Andy Mears

Managing Director
Deltex Medical Ltd.
Email**:** andy.mears@deltexmedical.com
URL: www.deltexmedical.com

Andy Mears, Managing Director at Deltex Medical, a British medical technology company that has pioneered Oesophageal Doppler Monitoring (ODM) – an innovative approach to fluid management in surgery and critical care. Andy joined the company in 1989 as an Electronic Engineer, working with the R&D team to design the ODM.

Over twenty-five years later Deltex Medical has expanded from its Chichester base to reach export markets across the world, establishing offices in USA, Canada and Spain. Deltex Medical currently sells into over 45 countries worldwide, either using local partners or by establishing a direct sales team.

Deltex Medical's monitors and probes are manufactured in the UK for export across the world. In March 2011, the ODM was recommended by NICE for use in all moderate and high risk surgeries and shown to save on average £1,100 per patient. In the USA, the ODM has a specific national reimbursement code for both surgery and intensive care. Deltex Medical sell there directly, employing over 25 sales and clinical specialists.

Andy also currently sit on the All Party Parliamentary Group (APPG) for Trade & Investment and is the Vice Chair of the ABHI International Policy Group.

Talk title: Intraoperative Fluid Management Utilsing the Oesophageal Doppler Monitor (ODM) Improve patient outcomes whilst significantly reducing healthcare costs

Abstract
The CardioQ-ODM comprises a monitor and a single patient disposable probe. The probe is placed into the oesophagus through either the mouth or nose and the tip positioned facing the adjacent descending aorta. A low frequency ultrasound signal, generated by the monitor, is bounced off the blood travelling down the aorta and the Doppler principle is used to determine the velocity of the blood flow, expressed in distance per cardiac cycle - 'Stroke Distance'. The monitor also calculates the amount of time that blood is flowing down the aorta as a proportion of a cardiac cycle - 'FlowTime'.
The monitor uses a validated proprietary nomogram to extrapolate volumetric data such as Stroke Volume and Cardiac Output from the directly measured flow velocity.

Intra-operative individualised Doppler guided fluid management entails insertion and focusing of the probe to obtain a baseline reading, giving a small (200 to 250 ml) fluid challenge directly into the vascular system and seeing if Stroke Volume increases by more than 10%. If the increase is more than 10%, repeat fluid boluses are administered until such time as the increase is less than 10%: after this no further fluid is given unless Stroke Volume falls by more than 10%.

CardioQ-ODM is also used during surgery to guide administration of vaso-active agents such as inotropes.

The CardioQ-ODM has been clinically proven to reduce:

- post-op complications,
- critical care demand,
- hospital length of stay,
- re-operation rate,
- re-admission rate,
- reduce healthcare costs (> $2000 per patient)
- and has a trend towards lower mortality.

**Target Audience: Hospital C-Suite, Anaesthetists, Intensivists, Distributors, VC Companies*

Andy Mears

Managing Director
Deltex Medical Ltd.
Email**:** andy.mears@deltexmedical.com
URL: www.deltexmedical.com

Andy Mears 為英國醫療科技公司 Deltex Medical 的董事總經理。該公司是食道都卜勒檢測儀(Oesophageal Doppler Monitor，簡稱 ODM，是外科和重症醫學輸液管理的一大創新科技)開發先驅。Mears 在 1989 年加入該公司擔任電子工程師，負責和研發團隊合作設計 ODM。

在 Mears 加入 Deltex Medical 的二十五年後，該公司的事業版圖已從原本位於英國 Chichester 的總部擴展至全球各地的出口市場，在美國、加拿大和西班牙均設有據點。Deltex Medical 透過和當地夥伴合作或成立直銷團隊的方式，目前已將產品行銷至全球超過 45 國。

Deltex Medical 的監測儀和探測器是在英國製造，供出口至全球。2011 年 3 月，英國國家衛生與臨床醫學卓越研究院(National Institute for Health and Clinical Excellence，簡稱 NICE)推薦所有從一般到高風險的手術均應使用 ODM，且事實證明該儀器平均可幫每位病患省下 1,100 英鎊的費用。ODM 在美國已取得手術和重症醫療的全國性專有給付代碼。Deltex Medical 在美國聘有 25 位以上的銷售和臨床醫學專家，透過直銷管道銷售 ODM 產品。

Mears 目前還擔任英國貿易與投資跨黨派國會小組(All Party Parliamentary Group for Trade & Investment)成員，以及英國健康照護產業協會國際政策小組(ABHI International Policy Group)副主席。

講題: 利用食道都卜勒檢測儀(ODM)進行手術中輸液管理，以提升病患治療效果，並大幅降低健康照護成本

內容摘要:

Deltex Medical 公司的食道都卜勒檢測儀 CardioQ-ODM，是由一具監測儀和一個僅供單一病患使用的拋棄式探測器組成。探測器經由病患的口或鼻置入食道，末端位置會面向緊鄰食道的降主動脈。監測儀會發出低頻超音波訊號，遇到降主動脈內的下行血液會彈開，這時儀器會根據都卜勒原理判定血流速度，以每次心搏週期之間的距離——一亦即「心搏距離(Stroke Distance)」的方式表達。檢測儀也會計算血液流經降主動脈所需時間長度在單一心搏週期中所占的比率，亦即「血流時間(FlowTime)」。

檢測儀利用有效的專利列線圖，從直接測得的血流速率推算心搏排血量(Stroke Volume)和心血輸出量(Cardiac Output)等容積資料。

在手術中進行個人化都卜勒引導輸液管理，必須透過探測器進行侵入和調節焦距，才能獲得基準讀數；其方式是以少量(200 至 250 毫升)輸液直接注入血管系統，觀察心搏排血量是否會增加 10%以上。若增幅超過 10%，就重覆執行輸液，直到增幅降至 10%以下。在經歷此程序後，除非心搏排血量下降超過 10%，否則不會再進行輸液。

CardioQ-ODM 也可用於手術中，以導引注射心肌收縮藥物 inotropes 等血管活性物質。

CardioQ-ODM 已經過臨床證實，可減少：

- 術後併發症
- 接受加護治療的需求
- 住院天數
- 再次開刀機率
- 再次住院機率
- 健康照護成本(平均每位患者可減少超過 2,000 美元)
- 死亡率確實有降低的趨勢

研討會目標對象：醫院高層主管、麻醉科醫師、專責重症專科醫師、醫材代理商和創投業者。

Barry Hextall

Chief Financial Officer
Premaitha Health PLC
Email: barry.hextall@premaitha.com
URL: www.premaitha.com

Dr Bill Chang

Chief Scientific Officer
Yourgene Bioscience
URL: www.yourgene.com.tw

Barry Hextall, CGMA, MBA, DipIOD, Chief Financial Officer
Barry is a Chartered Management Accountant with over 15 years' experience in senior financial roles, including with AIM-listed organisations. He has managed many international businesses through major changes and rapid growth, and has significant experience working in the medical devices and diagnostic sectors. His previous employers include JRI Orthopaedics Ltd, Immunodiagnostic Systems plc, C J Garland & Co Ltd, Ernst & Young LLP and Zeneca (formerly ICI) plc.

Barry holds a Diploma in Company Direction from the Institute of Directors, an MBA from Cranfield School of Management and is a Chartered Global Management Accountant.

Dr Bill Chang, Ph.D., Chief Scientific Officer
Bill is Chief Executive Officer of Yourgene Bioscience, which he founded. After completing his PhD at University of Melbourne, Australia, Dr Chang joined Academia Sinica in 2007 as a research specialist and established the bioinformatics core facility at the Institute of Plant and Microbial Biology. In 2010, Bill established Yourgene Bioscience to provide Next Generation Sequencing and bioinformatics services. He co-founded Sofiva Genomics in 2012 to provide prenatal genetic testing services. He is now also an Honorary Fellow at the Faculty of Veterinary Science, University of Melbourne.

Bill actively presents technical results at many international conferences including at The Ion World Tour in Singapore, Thailand and Taiwan.

Talk title: Genetic fusion: merging British & Taiwanese excellence in molecular diagnostics

Abstract
Premaitha Health PLC, a UK-listed molecular diagnostics company, is merging with Yourgene Bioscience, a Taiwan-based bioinformatics and next-generation DNA sequencing company to form an international group providing non-invasive prenatal testing (NIPT) and other genetic screening applications. Together the two companies enable safer, more accurate prenatal screening through offering local genetic screening solutions to laboratories and hospitals across Asia, Europe and the Middle East. With the first CE-marked in vitro diagnostic (IVD) product for NIPT, high levels of technical support and customer service, centralised testing services in Taipei and Manchester and exceptional bioinformatics and IVD development capabilities for research and development programmes, the new group is truly an international leader in its field.

Dr Ian Wiles

Medical Director
GPC
URL: www.gpcsl.com
Email: Chris.Rawnsley@surginno.co.uk

Ian was the managing partner of the largest GP Practice in Bath, (13,000 patients), he also developed a coordinated out-of-hours service for 220,000 patients.

Ian then branched into a number of senior roles with In-Health, Assura Group and latterly, Virgin Care.

Last two years with Virgin Care Ian was Director of Operations, he has been directly responsible for 230 NHS services with 5,000 employees. The services range from prison health, District Nursing, and sexual health to musculoskeletal services.
Ian qualified as a doctor in 1984, following graduation from Cambridge and Oxford universities.

Ian Wiles MA BM BCh MRCP MRCGP

Talk title: Skin Ulcer Care and 3Dimensional Cameras from GPC

Abstract

What is the GPC WoundCare Application?
A software application that provides a more accurate and consistent way to measure and manage pressure ulcers through the use of a 3D photograph that can be taken by non-specialists.

Why did we develop the GPC WoundCare Application?
Practitioners are inconsistent and inaccurate at gathering accurate measurement data or conforming with strict documentation standards, resulting in different outcomes or levels of reporting
There are recognized issues with the accuracy of wound assessment by non-specialized staff

Why is it different?
It measures depth as well as the surface area of any wound, soon we will be able to measure volume
By combining surface area and depth, in the future volume, we can accurately monitor the healing process of individuals and the resource burden of a population.

Can't I do this with any photo?
No. A standard photo is flat so it has no perspective. It doesn't know how far away something is and therefore you can't accurately and consistently measure any dimension

Why is this better than current methods such as paper rulers and acetate?
Trying to measure a wound size by placing something near to a wound is subjective and often inaccurate. GPC WoundCare application captures all this information accurately and its as easy to use as taking a picture.

Is it being used anywhere?
References are available on request.

Will it work with my existing systems?
Yes, ease of integration was a key part of the system design.

Dr Ian Wiles

Medical Director
GPC
URL: www.gpcsl.com
Email: Chris.Rawnsley@surginno.co.uk

Wiles 曾是英國巴斯(Bath)最大綜合醫院的執行合夥人，該院收治病患多達 1.3 萬人。他任內還協調推動非看診時段服務，造福 22 萬名患者。

他後來轉往 In-Health、Assura Group 和 Virgin Care 等公司服務，歷任多項高層職務。

Wiles 在 Virgin Care 的最後兩年期間擔任營運總監，領導 5,000 位員工，直接負責 230 項英國國家醫療保健服務(NHS)業務，包括監獄醫療、區域家訪護士、性健康、肌肉骨骼醫療服務等。Wiles 從劍橋大學(University of Cambridge)和牛津大學(University of Oxford)畢業後，於 1984 年成為合格醫師。

他擁有文學碩士(MA)和內外全科醫學士(BM BCh)學位，並通過英國皇家內科醫學院 MRCP 考試和皇家綜合醫學院 MRCGP 考試檢測。

Talk title: Skin Ulcer Care and 3Dimensional Cameras from GPC

何謂 GPC WoundCare 應用程式(App)？

此軟體程式透過可由非專業人士拍攝的 3D(立體)照片，以更精確且一致的方式測量與處置壓瘡。

本公司為何開發 GPC WoundCare 應用程式？

執業醫師在蒐集適當測量資料或確認嚴格的資料標準時，使用的方法會前後不一和不夠精確，導致病例報告會出現不同的診斷結果或傷勢程度。
非專業人員的傷勢評估精確性也普遍受到質疑。

此應用程式有何獨到之處？

此程式可測量任何傷口的深度和表面積，另外我們即將推出測量傷口體積的功能。
綜合表面積、深度和未來可取得的體積等資料，可精確追蹤每個傷口的痊癒過程，以及對所有人口造成的資源負擔。

此應用程式可否使用任何照片？

不可以。一般照片都是平面，缺乏透視角度，無從得知物體的距離，因此無法得到精確且前後一致的測量結果。

此應用程式為何優於紙尺等既有測量工具？

試圖將某物品放在傷口附近以測量傷口大小，結果很主觀，且通常並不精確。GPC WoundCare 應用程式可以精準取得所有資訊，且拍照時非常容易操作。

此應用程式可否在任何環境下使用？

歡迎索取參考資料。

此應用程式能否和既有的傷勢評估系統一起使用？

可以。易於整合是該系統設計的重要特色之一。

Petr Stovicek, MD, PhD

Director
NAVICONIX Ltd.
URL: www.naviconix.com
Email: petr.stovicek@naviconix.com

Dr Petr Stovicek, director of NAVICONIX, 24-year physician career in internal medicine and cardiology and research experience, clinical cardiac electrophysiology practice in catheter mapping and ablations, training in Canada and US. Head of catheterization laboratory at Charles University Hospital in Prague 2001-2006. PhD in Biomedicine (Charles University, Prague in 2006), engineering experience during PhD studies (patent co-author in Prague). Officer for healthcare quality and communication 2005-2008. Founded NAVICONIX in 2011. The company has been actively trading since 2013 with Dr Stovicek being chief executive. Successfully managed InnovateUK SMART PoC project 2013-14 and Innovation Voucher project in 2014.

Talk title: Fast Cardiac Mapping Technology

Abstract
NAVICONIX offers new products and services that bring the highest level of computer science to the medical instrumentation market. The company promotes reduced invasiveness of measurements and treatments integrated with visualization and automation. The products are designed to help patients and medical professionals to achieve better outcomes, better quality of life and more humanization to medicine. The concept has a great potential to substantially shorten invasive phase of management of heart rhythm disorders, and allows new non-invasive assessment. This will eventually bring better quality for patients and healthcare professionals, decreased procedure-related risks and broader spectrum of treatable conditions.

NAVICONIX enters a £3 billion segment of the global market of cardiac arrhythmia medical devices and tools with a potential of opening a new segment of plug-in products and services. The technology scope encompasses computerized measurement and signal processing, numerical methods, image processing and segmentation, and evaluation and imaging of physical fields. The system features interface to the medical imaging methods and allows individual and scalable use. The use of computerized “navigation” and “icons” and models, by which the physician and tools are navigated and targeted, make up the name of the technology.

NAVICONIX is a result of years of scientific, research and medical endeavour. There is a deep conviction at NAVICONIX, rooted at sensitive approach to the patients, and understanding the developments of medical profession and healthcare markets. It aims at better humanization of procedures and least possible invasiveness through procedure shortening and automation of cardiac mapping.

Petr Stovicek, MD, PhD

Director
NAVICONIX Ltd.
URL: www.naviconix.com
Email: petr.stovicek@naviconix.com

Petr Stovicek 博士為 NAVICONIX 公司總監，在內科和心臟病學擁有 24 年執醫和研究經驗，其在臨床心臟電生理學的執業領域為導管標測和導管電氣燒灼術。他曾在加拿大和美國受訓，2001 至 2006 年於捷克首都布拉格(Prague)的 Charles 大學附設醫院(Charles University Hospital)領導導管檢查實驗室，2006 年在 Charles 大學取得生物醫學博士學位，攻讀學位期間曾有工程經驗(在布拉格申請獲得共同專利權)。他曾在 2005 至 2008 年擔任健康照護品質管理與公關人員。Stovicek 於 2011 年創辦 NAVICONIX；在他擔任執行長的領導下，該公司自 2013 年起積極推展業務。Stovicek 在 2013 至 2014 年成功完成英國科技策略委員會(InnovateUK)的 SMART PoC 計畫，另在 2014 年負責 Innovation Voucher 計畫。

講題: 心臟電生理快速標測科技(Fast Cardiac Mapping Technology)

NAVICONIX 提供嶄新的產品與服務，將最先進的電腦科學導入醫療儀器市場。該公司致力讓整合視覺化與自動化的測量技術和療法減少對人體的侵入，其產品設計宗旨是幫助病患和醫療專業人士提升治療效果、改善生活品質，並讓醫學更人性化。此概念極可能讓心律不整治療的侵入階段大幅縮短，得以進行新的非侵入式醫療評估，最終能讓病患和健康照護專業人員享有更好的生活品質，降低治療程序相關的風險，並增加可治療的機會。

NAVICONIX 進軍規模高達 30 億英鎊的全球心律不整醫療器材和工具市場，甚至可能創造新的外掛產品和服務市場。該科技領域包含電腦化測量與訊號處理、數值法、影像處理與分割，以及物理場評估與造影。心臟電生理標測系統包含醫療造影方法的界面，可單獨或多部一起使用。心臟電生理標測科技顧名思義，就是利用電腦化「導航」和「圖示」與模型，導引醫師和醫療工具找到治療目標。

NAVICONIX 多年來締造不少科學、研究和醫學成績。該公司所秉持的信念是以體恤患者的策略為本，了解醫學專業和健康照護市場的發展。該公司的目標是發展更人性化的醫療方法，並透過醫療程序的縮短和心臟電生理標測的自動化，儘可能在醫療中減少對人體的侵入。

Mike Karim

CEO
Oxford Endovascular Ltd.
Email: mkarim@oxfordendovascular.com
URL: www. oxfordendovascular.com

Mike Karim, the CEO **-** Over 20 years of international experience in medical devices including endovascular products. Leadership roles in general management, sales & marketing and mentoring. Success in fund-raising, driving business growth in large corporations, SMEs and start ups, developing and bring new products to market.

Talk title: Saving and Improving Lives in patients at risk of Brain Haemorrhage

Sam Bakri

VP
Gelexir-Healthcare Ltd.
URL: www.gelexir-healthcare.co.uk

Dr. Bakri is a serial health care entrepreneur; he is the founder of Eastern Healthcare. He was formerly the CEO and co-founder of Kind Consumer, the UK based medical technology company working on building inhalation technology for the smoking cessation market. He has previously worked at Roche and Novartis, and advised numerous companies in the life sciences space. He was also the founder and CEO of Eastern Healthcare Partners. Dr. Bakri studied medicine at the University of London (Guy's & Thomas's Hospital Medical School), and has an MBA from Harvard Business School where he was a Fulbright Scholar. Dr. Bakri is the entrepreneur in residence at Mayo Clinic and a faculty member at Johns Hopkins Carey School of business focused on international entrepreneurship in healthcare. He is also an advisor to the British Government and part of the global entrepreneurs programme, and is working with Mayo Clinic as an entrepreneur-in-residence.