



## EXECUTIVE SUMMARY

**Problem:** Severe global ventilator shortage, with backlogged manufacturers, inappropriate product design and price gouging

**Mission:** To produce a low-cost ventilator

**Solution:** Low-cost, mass producible ventilator

### Proprietary Tech:

Pneumatically driven ventilator

### Business Model:

Licensing design for manufacturing

**Market Opportunity:** Ventilators cannot be procured at the levels needed to properly supply clinical need

- State of California Department of Veteran Affairs In-home oxygen and In-home ventilator services
- Reoccurring 4.24 million each year, 30 million over 7 years



**In-home contracts**

## POTENTIAL REVENUE

- Wayne County Texas
- 93K (only 5 ventilators)
- 3,006 counties in US



**EMS**

- GE 64.1 Million dollars for 2,410 ventilators
- Need replaced every 3-5 years
- Recurring contracts with National Stockpile



**Government Stockpile**

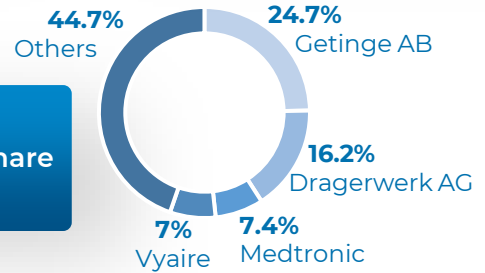
## COST STRUCTURE

- Overall costs for ventilators range from USD 10,000-50,000
- \$1000 price point per Victory Vent well below market average
- Favorable price provides for greater ease of adoption in developing countries
- Victory Vent can be stockpiled in case of black swan event
- Nursing home adoption providing care to most susceptible of population (Estimated to increase over next decade)



## THE MARKET

**SOM**  
1% Market Share  
**\$72.4M**



Production Cost  
**~\$250 per unit**

Price point at  
**~\$1000 per unit**

Price point yields a gross  
**\$72.4M**

## TIMELINE

**Until now**

Proof of concept prototype completed

Initial testing conducted

**Post Funding steps**

Prototyping cycle (design, machining, testing and revising) ~12 weeks

Final Device fabrication and testing ~16 weeks

Documentation for FDA submission ~8 weeks

**Securing Funding now allows for**

Prototyping Cycle finished Q2 2022

FDA submission end Q4

**Currently Seeking \$1M For Phase 0**

**Exit Opportunity after 2 years**

christopher.morgan@serveadvisory.com