

About Vitalic Medical

Vitalic is developing a targeted, smart trigger system to help nurses identify early signs of deterioration and potential falls risk patients so that they can spend time with patients who need them the most. The system prompts nurses to attend patients when patient activity pre-empts a fall risk or when customised parameters indicating deterioration are crossed.

Vitalic Medical's flagship product, The MyCue Platform, is for general wards to help nurses identify these early signs of deterioration and potential falls risk patients. The product has been developed in partnership with Ramsay hospital group in response to a direct need.



ANDHealth+ Impact

Vitalic significantly matured their product strategy throughout their time in ANDHealth+, greatly reducing the risk for the business. This included a quality improvement trial at Ramsay Hospital.

The ANDHealth+ panel commissioned a deep third-party regulatory analysis to inform and support the company in developing the MyCue MVP and to inform the regulatory strategy going forward. Vitalic Medical significantly benefited from a health economics report undertaken in partnership with Potential(x) that informed initial financial/economic modelling and industry engagement supporting Vitalic's broader value proposition of reducing falls and deterioration. Focused on commercial expansion, Vitalic Medical have begun exploring US, UK and EU market opportunities as well as strategic partnerships prospects. ANDHealth has facilitated direct introductions to UK health networks including the NHS and accompanied Vitalic to perform in-market business development and business intelligence as a delegate to the Australian British Health Catalyst.

Testimonial

"One of the key benefits of the ANDHealth+ program was that it was tailored to the needs of Vitalic Medical including our advisory panel. The advisory panel provided ongoing objective guidance on our business throughout the program helping to ensure we were focused in the right areas and on the right activities."

"ANDHealth+ is a critical component to the ecosystem. It provides robust guidance and direction for mid-stage companies with a strong focus on ensuring companies have the clinical evidence and commercial evidence to support the raising of growth capital."

Sue Dafnias, CEO, Vitalic Medical

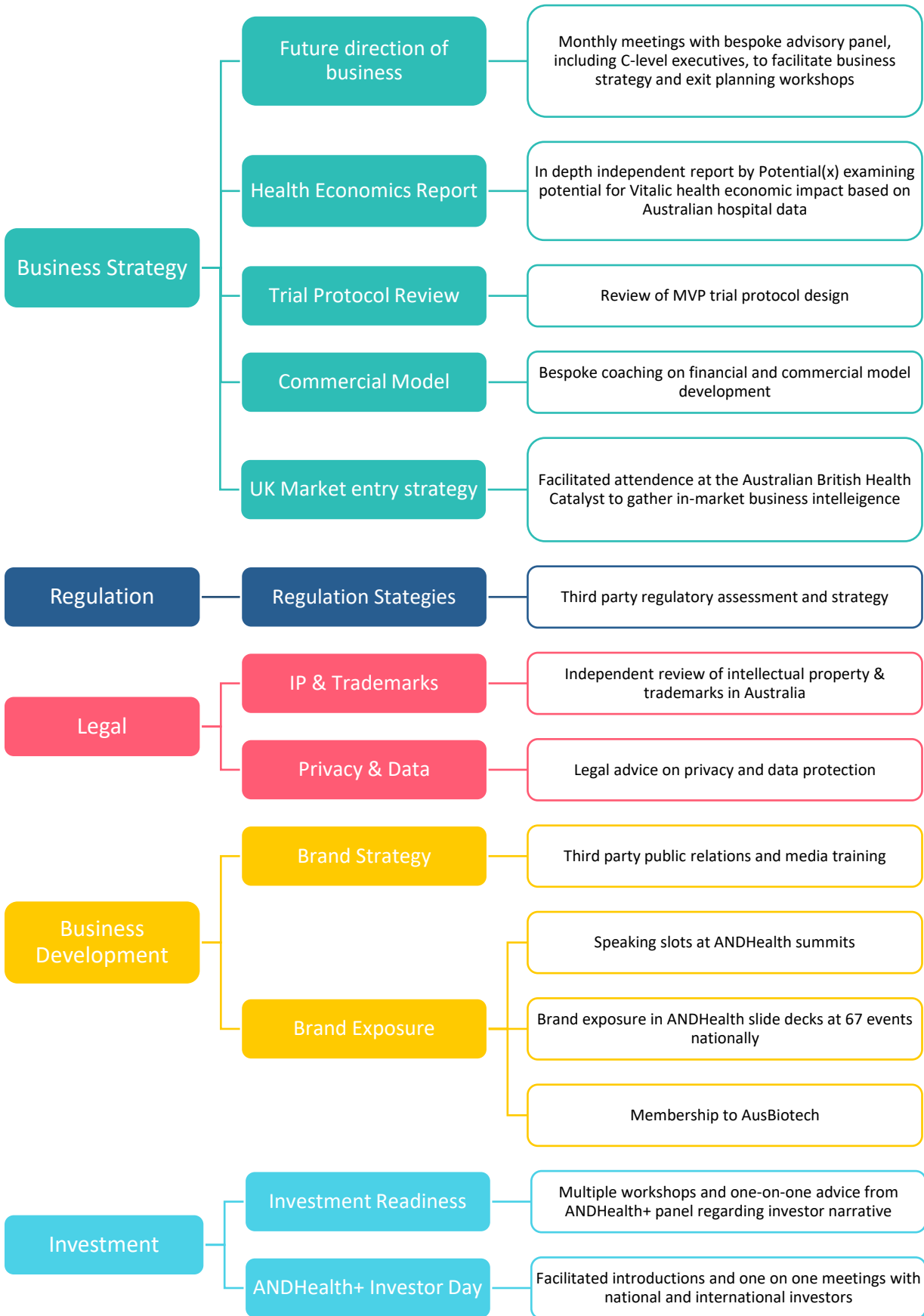


Vitalic Medical Milestones

Milestones	Before ANDHealth+ 2018 Program	After ANDHealth+ 2018 Program
EU Market Entry Strategy	● ○ ○ ○ ○	● ● ● ○ ○
Health Economics	● ○ ○ ○ ○	● ● ● ● ○
Regulatory Strategy	● ● ○ ○ ○	● ● ● ● ○
Brand Strategy	● ● ○ ○ ○	● ● ● ● ○
Business Strategy	● ○ ○ ○ ○	● ● ● ○ ○

*Note: Vitalic Medical has agreed to all sentiments outlined in this case study

Challenges addressed during ANDHealth+



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