



**Jay K Joshi, Founder**

- Primary inventor of technology
- Has led company since its founding
- Will lead initial sales efforts



**Shobhan Thakkar, xCFO**

- Seasoned angel investor, Kaufman Fellow, 19
- Experienced in fundraising and has raised over \$100M
- Will oversee burn rate



**Greg Lyons, xCOO**

- Seasoned medical device entrepreneur
- Experienced in manufacturing, inventory management, and QMS
- Will lead build-out of supply chain



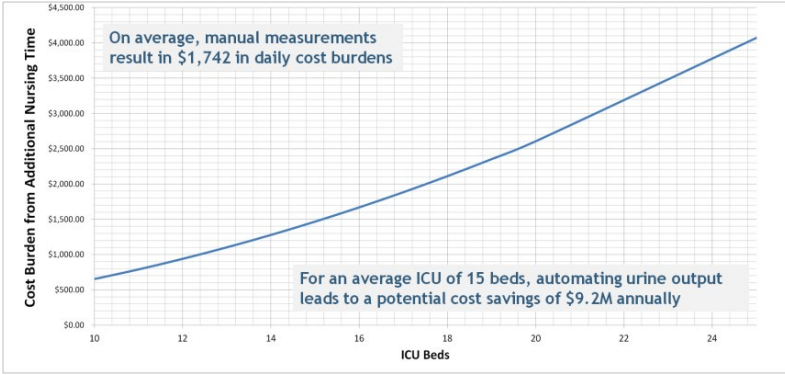
**Matt Papagno, xCRO**

- Seasoned medical sales executive
- Experienced in establishing licensing arrangements with large device distributors

Output Medical designs FDA registered medical devices that automate urine output measurements for patients at a high risk of decreased kidney function.

**Problem:**

**Solution:**



**Market Size:**

**5700**  
Hospitals

**77.8K**  
Critical Care Beds

**\$1,742**  
Daily Cost Burdens

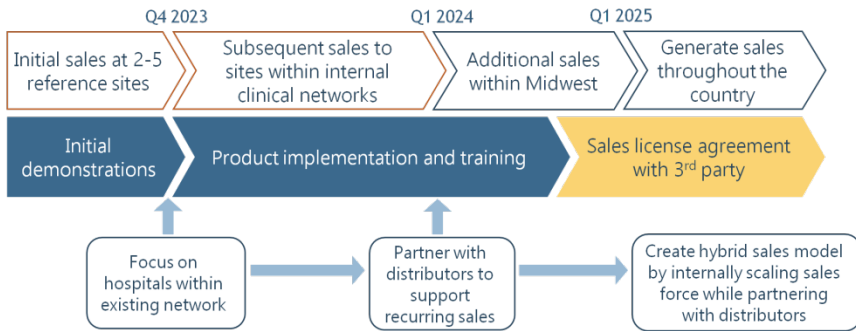
**\$49.5B**

**Competition:**

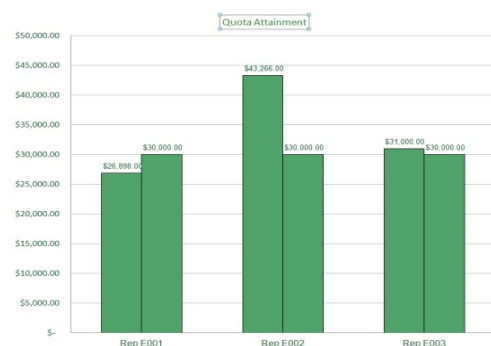
Not on market		<b>Bard CRITICORE- \$\$</b>
		<ul style="list-style-type: none"> <li>Technology: Ultrasound sensor at end container</li> <li>CR Bard has been acquired by BD</li> </ul>
		<b>RenalSense CLARITY RMS- \$\$\$</b>
		<ul style="list-style-type: none"> <li>Formed licensing agreement with BD</li> <li>Technology: Single thermal sensor device</li> <li>Inaccurate, unreliable form of measurement</li> </ul>
		<b>Serenno Medical - \$\$\$</b>
		<ul style="list-style-type: none"> <li>Technology: Single infrared sensor device</li> <li>Inaccurate, unreliable form of measurement</li> </ul>
Not on market		<b>Flow Sense URINFO- \$\$</b>
		<ul style="list-style-type: none"> <li>Technology: Drip counter / IR sensor at end container</li> <li>Acquired by Baxter Inc. in 2013, not on the market</li> </ul>
		<b>Potrero Medical ACCURYN - \$\$\$</b>
		<ul style="list-style-type: none"> <li>Formed licensing agreement with Medline</li> <li>Technology: magnetic fluid level sensor, measures other vitals through "smart catheter"</li> <li>Requires pressure changes in the bladder in order to suction out the urine output</li> </ul>

	output	BARD	RenalSense	serenno MEDICAL	FLOWSENSE	POTRERO MEDICAL
Measures UO in short intervals	+	+	+	+	+	+
Avoids clotting and back-flow	+					
Integrates with existing Foley	+					
Natural fit to ICU setting	+			+		+
Low cost technology	+					
Avoids redundant CapEx purchases	+					

**Business Model:**



**Marketing and Sales:**



<p><b>Progress to Date:</b></p> <ul style="list-style-type: none"> <li>Utility patent issued in June 2022 [15/852,578]</li> <li>Achieved design freeze on monitor and disposable units</li> <li>FDA Registered Class II device (EXS)</li> <li>Internally developed Quality Management System (QMS)</li> <li>Completed three usability studies</li> </ul>	<p><b>Future Milestones:</b></p> <ul style="list-style-type: none"> <li>Complete build-out of supply chain, with full QMS</li> <li>Initiate commercialization through network of independent sales reps</li> <li>Identify corporate licensing partner to expand sales footprint</li> </ul>
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