

Bio-medical company finds technologies to go wireless



The Problem/Need

A small bio-medical start-up company, a TMAC client and incubator partner, has a strong selling, first-generation, wired bio-medical device. Customers were requesting a wireless version of the device, but the client did not have the capabilities or know-how. To develop a second-generation product, the client needed to know which wireless protocol to use and where to find suitable wireless component suppliers and development partners.

Confidential Client



Project Outcomes

- Identified a wireless protocol that met all of the client's requirements.
- Educated the client on key protocol issues and requirements.
- Provided the client with a decision matrix that compared multiple wireless vendors against key supplier criteria.
- Delivered a targeted set of suppliers and development steps.

Key Requirements

- Wireless operation of the device must equal that of the hardwired version.
- Wireless protocol must be secure and comply with patient privacy laws.
- The wireless device must work in emergency/operating rooms as well as in mobile medical facilities.
- Multiple wireless devices need to operate in close physical proximity.
- Wireless synchronization of the device needs to be quick and simple.



Project Impact

- As a result of this project, the client:
- Identified a potential protocol to use and suppliers to engage so they can begin developing cost structures for the new device.
 - Obtained the information necessary to purchase hardware for prototype development and testing.
 - Identified TMAC as a potential partner to assist with design and prototyping of the next generation device.

"Our client had identified a business growth opportunity, but needed assistance in identifying wireless technologies that met all of their requirements. TMAC not only identified an appropriate protocol, but also a targeted set of suppliers and created a map of development steps."

– Richard Bergs, TMAC

