



Research & Development

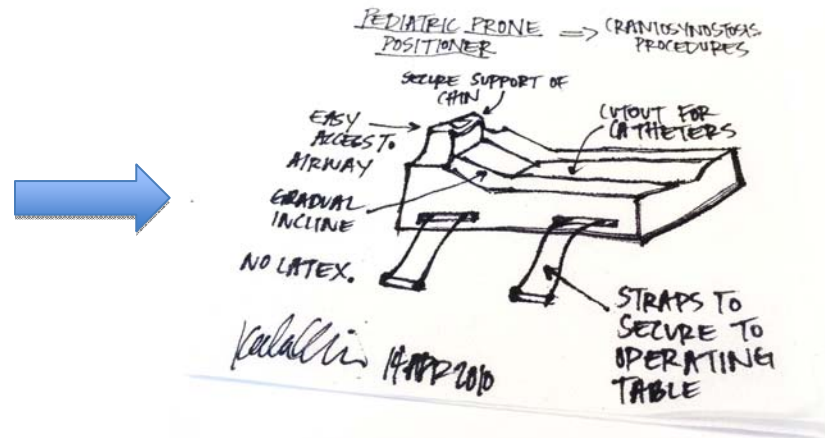
Product Innovation at Mercy

Keela Davis
Director, Mercy R&D

PROBLEM



IDEA



SECURE360°
PEDIATRIC PRONE POSITIONER



**Mercy R&D
provides
solutions that
advance
healthcare.**



SOLUTION

Why develop new products?

- Contribute to our patients
- Impact more than one patient at a time
- Reduce costs
- Improve outcomes
- Attract and retain the best and brightest
- Demonstrate our commitment to improve healthcare



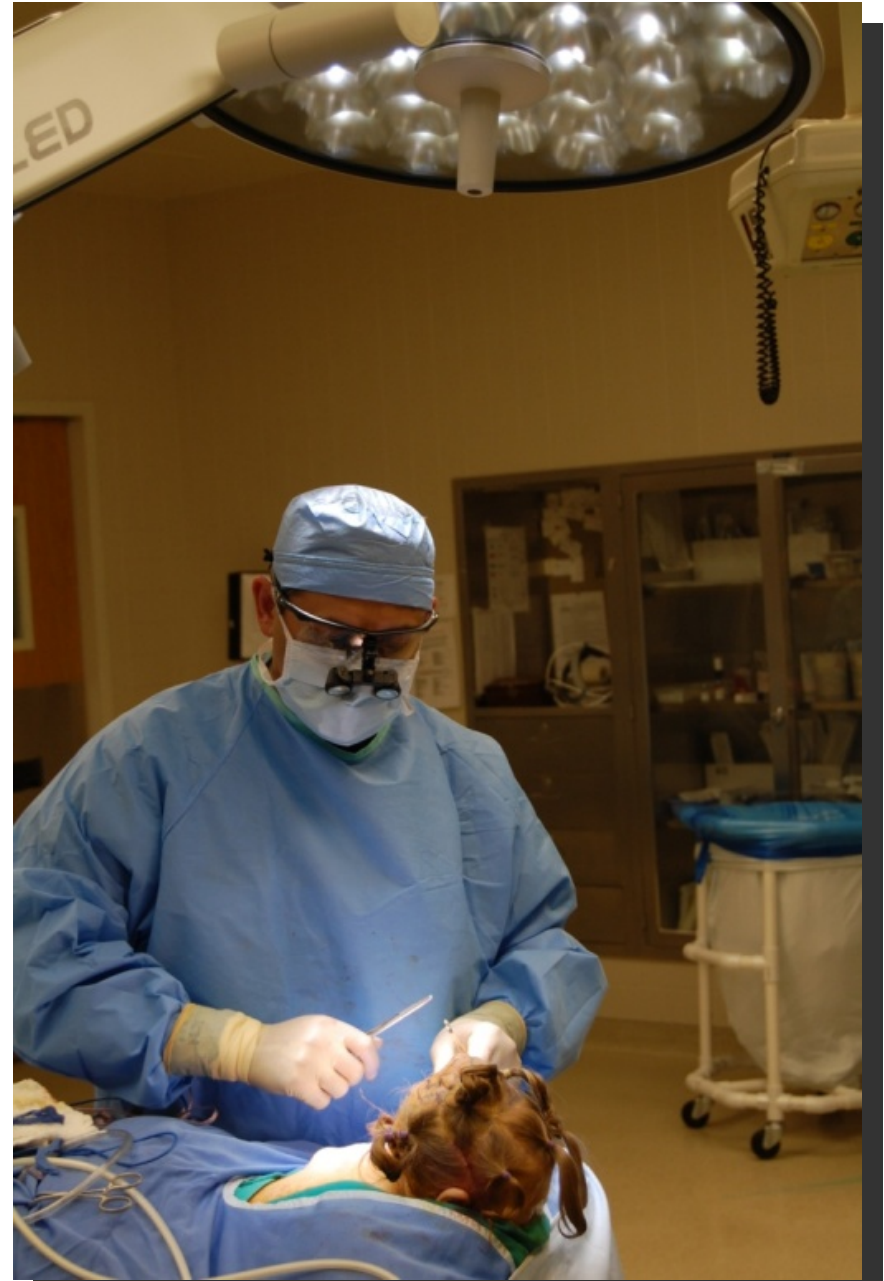
What is Mercy R&D?

- Assets:
 - Team of highly trained Scientists and Engineers
 - Strong experience in medicine and many other industries
 - Laboratory and design facilities and equipment
 - Partnerships with universities and companies



How does it work?

- Idea
- Invention disclosure
- Program discovery
- Design
- Prototyping
- Testing
- Intellectual property
- Marketing
- Licensing
- Technology transfer
- Product launch



What is unique about us?

- We find a solution to a problem, not vice versa.
- Do not pull physicians and nurses out of practice
- Able to conduct feasibility testing in-house
- Work directly with ROi and purchasers to define need and means for implementation
- We know the market because we are the market
- We create and maintain all of our own intellectual property
- Leverage strong purchasing power for more attractive market entry
- We define the problem, and we define the right kind of solution.



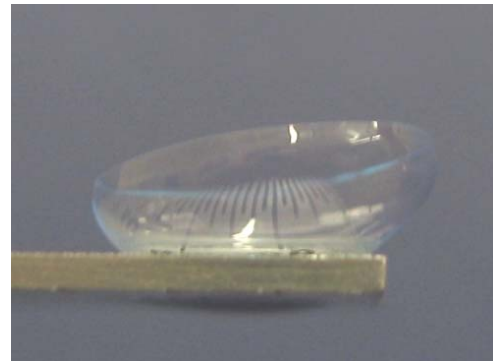
Where are we at now?

- Started 5 years ago
- Grown from one scientist → currently have a team of 12
- Began with 5 ideas → have received over 130 inventions
- Received \$5.26 million dollars in external funding to date
- Licensed 4 products
- In commercialization process for 6 products
- Actively working on 12 products with an additional 16 products in queue
- Built strong partnerships within Mercy and with entrepreneurs, investors, universities, manufacturing companies, and service providers



Recent Successes

- Department of Defense Grant
 - \$4.8 million dollars
 - Development of 5 products



Recent Successes

- Licensed 4 products
 - 2 products to Soule Medical
 - 1 product to Ansell Sandel
 - 1 to a start-up company

SURGICAL POSITIONERS

SECURE60°
PEDIATRIC PRONE POSITIONER

SECURE FLIP
PEDIATRIC DUAL POSITIONER

NEEDLESTICK PREVENTION



HAND SANITIZER



Recent Successes

- Grant from Missouri
 - \$200,000 to help boost the economy
 - License our technologies to local start-up companies
 - Provide support to entrepreneurs and investors to increase potential of success



What is the long-term goal?

- Continue to create products to advance healthcare and reduce cost
- Become fully self-sustained from product licensing royalty revenues
- Be recognized on a national level for commitment to research and innovation by consistently providing relevant and smart solutions
- Have a positive economic impact for Mercy as well as Missouri and the other states in which we serve.



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THANK YOU

