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

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www.rdtltd.com
Remote Diagnostic Technologies Ltd (RDT)

• 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)?

- 3 & 5 & 12 Lead ECG with real time arrhythmia detection, ST & QT & 12 lead interpretation
- NIBP
- Masimo Rainbow Pulse Oximetry (PVI, PI, SpO₂, SpHb, SpMet, SpOC, SpCO,)
- Invasive Blood Pressure (Up to 4 channels)
- Capnometry (Intubated & non intubated patients)
- Contact Temperature x 2
Product History

2001
Product Launch Tempus 2000
Telemedicine Monitor

2008
Product Launch Tempus IC
Telemedicine Monitor

2011
Product Launch Tempus IC
Professional Patient Monitor

2013
Product Launch Tempus Pro
Professional Patient Monitor

2016
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*

- **2012**: Product Launch Tempus Pro Patient Monitor
- **2013**: 12 Lead ECG Harness
- **2014**: Real-time Arrhythmia Detection & ST/QT Monitoring
- **2015**: Various New Software Features
- **2016**: Tempus Listener ePCR

**Tempus ALS Defibrillation Monitoring**

**Tempus Pro**

12 Lead Interpretation; Masimo rainbow; 4 Channels IP

**Integrated Ultrasound**

Integrated Video Laryngoscope

**SRoC**: Updated TCCC Card

**Encrypted Email Reports**
Continuous Customer-Led Enhancements

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

- **2016**
  - Tempus EDS
  - Tempus Listener
    - ePCR
  - Tempus ALS
    - Defibrillation Monitoring

- **2017**
  - SRoC with Tempus LS Enhancements
  - Tempus Pro
    - Mounts
  - Slave Display
  - Web Wi2i

- **2018**
  - Anaesthetic Gases
  - Multi-Bay Battery Charging
  - O3 Regional Oximetry
  - 4G
  - On-going

- **2019**
  - Printer
  - Mounts
  - 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**

$500mm market
Eye catching tech
Accessed new markets

2011 - 2025

**Tempus Pro**

**New Product (MEDICA 2016)**

$3.5b market
Highly scalable
Highly deployable
Leading edge tech

2017 – 2025+
Production after ESA’s Support

RDT - Units Shipped

- Units shipped
- Cumulative

Year

First ESA Project
Second ESA Project
Third ESA Project
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