**BP Support Frame**

**What’s the product?**

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| blood pressure (BP) cuff that is operational with one arm |
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| At-home Blood-pressure cuff support frame that can be operated with only one hand. |
| Blood preassure device |
| Blood pressure frame that is small enough for home use and can be used with one arm. |
| Arm support for blood pressure monitoring. |
| BP cuff |
| Blood presure measurement device |
| Arthur Hiller |
| Device to hold a BP cuff for one-armed use |
| Blood pressure tracking machine |
| Blood pressure monitor that can be used for people with one arm. |
| A simpler telehealth blood pressure measurement tool |
| One-arm blood pressure measuring system at home. |
| BP measurement |
| A blood pressure monitor that can be used with a single arm |
| BP device |
| Blood pressure cuff for people with one able arm |
| Blood Pressure test fixture. |
| Non invasive Blood pressure device that is easy to use |
| Home telehealth |
| BP frame for home use |
| A frame to help people with one arm take their own blood pressure. |

**What’s the problem they are trying to solve?**

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| Amputees unable to don on and don off bp cuff with one hand and has to come on a weekly basis for bp management. |
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| People that cannot measure their blood pressure at home, like veterans that live alone, have hemiparesis, or have only one arm or hand and cannot put the cuff alone. With this product, they don´t need to leave their houses for this. |
| The need to go to the health centre and the need to use two hands to measure blood preassure |
| There is nothing similar available |
| Hard to use conventional 2 arm system. |
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| Use the device with one arm |
| Home BP monitoring for hemiplegic and paraplegic patients |
| Difficulty in using these devices by individuals with one arm or limited mobility |
| A lot of patients die from blood pressure and that problem can be solver by tracking the blood pressure daily |
| Actual problem seems to be making something that is suitable for home care (more affordable and portable than those found in pharmacies). |
| Blood pressure cuff for individuals for amputees |
| Enable patients to measure their blood pressure with one arm. |
| medical grade BP measurement for individuals at home |
| Home measurement of blood pressure for patients that can only use one arm |
| Made green matherials |
| Patients cannot leverage telehealth if they do not have two able arms because of usability issues |
| Reduce variability for at-home patient collected BP measurements. |
| Easy to use blood pressure cuff for |
| Patients with hypertension |
| Allowing everyone to use BP devices even if they have some kind of problem or disability, restricting the use of conventional ones. |
| Allowing people with one arm/hand to take their own BP. |

**Comments/Questions**

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| Novelty, if there are similar products, cost? |
| I think there are similar devices that can measure blood preassure easily. Apart from that no comments! |
| Some visual presentation is useful to provide a better view of your goals, alternatives, risks... Even if it is just a couple of slides / images, it is helpful. |
| Can you quantity the increased accuracy of this potentials method? Also quantify the error rate or mis-diagnosis owing to current system? Can you also quantify the potential user groups, who are they, how many? And will the VA be a willing first launch partner in their system ? |
| Market size and scalability are key components to address, also some data on how your frame improves the quality and consistency of hte BP data. |
| 1. Nice presentation but missing slides |
| Easy to see why this might be useful. But, it seems like you are likely to infringe on a lot of patents - that might completely prevent you from bringing this to market.  You should bring the prototype out as part of your presentation. |
| What are looking for? Seed $? Testing, manufacturing   So the solution created is not original; they want it to be individualized - less cost.  Have they thought of additional diagnostics with telehealth |
| In Spain we have measurement devices on farmacies that can be used with one arm. An examples is this one:  https://www.microcaya.com/productos/equipos-de-analisis/presion-arterial/50-tensiometro-bpbio-320    How would you differentiate from those?  Have you looked at the IP on the field? Is there anything protectable of your prototype? Do you have freedom to operate?  If you go for the general public, your price point should be comparable to standard BP measurement devices, which are in the 50$ range. Is that the market you want to target?  If the market are amputees (specialized tool), what would be the price target and who will pay for it? |
| Still not clear about the difference between already existing bp equipment... If cost is considered, what is the target price for your prototype device? |
| 1. I think you should really use a few slides when you tell your story. Especially when your device is visually very clear.  2. All the questions are in the same line of thought. You should clearly show current models and explain why a new model is needed.  3. That said, the device is simple but effective. If it really solves an unmet need, it can make a great project. |
| It looks like not too portable |
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| (1) start with the fixture, then share the story  (2) visualize the impact of variability to outcomes  (3) contrast the advantages (cost, repeatability and one handed use) over existing products |
| \* Good verbal introduction but need supporting slides to bring audience along. \* Not clear how this solution has a competitive advantage over existing home blood pressure cuffs. \* What is the IP for this product? |
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| How would patients actually benefit from this? Is it that bad to go and get the BP tested everyday in the primary healthcare center? A patient can actually stop by at the pharmacy and get their BP tested, easily. I am concerned about the actual impact and their ability to enter the market. |
| How many people have limited use of one hand/arm in the US? Furthermore, for how many of these is blood pressure monitoring indicated ? I would imagine that many vets with combat injuries are young, so probably don't need home HTN monitoring. |

**From the chat question burst:**

Of the 100K VA members on home monitoring, how many of these people have one arm/hand ?

Great to hear you see a wider potential market. Can you quantify and prioritize these segments?

What exactly is the product?

Who is on your team?

What is the market size for all of the patient groups you mentioned that do not have two able arms/hands that this would be helpful for?

In Spain we measure BP at pharmacies with devices similar to this one

https://bitgalicia.es/producto/tensiometro-bp-bio-320/

They are operated with one arm. How does your project / product differ?

Isn’t this similar to the device at CVS

These remind me of the seats that are present in certain pharmacies - could this replace larger devices in the community and allow BP measurement at senior centers, etc.?

There may be a landscape of IP to take care of

Is the size of the prototype a concern for every day usability?

How is this different then the BP cuffs that you see in pharmacies etc

What would be the cost of the product?

Usability for at home use is a big hurdle with the FDA if this is a regulated medical device. Might not be required, but if it is, just something to think about.

Have you done research to ensure that this individual use product does not exist?

https://patents.google.com/?q=blood&q=pressure&q=measurement&q=blood+pressure&q=individual&before=priority:20060120&scholar

Audience size/market opportunity is an issue. In addition to Mike’s question on number of potential users, what portion of the potential users do not have caregivers that visit sufficiently frequently to help the patient test BP? In other words, what is the addressable market opportunity?