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1500 Bull Lea Road, Suite 206, Lexington, Kentucky, USA

Market Opportunity: In both human and animal pharmaceutical markets, liquid medications are provided in multi-dose vials. Currently, the management of vial inventories is manual, hence problematic. Furthermore, vial inventories are not directly tied to Electronic Medical Records (EMR) supply chain systems. Meanwhile, the healthcare industry is moving rapidly to digitize patient and inventory information making overall system EMR compatible.

The current global vaccines market of about $30 billion is expected to grow at a Cumulative Annual Growth Rate (CAGR) of ~13%. The worldwide animal health market of approximately $25 billion has a CAGR of ~10%. From current level of $20 billion, EMR usage in US is anticipated to grow sharply – at 19% CAGR – over the next 5 years.

Invention and Innovation: Founded in 2010, Fluid Management Systems, Inc. (FMS) has developed non-invasive and low cost technologies for accurately measuring liquid levels inside sealed containers for the human health (SMARTray™ and (ALLERTrak™) and animal health (VETrak™) markets. The motivation for such precise measurement is reduce waste and automate the inventory and supply chain process and also enable medication fluid usage EMR compatibility.

Co-Founders: Three co-founders (Dr. Subodh Das - CEO, Dr. Somnath Mukherjee, CTO and Ajay Das, COO) are all engineers, inventors and serial entrepreneurs with proven history of commercializing products in the electronic & medical device industries.

Company Potential and Exit Strategy: 5 year business plan projects gross and net revenues of $24.7 and of $15.6 million, respectively in 2017. Potential buy out candidates are EMR (GE), Medical Product Supply (Omnicell, CareFusion), Pharma Companies (Pfizer-Zoetis, Merck, Boehringer Ingelheim, GSK, Merial-Sanofi).

Intellectual Property: Published U. S. Utility Patent Number US 8,467,981 B2 on "Non-Invasive Liquid Level Sensing System and Method". Additionally, one provisional and three utility patent applications filed. Trade mark - VETrak™ approved.

Product Application: For hospitals, clinics and animal feeding operations:

- Digitizing inventory management of injectable liquid and solid granular medications such as pills and tablets
- Improving human and animal practice management by enhancing traceability
- Cutting costs and enhancing quality control during pharma manufacturing

Strategic Partners: Ongoing relationship with humans & animal health drug marketing and pharma manufacturing sectors

Product Development Status: Proto-types demonstrated in human & animal sectors. Two commercial units under test for swine farms.

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