Goals:

1. Is the partnership agreement in place?

VA has issued a disclosure stating they have exclusive rights to this. There is some possible sharing of royalties in the future – dispersed by the VA

* It is part of the initial disclosure (Sept/2019); VA would have exclusive rights and benefits would be split 50-50 with the team.

1. Solidify IP (details from the VA technology licensing office; who owns the IP? Can you get exclusive license rights to it?)

* No IP solidified. The VA does not want to prosecute this.
* Need to get more support from innovation team to help with legal; set up a NDA between team and Cognosante to continue discussions. David will send a NDA template which includes what each party brings to the plate and who owns what.

The VA holds exclusive rights to anything that develops from the production of this.

1. What is the product (the frame or the whole thing)?

Goal is to produce just the frame.

A&D (manufacturing company) has an office model that costs $3,000 to measure BP and downloads the measurements and sends via Bluetooth the info to the doctor. The goal is to produce a similar product for home/individual use utilizing the A&D product (the cuff, $40-100) with the frame. Cognosante has an agreement with VA and they can provide the cuff of choise. Model # 651BLE. SKU# A&D: UA-651

1. How are we going to manufacture prototypes?

Working with Cognosante who is a VA approved vendor to possibly develop the frame

1. Who is our customer? Who pays for it?

Anyone who needs to have a blood pressure done at home. Starting small with Veterans. Some funds are available through the VA but this is limited to less than $25,000

1. Who is our user?

The VA to start but can be dispersed to other medical facilities

Meeting minutes, 8/18/2022

Kim, Bob, David, Mercedes

* Team met with legal team again. They were not excited about the project – the VA is not pursuing it, but remains in control of it. They shared some documents to share with the vendor; which they are meeting next week.
* They found a similar VA project run by a VA employee that is an adaptor to dispense eye drops without poking your eye. They are in a different region, so their legal team is different. The idea is to connect both legal teams to bring more insights.
* Demo day is coming in October, 24th and they are going to bring external manufacturers. They will present a pitch to the audience. A&D company has been invited.
* Funding sources: ANA (American Nursing Association) – grant cycle application in preparation in November. With quick turnaround.
* Bob went to Venture Café – he met someone who is using a neck patch (New Skin Patch Brings Us Closer to Wearable, All-In-One Health Monitor (ucsd.edu) (<https://www.techbriefs.com/component/content/article/tb/insiders/es/stories/39396#:~:text=Engineers%20at%20the%20University%20of,lactate%2C%20alcohol%2C%20or%20caffeine>) to read vital signs and challenge team’s simple approach.

There are many patches in development to measure blood pressure.

* We need to start ppt presentation for Review Workshop. Team has already some ppt done. Kim will upload them in dropbox to start from there.
* Next meeting, Sept. 14th, 10:30-11:30am

Meeting minutes, 9/14/2022

Kim, Bob, David, Mercedes

* Cognosante has built a new prototype slightly different from Bob’s original one using Home Depot materials
* Legally Cognosante is a VA vendor and if they violate confidentiality/IP rights they would loose the VA as vendor. They are studying the NDA (legal department) and will be signed. Unlikely that they violate NDA.
* Demo Day is coming on October 24th. Not sure if they are going to have Cognosante new prototype to show it.
* Team has requested 20,000 to have enough seed funding from VA. They will know by the end of September.
* Expect to reach 100,000 VA (not only amputees, but people with stroke who have difficulties putting the cuff on). For home use only.
* Product is the cuff with the frame for it. The cuff is connected to the telehealth equipment to record and send the readings.
* Circulate “short statement” through email:

“We are looking to save lives of people with hypertension with a new device that allows one to measure your own blood pressure”

“Our Blood pressure support frame will allow in home hypertension management for individuals with 1 functioning upper extremity”

“We are looking to save lives of people with our blood pressure support frame which allow in home hypertension management for individuals with 1 functioning upper extremity”

“An individual with 1 upper extremity and hypertension can operate our blood pressure support frame leading to better measurement compliance for hypertension management”

“WHO estimates over 1.3 billion with hypertension worldwide, many cannot operate a blood pressure cuff independently. Using our device any individual with 1 upper extremity and HTN can operate our in-home blood pressure support frame ensures compliance for HTN management”

=>100,000 VA veterans have hypertension and are home-bound

* Meeting on 9/28 to review Oral Presentation + where we are with goals
* GAITS template: not very applicable to this product which is not seeking to do $$$, but to help VA.

**Meeting on 10/19/2022 – Debrief from Review Workshop**

* From Mike Dempsey: Not moving fast enough regulatory wise – make sure that the device does not need further testing, even if it does not include the cuff.
  + Need medical grade material to be able to sanitize it (even spray it).
  + Waiting for Cognosante to see if they can produce those
  + Medtronic is also a VA vendor to produce it
* General feedback:
  + A video showing application and use would help
  + More data from monetary perspective (how much it would cost to make, how much is the fair price)
  + Good reassuring from audience in poster session
* Goals:
  + Prototype safety and accuracy by testing
  + Solidify IP – how a collaboration with MIT Clinical Research Center would look like in terms of potential IP generation?
  + Conformation from Cognosante
* Mercedes has asked MIT CCTR for possible clinical 0.5 phase. We have requested a consultation.
* IEX in Washington next week (10/25)
* November 15th – 17th : Boot camp of projects subject to funding / more training