

Vitalacy aims to become the standard technology solution for ensuring patient safety.

COMPANY OVERVIEW

Vitalacy is an enterprise solution at the intersection of wearable technology, the Internet of Things, and machine learning, designed to increase hand hygiene compliance.

MANAGEMENT TEAM

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BUSINESS SUMMARY

Vitalacy has developed a hand hygiene compliance solution battling the spread of healthcare acquired infections (HAIs). HAIs inflict 4% of all hospitalizations in the United States, leading to 75,000 deaths, and costing the healthcare system \$40 billion annually. Studies have demonstrated that increasing hand hygiene compliance directly correlates with a reduction in HAIs.

OPPORTUNITY

Under current regulations, Medicare no longer reimburses hospitals for treating HAIs. Reinforcing this further, the hospitals with the lowest quartile quality metrics incur penalties of up to 5% by Medicare, while 30% of a hospital's reimbursement is determined by patient satisfaction scores. Vitalacy offers a compelling value proposition for significantly reducing the financial burden of HAIs, by enabling hospitals to improve their quality metrics, increase hand hygiene compliance, reduce infection rates, decrease length of stay, and improve patient satisfaction scores.

SOLUTION

Vitalacy prevents the transmission of infectious diseases through automated tracking of hand sanitization. We design intelligent products that track everyday health and well-being. Our proprietary Bluetooth® Low Energy wristbands provide tactile reminders and feedback on hand hygiene quality to healthcare professionals. Our analytics engine generates comprehensive reports for hospital leadership to implement quality measures. The engaging Vitalacy dashboard reinforces a culture of collaboration to foster patient safety by guiding caregivers to adhere to the institution's policies.

THE MARKET

The market size in the USA is estimated to be \$2 billion. The global market for Vitalacy technology is estimated at \$10 billion.

MARKET SEGMENTATION

US Hospitals and health systems including ambulatory care operations; Free-standing surgery centers, dialysis centers and other diagnostic and therapeutic operations; Cruise lines, resorts; Restaurants and other food preparation facilities; Day care centers

MILESTONES

Vitalacy has installed its 4th generation of product at the City of Hope National Medical Center in Southern California and has entered into a national distribution agreement with Henry Schein. We are building our sales pipeline and are in negotiation with hospitals and health systems nationally for installed platform operations. We continue to refine our technology platform, analytics, and reporting capabilities informed by our install base and user experiences.

REVENUE MODEL

Vitalacy technology pricing is determined using a SaaS model for the healthcare market with opportunities for upselling and upgrades.



Vitalacy Product Information



Vitalacy Wristbands

The Vitalacy wristband tracks location data, notifies the user when a hand wash is missed, and provides immediate wash quality and feedback

Web Platform and Mobile App

The Vitalacy Web Platform allows for users and management to track and oversee all compliance activity. The mobile app empowers users with the data and guidance needed to reach their compliance goals.



The Sensors

The Vitalacy Sensors transmit location signals to wristbands to designate areas where hand hygiene events should occur in order to notify users of a hand wash. Sensors are also attached to existing dispensers, tracking the frequency of washes .

