



# Vertu Medical Technologies LLC.

## Executive Summary

### What We Do

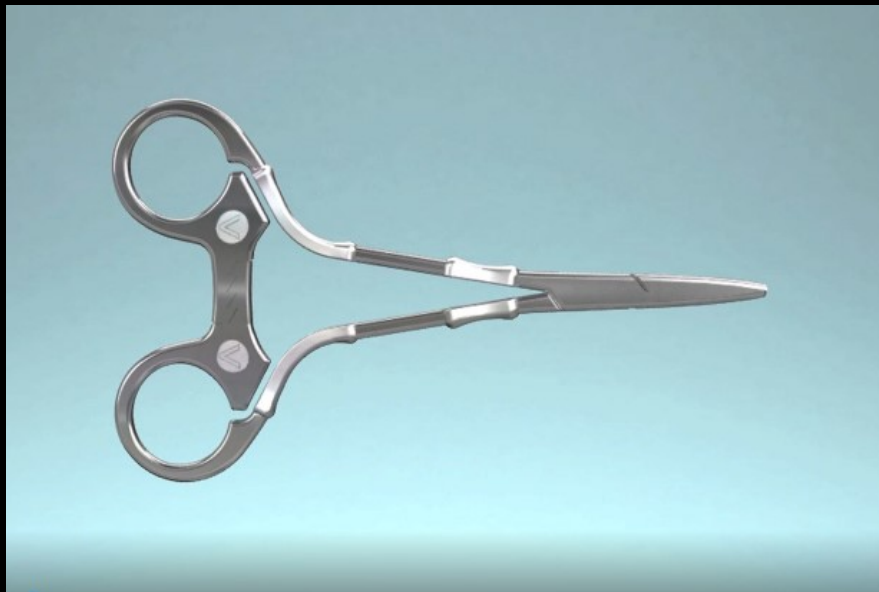
Vertu Medical Technologies LLC (VMT) is Vertu Realities' medical division Product Realization company developing unique, technically superior, and relevant healthcare devices to improve healthcare globally. All of VMT's projects target reducing medical costs, easing healthcare provider burdens, reducing hazards for patients as well as providers, and improving patient outcomes.

### Near term projects include:

**BioZone System:** The Minimal Viable Product is a compact, mobile hybrid all in one intensive care unit 'BICU' with a N Class negative pressure isolation enclosure developed to treat life threatening contagious diseases while permitting direct patient care. The BICU will replace containment rooms world-wide at a fraction of the cost and provide nearly 50 proprietary novel innovations.



**Surgical Instrument Technology:** A full line of surgical instruments that use a novel ambidextrous locking mechanism wherein left or right-handed surgeons to use the same instruments and same technique. The technology provided will introduce a new generation of surgical instruments, provide ambidextrous training, and reduce injuries to delicate tissues.



## **Vertu Intellectual Property Blockchain:**

A new way of tracking patentable innovations using blockchain technology to prove the development timeline, innovators, ideas, designs, and patents for distributing authorship and profits from innovations.



## **Longer term projects include:**

### **Intellectual Property Project Portfolio:**

The Vertu Medical Technologies IP portfolio comprises nearly 100 high value and potentially disruptive medical innovations that will reduce healthcare costs, provide significant improvement in healthcare delivery, and save lives.

### **Vertu Innovation Platform (VIP):**

A concept for contractually networking world-wide healthcare providers in hospitals, clinics, universities, research centers, and private offices for sharing ideas towards creating improved healthcare technology.

### **Cooperative Endeavor Opportunities (CEO):**

The plan for this division is to provide the engineering, manufacturing, marketing, administration, and logistics to develop and bring to market innovations from the VIP network.

### **Aegis Medical Technologies Fund:**

This will be created based on profits flowing from the near-term projects and direct the funds towards developing other innovations either from the 100 provided by Dr. Morris, or innovations the VIP produces. Also, this fund may invest in promising medical technologies, as well as fund non-profit healthcare initiatives.

## Technology

BioZone Intensive Care Unit (BICU)

Ambidextrous Surgical Instruments

Nearly 100 potentially patentable healthcare innovations in process

Proprietary Vertu Intellectual Property blockchain

Conceptual design using the EOS.IO protocol with novel methods

## Overview

VMT has conceived and designed nearly 100 healthcare innovations, designed an intellectual property blockchain system, conceived an innovation network, and planned other resources. VMT's next phase of prototyping several designs, obtaining multiple global patents, and bringing the innovations to market requires seed funding and collaborative participation. The near-term projects include the BioZone ICU, ambidextrous surgical instruments, the Plexus Innovation Network Blockchain, and several other innovations that could be market ready in less than two years potentially.

## Current Development Status

VMT is currently launching with no sales, no marketing, no distribution, and no fixed development infrastructure. Working with outside technical contractors has allowed VMT to keep costs low while developing BioZone engineering layouts

that show the general appearance, function, and engineering structure of this unique innovation. We have also created working prototypes of the ambidextrous surgical instruments. Dr. Morris has filed patents on at least ten innovations with more in process. Using only personal resources, Dr. Morris has taken several of his ideas, notably the surgical instruments and BioZone, right to the point of full prototypes and testing. This level of activity and commitment demonstrates that as soon as VMT obtains adequate funding for making BioZone prototypes and the testing - development cycle, VMT will introduce BioZone to the multi-billion-dollar market as soon as regulatory processes allow.

VMT will proceed with developing the other innovations and creating the Vertu Innovation Platform (VIP), the Cooperative Endeavor Opportunities (CEO) division, and the Aegis Medical Technology Fund based on profits.

At the moment, VMT has completed the MVP phase prototypes of the BioZone Project, developed the Surgical Instrument working prototype, and the MVP of the Vertu Innovation Platform blockchain APP. The other innovations are now prioritized working with major industrial design and manufacturing firms. Once the initial products reach the market, VMT will develop in-house engineering, design, testing, R&D, and manufacturing capabilities.

## Product Opportunity

The BioZone BICU would cost less than \$75k per patient treatment or admission room and provide superior performance, require less space, improve protection for the patient and the caregivers, and could be installed in a day rather than requiring weeks or months.

Of the approximately 900k hospital beds in the U.S., half could be potential BioZone installations based on possible contagious disease pandemic needs.  $400,000 * \$75,000/\text{unit} = \$33.7$  billion opportunity in the U.S. Global sales could add another 50% or \$17 billion for a total of \$50 billion over the adoption period.

The ambidextrous surgical instruments could eventually dominate the \$1 billion market that is expected to reach \$1.6 billion by 2027. A \$50 million per year market share after several years of market education is a conservative estimate of the potential.

100 healthcare innovations from Dr. Morris could also add significant revenue potentially in the billions of dollars.

The Vertu Intellectual Property Blockchain will be developed and offered as a SaaS (Software as A Service) platform. This innovation market is a \$100 billion software market where the VIP blockchain could become the standard and obtain a multi-billion-dollar yearly revenue stream. Though this is certainly possible and intended, the primary financial drivers for VMT will be BioZone BICU and the other innovations.

## Intellectual Property

Dr. Morris has applied for patents on approximately 10% of his nearly 100 healthcare innovations. VMT will assume the ownership of these innovations under a licensee agreement or outright sale should the patents be issued.

### Patent Application Numbers for VMT's Innovations

1. 63101653 BioZone Specialized Apron PPE
2. 63101122 BioZone Specialized Stretcher
3. 63101069 BioZone System and Apparatus
4. 62922998 Panacea Blockchain Application
5. 15530338 Surgical & Medical Instrument
6. 61741085 Secure Tracheal Airway Technologies
7. 61687997 UV Light Technologies
8. 61688554 Cardiac Arrest in Athletes Technologies
9. 62178093 Oxygen Saturation Technologies
10. 62071344 Physiologic Signal Detection Technology
11. 13986362 SIDS Death Prevention Technologies
12. 62387324 Surgical Instrument Locking Mechanism
13. 61966776 Summation EKG Technologies
14. 61687435 Oral Airway Technologies

## 15. 61690152 Feminine Hygiene Technologies

VMT views BioZone, the ambidextrous Surgical & Medical Instrument, and the VIP Blockchain potential patents as high probability patents with major market potential. Patent applications #1-5 are also well along the development path towards market introduction.

## New Product / Service Development

Similar to Apple, Nike, or other leading design and innovation centered companies, VMT focuses on the initial stage of concepting the idea, designing the idea's form and function, then subcontracting the manufacturing out to suitable businesses in a partnership format. VMT's source for new products and services stems from Dr. Morris's 38 years serving as an Emergency Medicine Physician. He has kept notes about the needs of the healthcare system for serving patients more efficiently, with better outcomes, and at a lower cost than with existing technology.

### The new product and service development process stages are:

1. Problem Identification: I.E., ICU rooms are too expensive and cumbersome.
2. Defining Solutions: BioZone creates instant ICUs inexpensive, quickly, and efficiently.
3. Concept Design: Rough drawings, features list, scale, form factors, integrations, cost estimates
4. Detailed Design: Outsourced - parts, 3D CAD models, analysis, manufacturing plans
5. Prototype Development: Suitable partners manufacture the prototype
6. Testing and Upgrading: VMT with partners hone the design



7. Regulatory Approval: VMT submits prototypes for approvals from OSHA, FDA, UL/ETL, etc.

8. Market Introduction: VMT begins marketing and distributing the product with partnerships.

9. New services, including Aegis Medical Technology Fund, Plexus IP blockchain, and the CEO would pass through similar stages without the need for stages 4-6.

BioZone BICU has reached the MVP stage with the general form and functions defined, engineering analysis completed as well as the MVP prototype engineered. The next phase requires additional detailed engineering, part specification, sourcing, building the advanced model prototype, and refining the design for market introduction.

The ambidextrous Surgical & Medical Instrument innovation is already prototyped. VMT will create more prototypes and work with partners for testing and improving the prototypes. Within months to a year, this innovation could be ready for market introduction.

The Vertu IP blockchain has been developed to the MVP prototype. Additional phases of the software have been delineated.

## Near Term Potential Projects

**BioZone BICU** – With the design layout completed with MVP prototype engineered and functions defined, the next major step for BioZone is to complete detailed designs and then build the advanced prototype. The estimated time required from funding to complete the prototype is approximately twelve months.

**Surgical Apparatus** – VMT has already created prototypes showing that the concept works as planned. Upon funding, VMT plans to produce more prototypes, and get this innovation approved and to market within six months, pending regulatory issues if any.



**Vertu Innovation Platform (VIP)** – The system for linking healthcare providers could be completed within 6 months. Getting the providers to approve and participate in the PIN could take several years of education.

**Innovation Development Blockchain** - The conceptual software design and MVP is complete. Project scoping and creating the additional phases will take approximately six months of development time upon funding. A full market ready version would take closer to 12 months for creating the links to existing hospital networks.

## Rapid Growth Prospects

The BioZone Project offers the best combination of rapid development time to market introduction with multi-billion-dollar business potential. Upon introduction, BioZone is expected to reach \$10 million in sales within the first year and scale rapidly to \$100 million. As hospitals prove BioZone is effective and because the advantages are so clear and financially attractive, BioZone should rapidly achieve over a billion in sales.

The ambidextrous surgical instruments innovation is close to market ready, though the market is smaller. VMT will advance this project in parallel with BioZone since the surgical innovation work is largely complete and the funding required is minimal to achieve a market ready product. Scaling sales will be slower with this innovation though we anticipate that there will be an industry wide recognition point about the superiority of this surgical instrument line, resulting in a rapid scaling of market share around the third year.

## Acceptance and Interest

VMT has the advantage of Dr. Morris's 38 years in Emergency Medicine and trauma care to know what the hospitals and caregivers need. His hands-on

experience provides superior market knowledge such that the innovations he creates are a result of real-world problems that are not being adequately addressed. Working with hospital administrators, Dr. Morris has learned what the hospitals are struggling with. The acceptance and interest for the BioZone and the ambidextrous Surgical Instruments innovations are already shown by invitations to apply for grants from the government through the National Science Foundation.

## Experienced Management and Product Development Team

Dr. Morris brings deep critical care and surgical experience to developing medical technology that addresses challenges he has seen or experienced firsthand. Engineering, product development, manufacturing, or marketing needs are outsourced to partners that specialize in these areas initially. As VMT develops revenue streams, the plan is to bring more R&D, product development, engineering, manufacturing, and marketing inhouse.

## Participation Agreements

Investors desiring to participate with VMT may do so through our C.E.O. program (Collaborative Endeavor Opportunity). In this manner, an investor pool will be created wherein individual investors will have an opportunity to invest in any and all Project Groupings.

All C.E.O. participation will be executed with VMT Participation Agreements wherein investor(s) have no ownership of VMT therein precluding company legal liabilities and responsibilities. All innovation groupings may potentially generate correlative Limited Liability Companies serving as subsidiaries of VMT's Holding Company status.