What's the product? What's the problem?

Comments / questions to the team

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| A smart pacifier that measures data of babies' health status. | | How does the system measure glucose? Does it need to read some blood inside the mouth, or it detects glucose levels in other ways? |
| a pacifier that monitors from home parameters of the baby health | New parents that goes to ER too many times, often when they are not needed. | The information will be used just for the parents, or its conected with de pediatrician? |
| a technological pacifier measuring the vital signs of a baby | overreactions of first time parents; wrong judgement of behaviour | Some babies cry and scream a lot. A pacifier can fall out quite often. Any thoughts about this? |
| technological pacifier to monitor vital sign of the baby | unnecessary ER visits | very nice presentation is there interaction with the hospital/ER? in case the data indicates that something is not OK? does the pacifier acts like a regular pacifier? will the baby like it? |
| An application that can help in detecting banal child "diseases" and avoiding unnecessary patient-doctor meetings. | Reduce the number of unnecessary patient-doctor meetings. | None. |
| App for monitoring infants essential parameters | Infants sudden death | |
| To measure various vitals of the neonate through a pacifier. | To reduce Hospital overcrowding due to frequent visits to the hospital and to decrease admission rate. | |

| Smart pacifier to monitor vital signs | Many parents of young children and babies go the ER, which is not an efficient use of resources. | I agree the problem is great, but there are numerous stakeholders with different needs and interests? For example, hospitals, parents, family doctors. I think these need very clear analysis. Will you position this in the tele-health services market? There are some emerging regulatory issues to consider, if you do. Especially if you claim that the product is an alert system for any serious conditions. |
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| Pacifier with sensors | Pediatric ER crowding | What is the competition? What are the regulatory hurdles? What is your-go-to-market strategy? |
| a smart pacifier | very good presentation! Maybe could be helpful to include a roadmap | how does it work? what is the mechanism? what do you use to measure these parameters? saliva? Have you evaluated to development of different pacifiers focus on differents parameters? How much time is necessary to evaluate the cited parameters? |
| electronic pacifier and an App | too many emergency room visits by babies | The App seems to require very highly educated parents. You should think about addressing parents with little to no education. Telling parents that they can diagnose they child could be very dangerous. |
| Tecnological pacifier | Unnecessary visits to pediatric ER | Nice presentation. Have you made any survey about the perception that parents may have of something like this? Having detectors in their kids mouths would be something positive or negative? |

| Technological pacifier for babies and infants, measuring temp, SpO2, heart and resp rate, | Lots of unnecessary ER visits for | What specific problem are you trying to solve? The presentation was broad in terms of problems and prevention of different conditions. For example, SIDS prevention is not related to hospital visits or ER overcrowding. ER overcrowding is a somewhat obtuse goal for this product. It convolutes the problem. If your goal is to help with hospital triage, that's a much different problem than avoiding hospital visits altogether. What do you actually need in the pacifier? Seems like your cramming as much in there as possible, but it's unclear what data you actually need to avoid a hospital visit or give parent piece of mind. I think you need to pick a specific aspect of measurement that fixes the |
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| loT pacifier and app | I can't really discern the problem solved: is it reducing ER visits or improving pediatric outcomes? | biggest problem. What is the biggest source of unnecessary hospital visits? (1) focus, focus: what is the first application? (2) what safety hurdles do you need to overcome to have RF/bluetooth products near infants? (3) who is the customer? (4) will your app give advice to parents? (seems like it does) If so, this will run counter to current FDA recommendations for digital health products. (5) what % of babies/parents do you need to get to have your system achieve ROI? (not all babies accept pacifiers) (6) what is the reliability/ruggedness of the device? What if the dog gets it? |

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| | | Very interesting and great idea. |
| | | Clarifying your market will be critical. |
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| | | Do you have data to show the cost decrease to the hospital |
| | | Do you know what % of children can |
| | | What are main issues? If the kids are hungry then perhaps low glucose as |
| | | first sensor etc. |
| | | Looks exciting. Minor points, not all places support pacifiers, and not all |
| | better understanding of baby? | babies take to the same pacifier type. Would be great to understand what |
| "smart" pacifier for babies | Decreasing er visits? | percent of the market will take to this. |
| | | 1. Do thou house on MA/D of the modifier |
| Disital Diagnostic Desifica | Not some of sometropolary Not | 1. Do they have an MVP of the pacifier |
| Digital Diagnostic Pacifier | Not sure of exact problem. Not | 2. Are there competitors in the space |
| for Infant | clear. | 3. Pacifiers are usually intermittently. How will this impact goals |
| | | have the algorithms been tested to show interaction of information for |
| | | diagnosis. |
| | | seems like a lot of information to collect; how often is the monitoring? |
| | infant dehydration and other | very broad issues trying to be addressed -it does not seem to be specific |
| pacifier | biometric measurements | enough (intended use) |
| paomer | | Great presentation. |
| | | Great presentation. |
| | | Not clear exactly how you will make the measurements in the pacifier? |
| | | What are the regulatory requirements for approval? |
| | | what are the regulatory requirements for approvals |
| | | What are the power requirements in the pacifier? |
| A smart pacifier to | | What is cost - pacifiers are spit out and lost often? |
| monitor newborn vital | need to measure vital signs in | |
| signs. | emergency rooms | |
| 0 | | |

| | Overuse of ERs in Spain for non- critical health issues with children | I'm based in Madrid this summer and am happy to meet up to discuss the project |
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| pacifier for monitoring | | |
| vital constant in the baby | | to wide applications maybe better to focus in the more impact application |
| and an app to register data | too many emergency visits | or the most used |
| pacifier with sensors | the problem is | |