

Q&A with Guy Lowery, President and CEO of ECOM Medical, Inc. bring to market their Real-Time Endotracheal Cardiac Output Monitoring Smart Device



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Interview conducted by:
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CEOCFO: Mr. Lowery, what is the focus for ECOM® Medical Inc today?

Mr. Lowery: ECOM Medical is a medical device company that develops devices based upon ones currently used by anesthesiologists and other practitioners in their daily management of patients. What we do that is different than other companies is we take devices used every day and

incorporate our proprietary technology to turn them into what we term as smarter devices that can monitor patients on a continuous basis, but without changing anything the clinician does. They do not have to insert any new device, go through training, set up or calibrate like other devices. They just put it in like the device they normally use and connect it to our electronic monitor. The monitor provides real time cardiac information to manage the patient. Our idea is to give them the ability to monitor the patient without taking any extra time changing what they do or making things more complicated. That is the strategy behind the company.

CEOCFO: How are doctors monitoring today or are they not monitoring what they should?

Mr. Lowery: They have many other technologies that they could use. Currently, if a patient is undergoing surgery, clinicians will place electrocardiogram pads on the patient to monitor the electrical signals for the heart. They will also put an arterial line in to monitor blood pressure on a continuous basis or they will put a pressure cuff on the patients arm to monitor blood pressure intermittently. All patients in surgery are monitored for the oxygen saturation level of the blood and there are other devices to monitor the brain in some surgeries. For cardiovascular monitoring they also have very traditional techniques with inserting catheters into the veins or arteries, so the clinician can monitor how much blood the heart is pumping by placing a catheter in the pulmonary artery. There are various ways of monitoring the amount of blood that the heart is pumping and the resistance to blood flow based on the peripheral vascular conditions, what is called the vascular resistance. These in many cases are limited based on the patients and the type of surgery. Also, most other devices do not monitor on a continuous basis. ECOM monitors the patient without any additional risk and allows them to be monitored from what is called the body core. We are in the central part of the body where it is not impacted by the patient being cold or having peripheral artery disease. ECOM does this on a continuous basis. We monitor the heart beat to heart beat and give the anesthetist immediate information, so they can see the change in the status of the patient. This is different than other types of technology currently in use.

CEOCFO: Would you tell us about your devices and how they are used?

Mr. Lowery: We are developing multiple devices. Two have been cleared through the FDA. The first is an endotracheal tube that is used during standard surgical procedures when patients are intubated. They put the endotracheal tube into