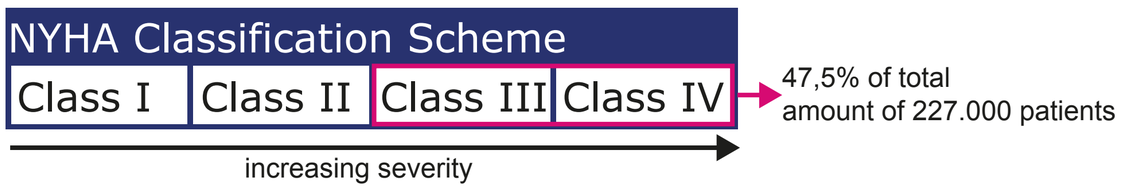
Translation Potential

Medical Application

Target Group



NYHA Class III and IV heart failure patients have the most severe kindof heart failure.

Results Survey

82 respondents

- **91,5%** **experiences a fingerstick as not bothersome**
- **83%** **wants to receive information about their current health status**
- **58,8%** **wants to share data with researchers**

Current Treatment

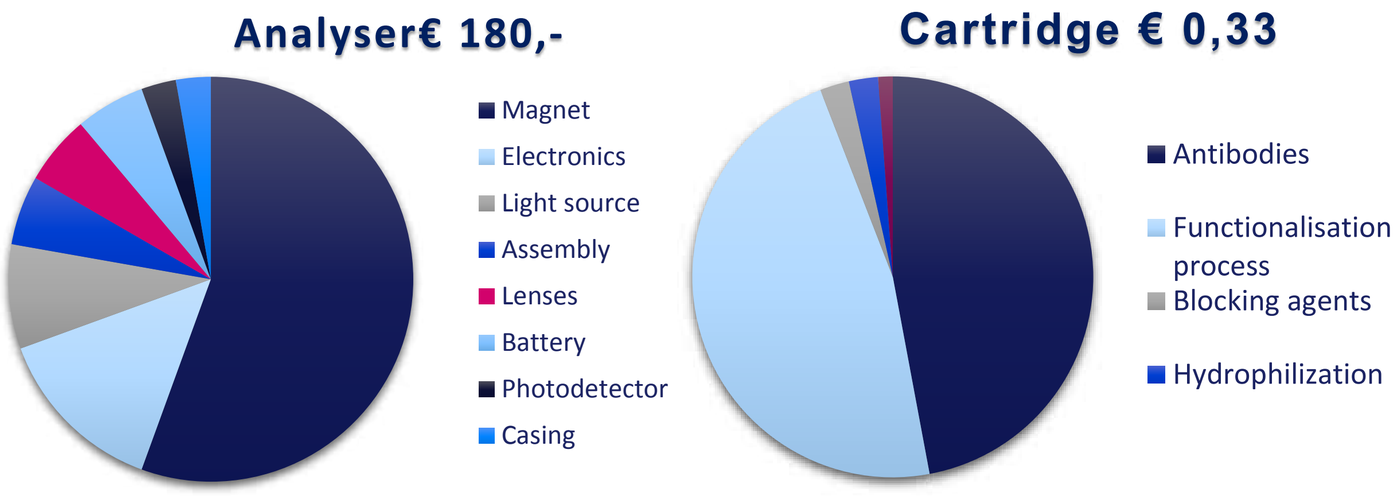
- Patients are monitored by the cardiology department of hospitals, by being called every two weeks.
- If health status seems to be deteriorated, an ECG and blood withdrawal are performed.
- The drawn blood is processed in high throughput machines in hospital laboratories to measure the NT-proBNP concentration.

Envisioned Treatment

- At home, the patient measures the NT-proBNP concentration and other variables.
- Data can be tracked via an app and compared with earlier measurements.
- The cardiologist receives a notification when the health status deteriorates.

Industrialization And Commercialization

Production Costs



Selling price: €500,- Selling price: €1,-

Production costs are tripled on the advise of sensor manufacturers to arrive at the selling prices.

CONSULTED WITH **Patients • Cardiologists • General Practitioners • Clinical Chemists • Hartstichting**

Competitor Analysis

	Existing sensors	Our Sensor
Price Analyser	€ 1.500 - € 10.000	€ 500
Price Cartridge	€ 15 - € 40	€ 1

NT-proBNP test in clinical laboratory: €14,68

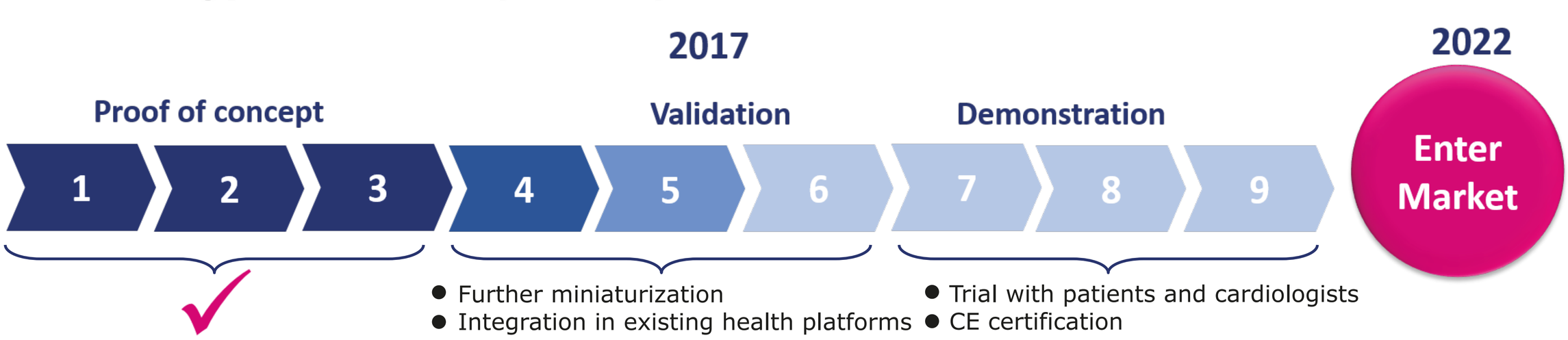
The device is far less expensive than its competitors and therefore suitable for home sensing.

Saving Potential

In the Netherlands, every year:

- Current hospitalization costs
  30.000 x € 15.000 = €450 million
- Costs monitoring of NYHA III and IV patients
  100.000 X € 1.000,- = €100 million
- Targeted prevention of hospitalizations
  50 %
- Investing 100 million euros will save 350 million euros

Technology Readiness (EARTO)



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