

RESBED - A HOSPITAL BED THAT PIVOTS 90° TO A STAND-ASSIST CHAIR



resbed.com Dobson NC   

Healthcare

LEAD INVESTOR



Chris Martin

I've been following the production and design of ResBed for years. It's been amazing to see the constant improvement of bed functionality for nurses and patients. The combination of the 1st ever head to toe access (Outside of the OR) and full stand assist will drastically change the bed standards, the lives of nurses, and patients. When you look deeper into the designing team and staff support of ResBed you will see some of the best names in the medical industry and medical production industry. Thus, the opportunity to invest in a company like this from early launch is the easiest investment decision I've made. I look forward to seeing ResBed change the market and excited to be a part of its success.

Invested \$50,000 this round

Highlights

- 1 Patients can exit and enter a hospital bed with 90° Pivot and Stand-Assist Chair
- 2 Nurses and caregivers can eliminate the repetitive back strain from lifting or team lifting patients
- 3 Hospital Administrators can reduce worker injuries and work-days away related to patient positioning
- 4 Our Migration Minimizer stops unwanted head-of-bed angle, patient sliding and skin shearing
- 5 Help us improve healthcare everywhere, and the patient experience for everyone

Our Team

Our Team



Byron Wurdeman Founder of ResBed

Inventor and entrepreneur with highly specialized expertise in hospital bed and patient positioning technology. Mr. Wurdeman is the inventor and founder of ResBed.

In 2002 Founder, Byron Wurdeman suffered his 2nd hospital bed acquired injury. For the next 20 years, Byron applied his personal experience and desire to help everyone who'd be unable to exit a hospital bed without pain or assistance.



Paul Torres Founder of Bioi & Strategic Advisory Board Member

Chairman Emeritus of the Board for the Biomedical Engineering Society - Industry Advisory. Paul has deep expertise in medical device data, addressable markets, & contract access for Government, CDC & FDA.



David Novotny GM of ICON & Chair of the Strategic Advisory Board

Mr. Novotny currently serves as General Manager & V.P. of Operation for ICON plc, along with its Medical Device & Diagnostic business unit. ICON generates annually \$5.4 Billion with 38,000 Employees.



Dr. William E. (Billy) Cohn VP J&J - Strategic Advisory Board Member

Dr. Cohn is a Vice President at Johnson & Johnson Medical Device Companies as well as the Executive Director for Johnson & Johnson Center of Device Innovation at the Texas Medical Center. He is a Professor of Surgery at Baylor College of Medicine.



Jerry McKinney Former CPO & Strategic Advisory Board Member

Former Chief Purchasing Officer & Vice President of Material Management for Quorum Health Corporation. Mr. McKinney has 40 years in Healthcare with expertise in all areas of capital equipment management, planning & construction.



Christelle Cavalli Marketing & Public Relations

CEO of Brutally Honest LLC, a Full Service Marketing & PR Agency, specializing in Medical Device and Healthcare Initiatives. Ms. Cavalli has 10 years experience in Business Development, IP Management & Marketing within Regulatory Compliance.



Jose Quintana CEO of Advent GX - Strategic Advisory Board Member

Mr. Quintana is President & CEO of Advent GX. As a lifelong entrepreneur, he has started several successful companies & has been a consultant to many of the world's top corporations including Nokia, Sprint, Qualcomm, Frito-Lay, Schering-Plough.



Doug Jones Strategic Advisory Board Member

30 years in the HealthCare industry, working on both the supplier and provider side, with extensive experience in sales and sales management, national accounts and large account management, health care contracting and pricing strategy.



Dr. Lonnie Young Caprock CMO - Strategic Advisory Board Member

Dr. Young is the Chief Medical Officer and Co-Founder of Caprock Health. He championed concierge medicine in the region. He has spent 15 years in full-time, direct patient care in multiple emergency rooms.



Dr. Andy Wilson CEO ACP Health - Strategic Advisory Board Member

Dr. Wilson leads strategic growth and development of ACPHealth's existing service line and novel acute care innovative pathways. He interfaces with community and large Health System partners to transform and sustain their Emergency Departments.



Laif Asfeth Amegy President - Strategic Advisory Board Member

Laif leads all strategic direction, credit risk management and specialty lending groups. He has served as Executive Director of C&I Lending, which is responsible for management of Amegy's commercial banking, corporate banking and energy banking.



John Hughson CEO Frio Hospital - Strategic Advisory Board Member

John is an experienced Hospital Executive. He has worked with several national hospital firms and currently serves as the Frio Hospital CEO within the HCA system of owned and managed hospitals. He has also served as CEO of hospitals across Texas



Dr. Michael Mikulecky Strategic Advisory Board Member

Dr. Mikulecky is an Orthopedic surgeon for Dignity Health Medical & part of the American Board of Orthopedic Surgery.



Braden Anderson CEO of PH LLC - Strategic Advisory Board Member

Braden is an experienced operator and executive in healthcare delivery with a demonstrated history of building teams, creating and improving repeatable processes, analyzing problems, negotiating contracts, and delivering results.



Dr. Luis Fernandez Strategic Advisory Board Member

Dr. Luis Fernandez, M.D., KHS, KCOEG, FACS, FASAS, FCCP, FCCM, FICS, Professor of Surgery for the Dept. of Surgery at UT Health Science Center-Tyler, Texas. He serves as Trauma Surgeon & Medical Director for Trauma Wound Care, UT Health-Tyler, TX.

Help "Pivot" Healthcare



WHAT WE NEED

- 1.\$1,069,997.30
- 2.This is for Manufacturing, Parts/Product Inventory & organizational buildout
- 3.With this money we will hit all the milestones for our next round within 180 Days.
- 4.Help us improve healthcare everywhere & the patient experience for everyone

Our Strategic Advisory Board -

We have assembled a World Class Board of career innovators & operators to help guide RESBED

SENIOR LEADERSHIP & ADVISORY BOARD

Byron Wurdeman
Chief Executive Officer
27 Years-Hospital Bed Reconditioning & Sales
Inventor of RESBED

David Novotny
General Manager & Head of Medical Device & Diagnostic Research - ICON, PLC & Chair of the Strategic Advisory Board

Paul Torres
Founder of Biologix & Emeritus Chairman of the Board for the Biomedical Engineering Society of North America - Industry Advisory

William E. (Billy) Cohn, MD
Executive Director, Johnson & Johnson Center for Device Innovation

Jerry McKinney
Chief Purchasing Officer - Emeritus - Quorum Healthcare

Jesse Quintana
President of AdvantOX & Founder of Innovation Underground

Laif Asfeth
President of Amegy Bank

Doug Jones
President & Co-Founder of Health Monitoring Services

John Hughson
CEO Frio Hospital

Lonnie Young, MD
CMO CapRock Health System

Andy Wilson, MD
President of A&P Health

Michael Mikulecky, MD
Orthopedic Surgeon - Digity Health

Luis Fernandez, MD
Trauma Surgeon, Medical Director, Trauma Wound Care, UT Health East

Braden Anderson
CEO Physician Housecalls

"RESBED has the global potential to be the most transformational medical device healthcare has seen in my lifetime."
Paul Torres
Chairman of the Board - Emeritus



RESBED EXISTING HOSPITAL BED DETRIMENTS
Decades of minimal innovation

- Patient:** Prolonged recovery, in-bed migration, secondary injuries, difficult bed ingress/egress, falls & diminished quality of life.
- Caregiver:** Overexertion, occupational injuries, increase in workers compensation claims & decreased productivity.
- Hospital:** Decline in workforce functionality, excessive biomedical engineering repairs, unnecessary expenditures & penalties.

'STAND FOR HEALTH'

Vote for someone you know, to use a RESBED, in their home for 1 year.

RESBED EXISTING ADVERSE PATIENT IMPACT

- Unconducive healing environment, hospital bed acquired injuries, increased length of stay (LOS)
- Patient falls, pressure ulcers, skin shearing, Ventilator Associated Pneumonia (VAP) & secondary infections
- Late mobility, & in-bed patient migration
- Additional treatment costs for patient/payer
- Quality of life

611,000
Average daily patient census in U.S. hospitals

'SAVE THE BACKS!'

RN's & Nursing Assistants suffer more than 37,000 musculoskeletal injuries per year - more than construction or mining

RESBED EXISTING ADVERSE CAREGIVER IMPACT

- Nurses lift the equivalent of roughly 1.8 tons in an 8-hour shift
- Inefficient patient repositioning requires multiple



caregivers for tandem lifting and/or additional lifting equipment

- Decreased employee satisfaction & productivity
- 12% of nurse turnover is due to back injury & chronic back pain



Reports as high as 90% lower back pain in nurses is higher than in the general population



EXISTING ADVERSE HOSPITAL IMPACT

- Rise in workers compensation claims due to occupational injuries
- Prolonged patient stays reduce patient census
- Penalties for patient re-admittance
- Decreased patient satisfaction
- Diminished hospital reputation
- Decline in hospital profits
- Increase in hospital expenditures

27.7% of RNs averaging 7 'days-away-from-work' were from back injuries



There is nothing like RESBED.

We just made fundamental changes & kept it simple.



SOLUTIONS

Exclusive to RESBED

- 90°**
- Bed Features:**
 - Migration Minimizer
 - Zero Gravity
 - Enhanced Cardiovascular Trendelenburg (ECT)
 - Trap & Crash Free Side Rails
- Engineering Features:**
 - Remote Bluetooth Diagnostics
 - Plug & Play Repair Parts

The only Class I/Class II medical device to pivot 90° from a full featured hospital bed, into a stand-assist chair.

- Pivoted Features:**
 - Prepare to Pivot
 - 90° Pivot
 - Stand Assist Chair

Quality of Life -

Recovery induced positions like '90° Pivot', 'Stand Assist Chair', 'Zero Gravity' - NASA Technology & 'Migration Minimizer'



PIVOTED FEATURES

Prepare to Pivot
Pressing button #1 transitions the patient into Pivot Position. Pressing button #2 releases seat section, engaging 90° Pivot.

90° Pivot
The rotating plate manually Pivots 90° left or right, while the bed frame remains stationary. Once pivoted, the Stand Assist Chair can be accessed.



90° Pivot



Stand Assist Chair

Positioning is key to giving a patient reliable stability with minimal caregiver exertion or additional lift equipment. With caregiver assistance, the patient can transition from Full Chair into Stand Assist. Head-of-bed remains tilted back, to avoid forward momentum while standing. The Foot Section becomes perpendicular to the floor for proper patient footing.



Full Chair



Stand Assist



PIVOTED FEATURES

"In my 40 year career I've seen only a few products that had the unique ability to broadly enhance the way we provided care in our 250 hospitals. RESBED can help caregivers do their job better & be safer while they do it. It can also reduce the costs associated with patient falls & staff injuries.

To stand a patient safely & to help staff avoid injury are the greatest benefits I see coming from RESBED."

Jerry McKinney
Former Chief Purchasing Officer at Quorum Healthcare
Senior Director of Equipment Planning at Community Health Systems



Zero Gravity



Migration Minimizer



Enhanced Cardiovascular Trendelenburg

BED FEATURES

- Zero Gravity - NASA Technology, aiding patient recovery. 20 min/day in a Zero Gravity position, is equivalent to the back repair of an 8-10 hour sleep cycle.
- Migration Minimizer - Narrow, stationary pin section between the Head-of-Bed & Seat Section. Addresses the burden caregivers face managing conflicting patient: Head-of-Bed angle & patient migration down bed. Minimizes patient repositioning by caregiver.
- Enhanced Cardiovascular Trendelenburg - Alleviates organ pressure & patient sliding, with down angled Foot Section.



ENGINEERING FEATURES



Trap & Crash Free Side Rails

Spring loaded Side Rails release up & down into place. Non-obscuring positioning eliminates trapped lines & tubing.



Plug & Play Repair Parts

Plug & Play repair parts simplify hospital bed repairs. Keeping beds in-service with an interchangeable, part specific concept.



Remote Bluetooth Diagnostics

Bluetooth accessibility gives real time, RESBED, diagnostic status. Most efficient repairs with correct parts.

"After seeing the bed in person & experiencing it myself, I can definitely say that RESBED outperforms anything on the market. I'm excited to bring this to our patients."

Braden Anderson
CEO - PHC a Home Healthcare Group
Former Hospital System CEO

RESBED

BENEFITS

Hospital. Healthcare. Home.

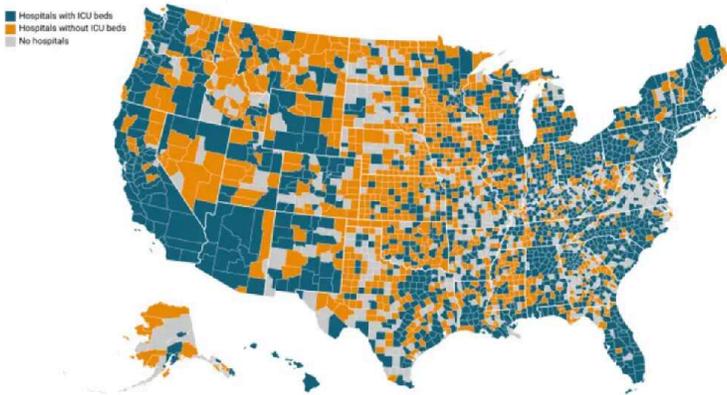
- Secure patient handling & advanced mobility.
- Proper bed ingress/egress
- Reduced length of stay (LOS)
- Minimize migration while maintaining Head-of-Bed (HOB) position
- Lowers risk of kyphotic posture
- Decrease in pressure ulcers, skin shearing & improved respiratory function
- Fewer caregivers required for tandem lifting
- Alleviate strain on caregivers bodies
- Decline in occupational injuries
- Fast, simple & accurate bed repairs
- Lowers additional hospital expenditures

RESBED

TARGET MARKET

- Intensive Care Unit (ICU)
- Hospice
- Skilled Nursing Facility (SNF)
- At Home Health
- Medical Surgical (MED-SURG)
- In-patient Rehabilitation Facilities (IRF)
- Bariatrics
- Long Term Acute Care Hospital (LTACH)

Click the interactive link below to see the heat map of hospitals/counties without ICU beds.



RESBED

MARKET LANDSCAPE

<p>ICU</p> <ul style="list-style-type: none"> • 92k ICU units in U.S. replaced on average every 9 years • 10k units sold every year • \$327M annual spend 	<p>MED-SURG</p> <ul style="list-style-type: none"> • 102k sold each year • \$1.0B annual spend 	<p>LTACH</p> <ul style="list-style-type: none"> • 394 LTACH units • 22,224 licensed hospital beds 	<p>IRF</p> <ul style="list-style-type: none"> • 1,150 U.S. Inpatient Rehabilitation Facilities • 408 hospitals with 20,097 licensed hospital beds
<p>SNF</p> <ul style="list-style-type: none"> • 15,500+ U.S. Skilled Nursing Facilities • 1.6 million U.S. patients/year 	<p>BARIATRICS</p> <ul style="list-style-type: none"> • 256,000 people in the United States underwent a bariatric operation in 2019 	<p>AT HOME HEALTH</p> <ul style="list-style-type: none"> • 4.2 million U.S. homebound adults 2020 • 4.7 million U.S. home health agency patients 	<p>HOSPICE</p> <ul style="list-style-type: none"> • In 2020, 1.61 million patients were taken care of through hospice services in the United States.

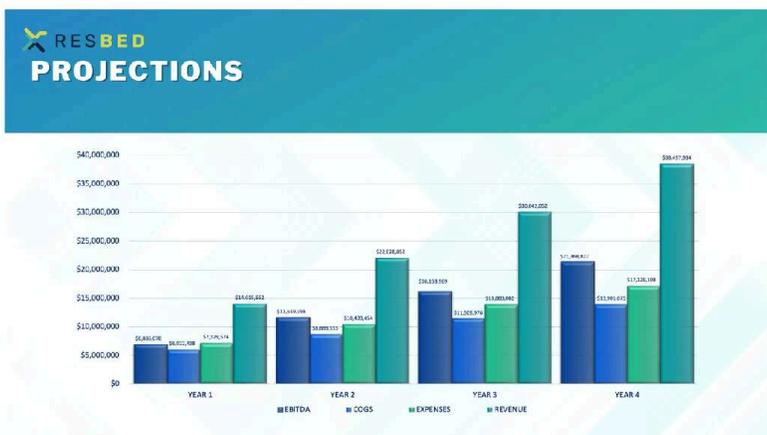


Fast Facts on U.S. Hospitals 2021

TOTAL STAFFED BEDS IN ALL U.S. HOSPITALS	619,559
STAFFED BEDS IN COMMUNITY HOSPITALS	787,006
MEDICAL-SURGICAL INTENSIVE CARE	65,963
CARDIAC INTENSIVE CARE	16,760
NEONATAL INTENSIVE CARE	22,721
PEDIATRIC INTENSIVE CARE	6,115
BURN CARE	1,190
OTHER INTENSIVE CARE	7,410



The American Hospital Association conducts an annual survey of hospitals in the United States. AHA Hospitals Statistics are published annually by HealthForum, an affiliate of The American Hospital Association.



Forward-looking projections are not guaranteed.





Forward-looking projections are not guaranteed.

RESBED COMPETITOR COMPARISON

	RESBED	HILLROM	STRYKER
Prepare to Pivot	✓	✗	✗
90° Pivot	✓	✗	✗
Stand Assist Chair	✓	✗	✗
Migration Minimizer	✓	✗	✗
Zero Gravity - NASA Technology	✓	✗	✗
Enhanced Cardiovascular Trendelenburg	✓	✗	✗
Remote Bluetooth Diagnostics	✓	✗	✗
Plug & Play Repair Parts	✓	✗	✗
Dual Directional Castors	✓	✗	✗
Concealable Side Rails	✓	✗	✗
Nurse Call Integration	✓	✗	✗
700 lbs. patient load	✓	✗	✗
31" max bed height w/ patient load	✓	✗	✗
35" max w/o patient load	✓	✗	✗
Automatic & Manual brakes	✓	✗	✗



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