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Q&A with Jeffrey Arnett, CEO of ActiGraph, LLC. providing Accelerometry Monitors for Health Research, Clinical Trials, Home Health and Sleep Assessment

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CEOCFO: ***Mr. Arnett, would you tell us about the vision for ActiGraph?***
Mr. Arnett: Our vision has evolved over time. Our wearable devices were initially used in academic research and population studies to monitor physical activity and sleep in study subjects. Over the last 15 years or so, we've worked with thousands of universities and academic institutions in more than 85 countries. Recently we've become very involved in pharmaceutical drug trials, and it has had a major impact on our business. While we continue to engineer the same high quality products, we're focused on delivering clinical-grade products that can be used in the medical environment. We've had to embrace a lot of quality processes and good clinical practice in our business, and our vision going forward is to not only make the best clinical-grade wearable devices, but also to provide our clients with innovative ways to manage and share that information among stakeholders.

CEOCFO: ***Why was now the time to move into medical?***
Mr. Arnett: They really brought us into it. Historically, and still predominantly in a lot of clinical trials, questionnaires are used as a primary way to measure the efficacy of a drug. You can ask someone how they feel, how active they were, or how they slept, but these are very subjective measures. If you ask them to rate their pain on a scale of one to ten, a two for one person can be a six for another person. Pharmaceutical companies wanted an objective way to monitor patients during a trial, so they looked to the academic research for a device that was highly validated with hundreds of peer reviewed publications to support its accuracy and reliability. Now these clients are able to tell whether a patient is more active today than yesterday or whether they are the sleeping better or worse. This information helps sponsors understand the impact of a drug and other quality of life issues much more effectively.

CEOCFO: ***There seems to be devices that claim to measure many things. What is it about ActiGraph devices that really get the job done?***
Mr. Arnett: You see a new consumer device almost every day, and a lot of them come and go. The differences between ActiGraph and other devices fall in two areas. First of all, our devices are clinical-grade. ActiGraph monitors are FDA cleared class II medical devices in the U.S. and adhere to comparable regulatory standards around the world. That designation has a big impact on the claims we make about the device and the quality systems behind us. Second, owing to our academic research history, our devices have been extensively validated by some of the leading universities for measuring different populations and the way they perform various activities. We have validation papers for our devices with children, adults, and the elderly, as well as specific disease populations.