**[117]** **EARLYSENSE, CONTACT-FREE PATIENT MONITORING SOLUTIONS**

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**ABSTRACT TEMPLATE for EarlySense**

**Questions for Biotech/Pharma; Medical Devices and Health IT/Digital Health categories are:**

* **Investment Rational**
[EarlySense](http://www.earlysense.com/)’s contact-free, continuous monitoring technology is used in medical facilities worldwide to monitor 330,000+ patients for over 10 million hours. In 2015, the company doubled its installed base, helping save hundreds of lives and tens of thousands of hospital days. Recent partnerships with Samsung, iFit and Buerer have also positioned EarlySense as a key player in the consumer sleep/wellness market.
* **Business Strategy**
The EarlySense Hospital Solution is available through direct sales and distribution channels. Recent partnerships with Mitsui in Japan, Custom Medical Solutions for long term/home care facilities, and a co-marketing agreement with Herman-Miller Nemschoff to develop an integrated chair will continue to expand EarlySense’s market. Additionally, entry into the consumer wellness space will bring EarlySense into millions of homes worldwide.
* **Core Technology**
EarlySense’s patented solution is based on a piezoelectric sensor placed under a mattress or chair cushion. The system wirelessly monitors vital signs and movement and uploads data to a server, using advanced algorithms for analysis. Caregiver are alerted if something is amiss, with false alarm rates 100 times lower than traditional sensors. In 2015 EarlySense saved hospitals an estimated $18M.
* **Product Profile/Pipeline**
Products cover three main markets. Hospital market potential includes over 3 million beds, where EarlySense provides a comprehensive solution. The home-medical market includes large chronic and aging populations that will be monitored without requiring any patient compliance. The consumer wellness market includes healthy populations that are actively monitoring and improving their wellness and are looking for smart home/IOT solutions.
* **What's Next?**
EarlySense is in an important growth stage and additional partnerships in the medical and consumer health markets will continue to expand global presence. EarlySense is beginning clinical trials in the area of fertility and women’s health and will continue to increase its activities and reach to improve wellness for millions of people worldwide.