



Potrero Medical, Inc.



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Company Profile

Industry Sector: Research and Development - Medical Devices

Company Overview: Potrero Medical is a spin-off of TheraNova, LLC, a biomedical device incubator located in San Francisco, CA, and was incorporated in 2014 to bring medical innovations to the critical care market. Potrero's technologies will mandate the "Triple Aim": 1) improve outcomes for patients; 2) reduce healthcare costs; 3) improve access to healthcare.

Target Markets: Intensive care units (burn, trauma, other) in hospitals and clinics.



Key Value Drivers

Technology: The Accuryrn Monitoring System is a real-time catheter-based system that enables clinicians to monitor the health of critically ill patients by providing a continuous feed of data comprising a unique set of vital parameters, including core body temperature, intra-abdominal pressure and urine output. The system will be able to warn for (early) development of critical illnesses and guide fluid resuscitation.

Competitive Advantage: The technology represents a significant improvement over current systems that require manual entry of vital signs, are intermittent in data collection, are restricted to the detection of a limited number of vital signs, or fail to utilize data streams for prevention and possible predictions of life-threatening diseases.

Plan & Strategy: We will use predictive data analytics to drive diagnosis and management of critical diseases. We will launch three generation devices to optimize fluid resuscitation (Gen 1), detect and prevent catheter-associated urinary tract infections (Gen 2), and detect and predict the development of multiple critical diseases (Gen 3).



Management

Leadership: Potrero has a full-time staff of over 20 employees, contractors and consultants with a variety of clinical, business, regulatory, engineering and R&D experience. Potrero's CEO is Dr. Daniel Burnett, a Duke/Mayo Clinic-trained medical doctor, who founded seven venture-backed spin-outs that have raised over \$240M in capital.

Scientific Advisory Board: Potrero has engaged with renowned US clinicians and scientists in the field of critical care, including Michael Pinsky, MD, University of Pittsburgh; Suchi Saria, PhD, Johns Hopkins University; David Greenhalgh, MD, UC Davis; David Herndon, MD, UTMB; Hobart Harris, MD, UCSF; Phillip Dellinger, MD, Cooper University.



Product Pipeline

Gen 1 – Fluid Resuscitation:

- Continuous monitoring of vital parameters to personalize blood pressure management and guide fluid resuscitation
- EHR integration for wireless data monitoring
- Urimeter with proprietary airlock-prevention technology to overcome urine drainage issues

Gen 2 – Catheter-Associated Urinary Tract Infections:

- Gen 1 + Built-in urine spectroscopy and optimized catheter and cassette design to detect bacteria in the bladder

Gen 3 – Critical Disease Surveillance:

- Gen 2 + Predictive analytics to warn for (early onset) of sepsis and potentially, acute kidney injury and cardiac illness