



RANGE OF MOTION EXERCISER

ISSUED US PATENT FOR PHYSICAL REHABILITATION MEDICAL DEVICE AVAILABLE FOR LICENSING

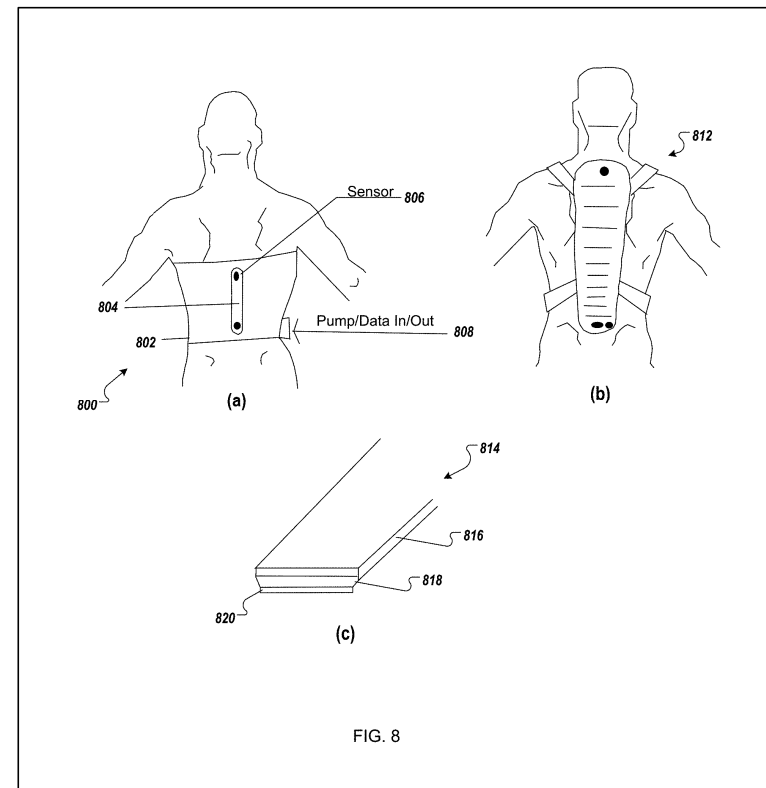


DISCLOSURES

- This report may include statements, forecasts, projections and other predictive statements that represent Ratel Consulting LLC's (Ratel) assumptions and expectations in light of currently available information. These statements, etc., are based on industry trends, circumstances and other factors, and they involve risks, variables and uncertainties. Ratel's actual performance results may differ from those projected in this report. Consequently, no guarantee is presented or implied as to the accuracy of specific statements, forecasts, projections or predictive statements contained herein.

OVERVIEW & HIGHLIGHTS

- Issued US patent is offered to be licensed on an exclusive basis based on application/segment.
- Patent covers system which includes a device that includes one or more bladders capable of being inflated and deflated. The system also includes an information package capable of processing data representing the inflating and deflating of the one or more bladders.
- No existing licenses, encumbrances, or special circumstances.



PATENT INFORMATION & EVENTS

Patent Number	Priority Date	Filing Date	Grant Date	Expiration Date
US 9,750,979 B2	November 25, 2013	April 15, 2016	September 05, 2017	November 21, 2034

Patent Number	Hyperlink
US 9,750,979 B2	https://patents.google.com/patent/US9750979B2/en?q=9750979

ADDRESSABLE MARKETS

- Recent studies by the Congressional Research Service (CRS), BMI Research, and the Advanced Medical Technology Association (AdvaMed, the industry's main trade association) have estimated that total U.S. spending on medical devices was \$172 billion in 2013. These estimates indicate that medical devices account for roughly 4 percent to 6 percent of total U.S. spending on health care (BMI Research 2015). The AdvaMed study also found that the share of total U.S. spending on health care devoted to medical devices has changed very little over time, suggesting that spending on medical devices has grown at about the same rate as the broader health care sector.
- Marketdata estimates that the U.S. physical and occupational therapy industry was worth \$34.5 billion in 2018, up 6.2% from 2017. The total market is forecast to grow at a 6.2% average annual pace, to \$45.7 billion by 2023. Revenue growth has been steady since 2007. There are an estimated 38,800 clinics in America providing physical and occupational therapy. Average annual receipts per clinic are \$886,000, and they have a 14.6% net profit margin. Physical therapists earned an average of \$79,850 in 2017, and projections by the Labor Dept. reveal that physical therapists are expected to see job growth of 28% through 2024. The median pay for occupational therapists was \$84,270 in 2018, and job growth is expected to increase 27% from 2014 through 2024.

SUMMARY OF OPPORTUNITY

The products that will be developed from the '979 patent create multiple value propositions and multiple improvements over incumbent technologies and current physical therapy courses:

- '979 devices can replace one or more physical therapists for certain treatments.
- '979 devices can be used in homes for mobility impaired patients, a key end-user segment.
- '979 devices can fill underserved rural and low-income markets where physical therapy facilities and qualified personnel are scarce.
- '979 devices will be inexpensive to manufacture and simple to source parts. Air bladders, pumps, and pressure sensors are well established technology and fairly commoditized. Compared to more expensive gear or servo driven medical devices, air bladders are also more durable and require less maintenance.
- '979 devices will be driven by imbedded software, which is easy to transfer between different models, provides additional product protection, and allows for easier product updates.
- '979 devices will measure patient movements precisely and be able to optimize therapy courses.
- '979 devices will be connected and allow physicians to securely monitor their patients in real time from anywhere.

PROPOSAL REQUIREMENTS AND GUIDELINES

- Proposals will be reviewed in the order they are submitted.
- Proposals should contain the following:
 - Go-to Market Business Plan for each product segment/application
 - Development Timeline
 - Sales Projections
 - Royalty Structure including but not limited to Unit/Basis, Minimum Annual Payment, Good Faith Royalty Payment, Sub-license, etc.
 - Other pertinent information to bolster your business case
- Proposals to be submitted to charlie@ratelconsulting.com with “ ’979 Proposal” in subject line
- Deadline for proposals is August 31st, 2020.

CONTACT INFORMATION

- Charlie Parker
- Founder & Principal Consultant
- charlie@ratelconsulting.com
- M: +1.781.856.4981
- <https://www.linkedin.com/in/charlieparker-ratel-consulting/>
- Brendan Murphy
- Corporate Counsel
- brendan@ratelconsulting.com
- M: +1.508.360.2776
- <https://www.linkedin.com/in/brendan-murphy-b7446463/>
- Nazita Gamini
- Licensing Associate
- nazita@ratelconsulting.com
- M: +1.508.785.5385
- <https://www.linkedin.com/in/nazita-gamini-86765a83/>

Ratel Consulting LLC

One Broadway, Cambridge, MA 02142

<https://www.ratelconsulting.com/>