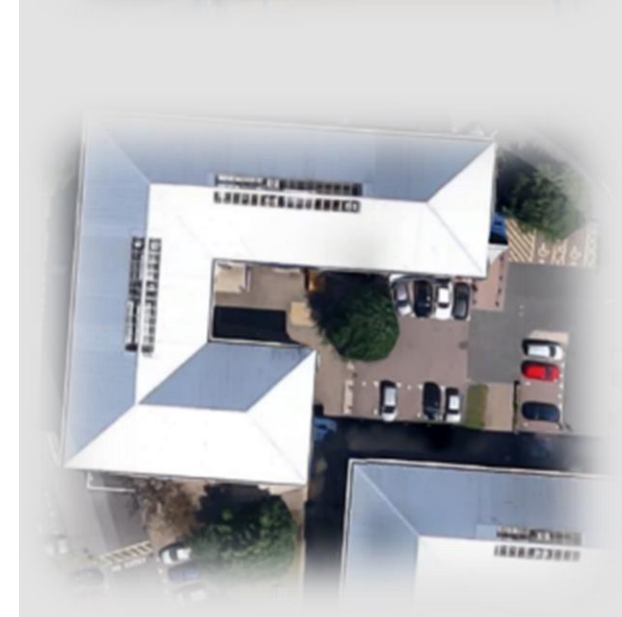


# Going from the “S” to the “M” in “SME” *via Space*



**Chris Hannan – Director of Operations and Compliance**

- In business 20yrs~
  - Specialists in advanced & flexible pre-hospital monitoring solutions
    - Compact, lightweight, robust, easy to use vital signs monitors & monitor defibrillator
- HQ'd in Basingstoke, Hampshire
  - Full service business including service, training, customer support, sales & marketing, R&D, regulatory affairs, & quality, finance & manufacturing
- World class volume manufacturing capability
- ~ 60 on the RDT team
- ISO9001; EN ISO13485; CMDCAS; FDA (GMP) compliant
- 4000~ devices fielded



# What do we do (or – what are we doing)?

**PHYSIO  
CONTROL**



Tempus IC



3 & 5 & 12 Lead ECG  
with real time  
arrhythmia detection,  
ST & QT & 12 lead  
interpretation



NIBP



Masimo Rainbow  
Pulse Oximetry  
(PVI, PI, SpO<sub>2</sub>, SpHb,  
SpMet, SpOC, SpCO,)



Invasive Blood  
Pressure  
(Up to 4 channels)



Capnometry  
(Intubated & non intubated  
patients)



Contact Temperature  
x 2





# Product History



Tempus 2000



Tempus IC

Product Launch  
**Tempus IC**  
Professional  
Patient Monitor

Product Launch  
**Tempus Pro**  
Professional  
Patient Monitor



2001

2008

2011

2013

2016

Product Launch  
**Tempus 2000**  
Telemedicine  
Monitor

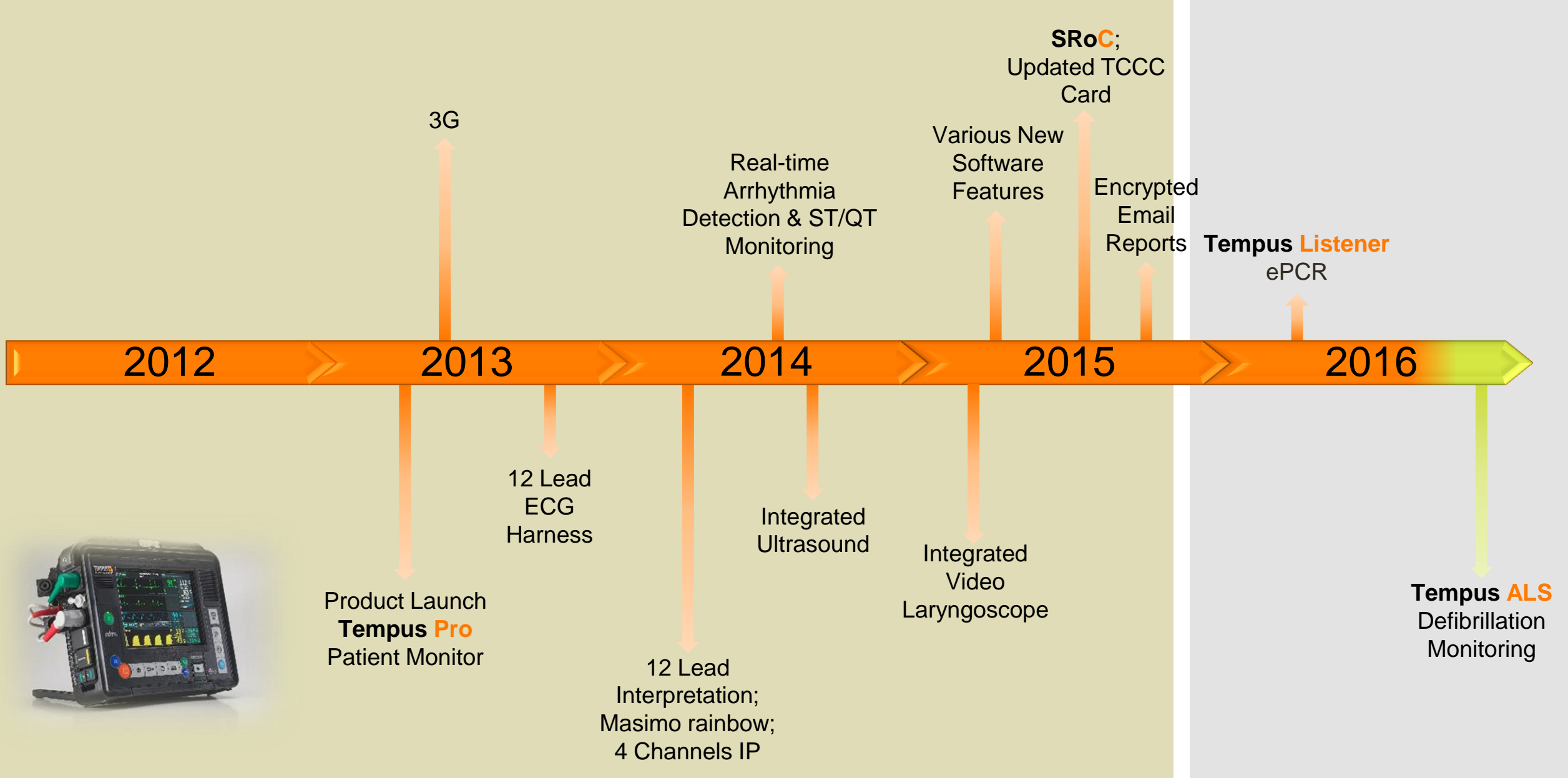
Product Launch  
**Tempus IC**  
Telemedicine  
Monitor



Product Launch  
**Tempus IC2**  
Telemedicine  
Monitor

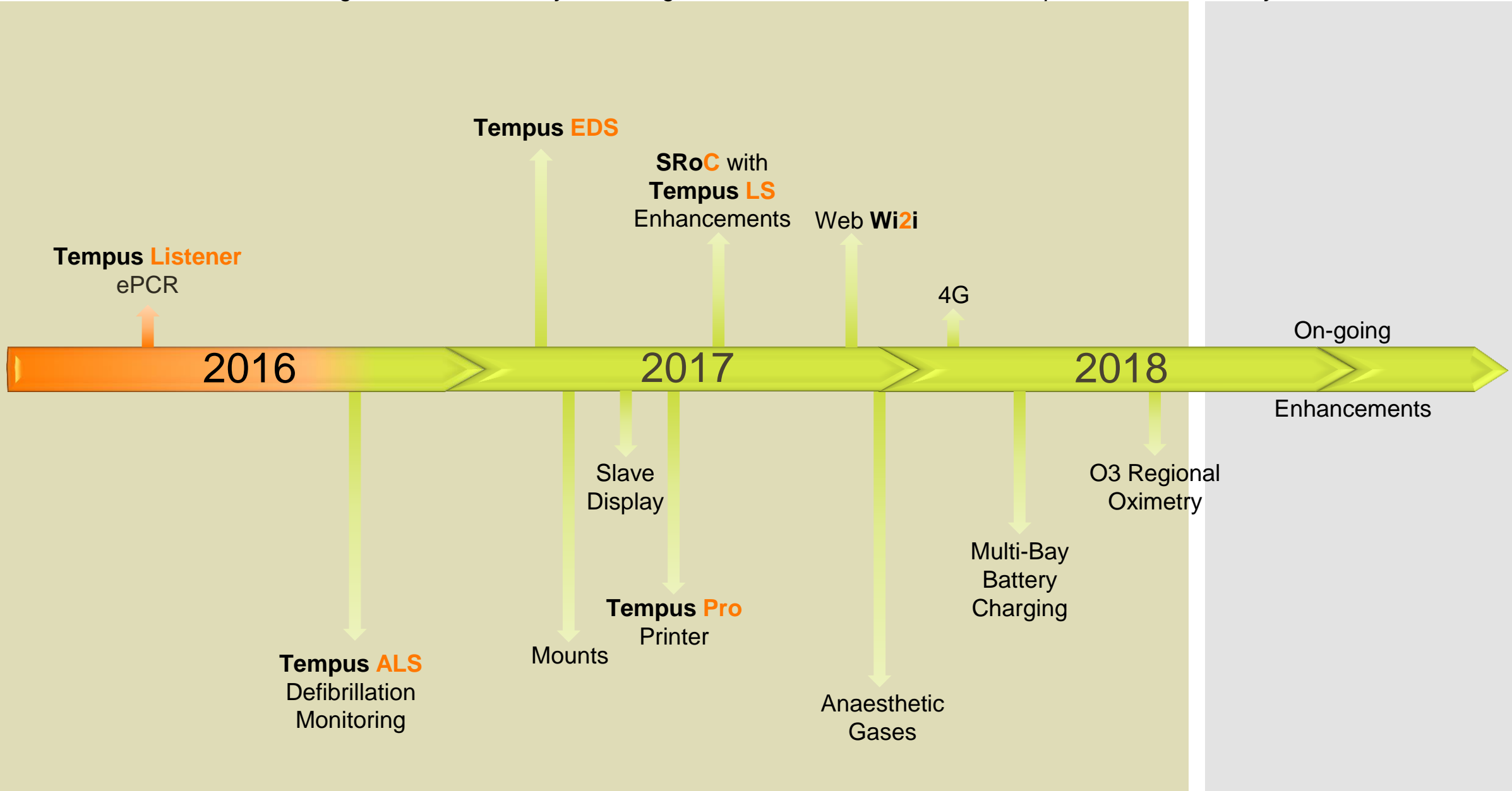
# Continuous Customer-Led Enhancements

*Designed to be added to your exiting monitor in the field via a software update or an accessory*



# Continuous Customer-Led Enhancements

*Designed to be added to your exiting monitor in the field via a software update or an accessory*



# Why Space?

- Our customers' locations are very remote





# Satcoms Links Our Customers

- Satcoms brings first world tech and medical expertise to... ..*anywhere*





# RDT Business Growth and ESA



Tempus 2000

Tiny market  
Technology constrained  
Hard to produce  
Hard to deploy  
Hard to maintain

2000-2008



Tempus IC

Medium-size market  
Technology flexible  
Easier to produce  
Easy to deploy  
Easy to maintain

2008 - 2025



Tempus Pro

\$500mm market  
Eye catching tech  
Accessed new markets

2011 - 2025

# RDT Business Growth and ESA



Tempus IC



Tempus Pro

\$500mm market  
Eye catching tech  
Accessed new markets

2011 - 2025



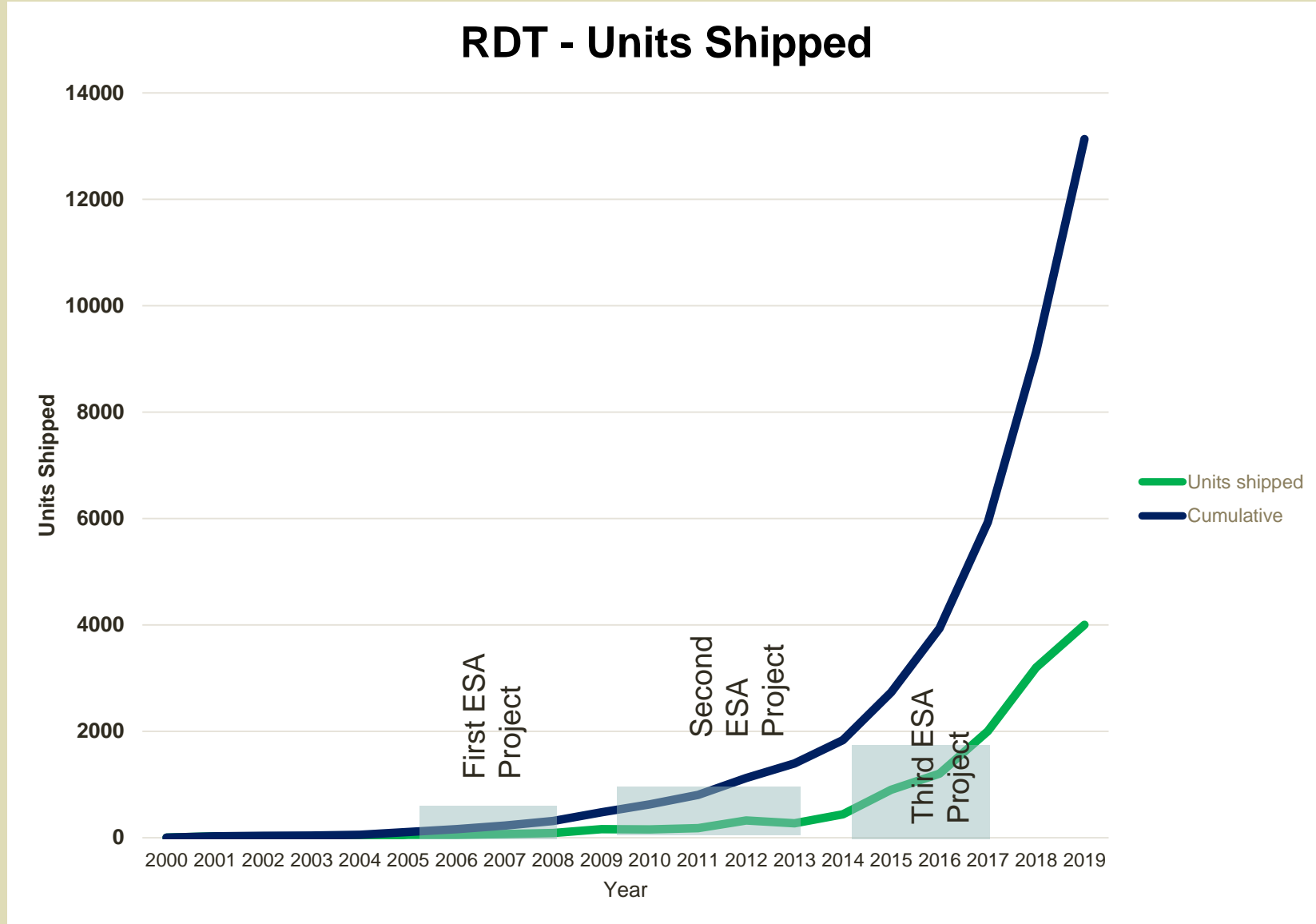
New Product (MEDICA 2016)

\$3.5b market  
Highly scalable  
Highly deployable  
Leading edge tech

2017 - 2025+



# Production after ESA's Support





# Benefits & Opportunities from ESA Involvement



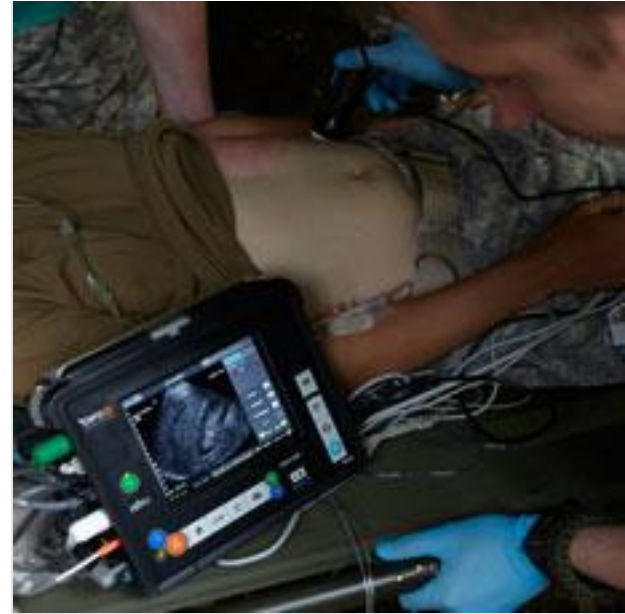
- Project governance
  - Particularly for an owner-managed firm
- Brand association is helpful
- Dialogue with the ESA staff
- Adherence to “user-pull” rather than “technology-push”
  - This has proven to be valuable (or a good lesson learned)
- Introductions
- Marketing



# Benefits & Opportunities from ESA Involvement



- Partnering with ESA has been positive for all involved
- We would encourage others to consider it
- They are keen to work with other firms who aren't focussed purely on space
- **You may be surprised the contributions a space agency can add to a non-space application – we were!**



# Revolutionising Pre-Hospital Care



**Thank you for listening**