

**Investment Brief for
The IV Hanger**

**NSW
AREA HEALTH
SERVICES**

Office of Commercialisation

**For further information under a Confidential Disclosure
Agreement, please contact the following OoC team members**

**Dr Russell Carrington
Northern Sydney Central Coast Health – Office of
Commercialisation
Mob: +61 (0) 425 251 314
Ph: +61 2 9926 5670
e-mail: russell.carrington@officeofcommercialisation.com
Level 4 Vindin House Royal North Shore Hospital St Leonards
(Sydney) NSW 2065 Australia**

The IV Hanger

Summary

The convenience and safety of semi-automatic IV-pole and bed coupling and transfer has been an unmet need for both hospital and OH&S staff. However a Northern Sydney Central Coast Health invention called the 'IV Hanger' remedies this need. The IV Hanger provides automatic attachment and release of IV poles to hospital beds in-transit. This device is set to open up this previously unmet market, because competitors have not provided cost or functional benefits enough to justify mass uptake.

Applications and Advantages

The IV Hanger is the obvious standard for in-hospital IV-pole and bed transport coupling. The unique design provides 'automatic' attachment and release of IV poles from hospital beds as the bed is raised or lowered; minimizing handling before, during and after patient transit, and reducing the number of staff required during transfer. It is a portable device that increases the efficiency and economics of transferring IV medications and poles coupled to hospital beds, and is easy-to-manufacture and easy-to-use. There is a reduced risk to staff and patients through reduced transfer of medications and minimal manual handling.

Patient and IV transfer is made safer, easier and more economic. The versatile design can be a stand-alone, portable device, or incorporated into bed and IV pole design to create new value-added versions of both products.

Market

There is a potential global market for multiple units in any hospital worldwide. Competitor devices' disadvantages preclude their mass-uptake and include the "IV-Ease" (Ergotech Healthsystems; Sydney, AUS) which is mechanically complicated, over-expensive and not automated; the Clamp-and-Go[®] (Conrad Boettger, KS, USA) which has limited, non-automatic coupling positions and a mechanically complicated and expensive articulated arm; and the overly-complex Messerli Connection[®] (MEI Corporation, NE, USA).

Time-motion studies indicate IV-pole to bed coupling devices can save thousands of dollars per unit and provide saving through return on investment of up to 350% in the first year of use.

Commercialisation

The very first order for the IV Hanger has already been placed for pilot-use in Royal North Shore Hospital theatres in Sydney Australia. The device is currently under manufacture by a contractor and the NSCCH Office of Commercialisation is actively contacting multi-national companies seeking a partner to license or purchase the patented IV Hanger for local and international manufacture, distribution and sale.

IP Position

A provisional patent application for the IV Hanger is fully owned by Northern Sydney Central Coast Area Health Service, Sydney, Australia.