USE OF FUNDS:

- Develop 'Works-like' Functional Prototype (move off breadboard)
- Secure provisional IP conversion
- Hire Regulatory Lead & Embedded Lead
- Initial animal tissue study (ex-vivo)

FUTURE REQUIREMENTS

$12M - $15M

Trigger Milestone:

Successful functional prototype demo showing consistent pressure profile + Freedom to Operate (FTO) clearance.

07

STRATEGIC OUTLOOK

Final recommendation, go/no-go criteria, and execution plan.

Priority Actions (Next 90 Days)

ACTION	OWNER	TIMELINE	BUDGET
Materials Science Pivot	CTO / Lead Mech Eng	Immediate (Months 1-3)	$150k
Provisional Patent Conversion (Viscosity)	IP Counsel	Month 1	$45k
Protein Stability Assay (HPLC)	External CRO	Month 2-4	$80k
Pre-Sub Meeting with FDA	RA Consultant	Month 6	$25k

Partnership Opportunities

PARTNER TYPE	TARGETS	VALUE EXCHANGE
Strategic Component Supplier	Maxon Motor / Portescap	NRE payment for custom VCA winding in exchange for volume pricing lock.
Pharma Co-Development	Sanofi / Eli Lilly	First Right of Refusal on the 'Pediatric Smart Injector' in exchange for insulin supply for trials.

Go/No-Go Decision Framework

GREEN LIGHT CONDITIONS

- HPLC data confirms <2% Insulin degradation post-injection.
- Bench tests confirm Viscosity Sensor detects 'spoiled' insulin with >95% accuracy.
- Cartridge solution (Adapter or Transfer) passes 1000-cycle burst test.

KILL / PIVOT TRIGGERS

- Standard glass cartridges shatter in >1% of tests.
- FTO analysis confirms un-navigable overlap with Portal's US-10,039,880.
- Unit COGS cannot be engineered below $150 at scale.

08

DIRECTOR'S INSIGHTS

Unvarnished synthesis and strategic mandates from the TTO Director.

ARCUS TTO

INTERNAL MEMO
STRICTLY CONFIDENTIAL

TO:	**Investment Committee; ERVIEGAS**
FROM:	Director of Technology Transfer
DATE:	2025-12-09
RE:	**COMMERCIALIZATION VIABILITY ASSESSMENT -- Hypen Intelligent Insulin Delivery System**

"

From a Transfer Office perspective, Hypen is currently an 'unbalanced asset'—heavy on ambitious UX promises, light on physical validation. The **'Universal Cartridge'** claim is a commercial suicide pill; no major Pharma partner will assume the liability of shattering glass vials.

Strategic Mandate: Stop trying to be a 'better mechanical injector' and start being a 'Data & Safety Platform.' The value is **not** in the motor; it is in the **Viscosity Sensor** and the **Pediatric Authorization Logic**. These are the licensable jewels that leverage the 'Smart' trend without requiring you to reinvent the physics of glass durability. Restructure the IP strategy to build a fence around the *sensing and logic*, effectively ignoring the crowded actuator space. If you cannot solve the glass breakage issue within 4 months, pivot immediately to a 'Transfer System' model or pure IP licensing.

"

Arcus A.I.

Dr. Arcus A.I.
Senior Director, Technology Transfer

Strategic Mandates

EXECUTIVE DIRECTIVES

Critical directives required to proceed with investment or development.

Kill the 'Universal Direct-Load' Claim

CRITICAL PRIORITY

It is technically unfeasible and legally toxic. Move to a reinforced adapter system immediately.

Secure the 'Sensing' Moat

HIGH PRIORITY

File aggressively on the Viscosity/Impedance feedback loop. This is your only leverage against Portal Instruments.

Decouple Safety from Smartphone

HIGH PRIORITY

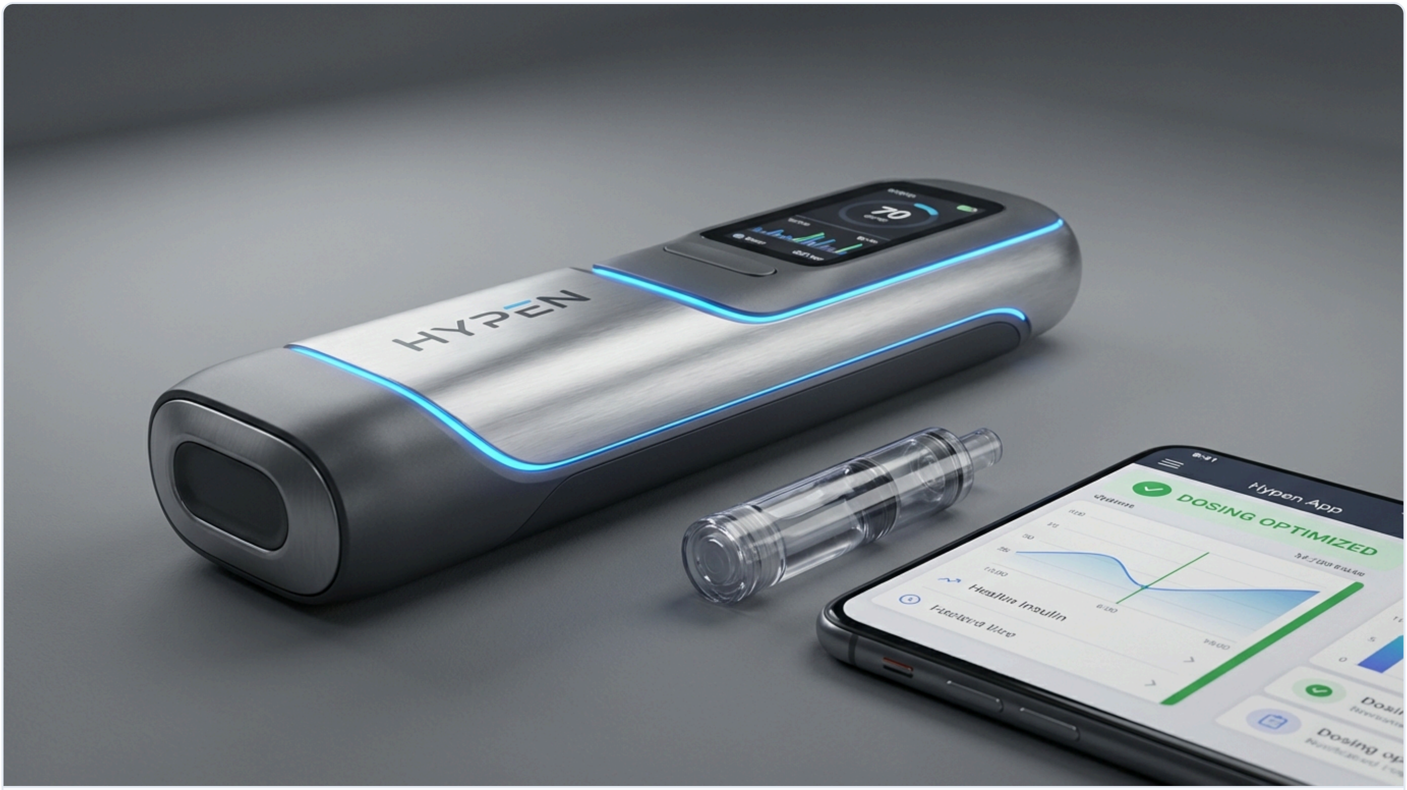
The device must have stand-alone safety (PIN/Biometric). Regulators will not accept 'App Dependence' for life-sustaining drugs.

09

APPENDIX

Concept Visualization

Visual Concept



Generated Concept: Hypen is an electromechanical, needle-free insulin delivery system that uses a precision pump for high-pressure jet injection directly through the skin. It integrates artificial intelligence for dosing optimization, treatment adherence monitoring, and parental authorization via a connected mobile app. The device features universal cartridge compatibility, viscosity sensors to detect insulin degradation, and automation that replaces manual spring compression with a simple button press.