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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%. Meanwhile, from the current level of \$20 billion, EMR usage in the US is anticipated to grow sharply – at 19% CAGR – over the next five 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 (Omniceil, CareFusion), Pharma Companies (Pfizer, Merck, Boehringer Ingelheim, GSK, Merial-Sanofi).

Intellectual Property: U. S. utility patent application, “Non-Invasive Liquid Level Sensing System and Method”, claims approved –awaiting publication. One provisional filed and three patent applications in preparation. Trade mark - VETrak™ applied.

Product Application: Hardware & software systems for hospitals , clinics and animal feeding operations:

- Digitizing inventory management of injectable medications
- Improving practice management by enhancing traceability
- Cutting costs and enhancing quality control during drug manufacturing

Strategic Partners: Ongoing working relationship in humans and animal sectors

Product Development Status: Proto-types demonstrated in human & animal sectors. Designing & building two commercial units for swine farms.

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