

**Investment Brief for
Augmented Baby Simulator for use in
Emergency Life Support Training**

**NSW
AREA HEALTH
SERVICES**

Office of Commercialisation

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

**Ms Sandra See MBA
Northern Sydney Central Coast Area Health Service – Office of
Commercialisation
Ph: +61 2 9926 7523
e-mail: ssee@officeofcommercialisation.com
Level 4 Vindin House Royal North Shore Hospital St Leonards
(Sydney) NSW 2065 Australia**

**Dr Christine Gockel - New York
Ph: 0011 1 716 341 7407
e-mail: christine.gockel@officeofcommercialisation.com**

Augmented Baby Simulator for use in Emergency Life Support Training

Business Opportunity

In emergency life support situations for babies, there are only a few elements that really count. This invention uniquely captures those elements.

Great improvements have been made in training emergency personnel in life support skills by using artificial patients (simulators). For \$2,000-\$15,000 a realistic looking but “dead” baby manikin is available - a plastic body on which a trainee can practice various skills. For \$250,000-\$500,000 complex physiological responses can be simulated in child and adult manikins: eyes open, arms move, patients breathe and respond to stimuli.

This baby simulator augments the standard lifeless baby manikin by bringing it to life with the widely used A-B-C resuscitation algorithm – airways, breathing and circulation. It also provides accompanying educational material so professional training sessions are immediately ready and available for trainers.

The opportunity to licence the augmented elements that make up this baby simulator and add them to an existing baby manikin, together with professional training material, is now on offer. The same simple, portable augmentation system can also be used on child and adult manikins.

Market

Training in basic life support is expanding. Not only is it required by paramedics, doctors, nurses and other health care professionals but also by fire officers, police officers, emergency service personnel, defence forces and a wide range of community groups such as surf life savers. All of these markets are at an immature stage regarding use of simulated training products.

For infant life support, depending on the price point, there is a minimum current market potential of 10,000 units. Once the more life-like augmented baby manikin is experienced, trainers and trainees alike demand the added realism of a simulated baby. It will eventually replace the static baby manikin now on offer.

The same augmentation system can be used on child and adult manikins permitting cheaper simulators in these age groups

Technology

The simulator is based on the widely used Laerdal ALS baby manikin. The augmented features are controlled by a simple set of analogue controls. They are chest movement, breath sounds, pneumothorax (unilateral air entry), umbilical pulse, right brachial pulse, blood pressure measurement by palpation and pulse oximetry. These features make possible a wide range of training scenarios.

The training package addresses a half-day small group workshop on Resuscitation of the Newborn and is very suitable for teaching infant resuscitation techniques. It includes a course outline, slide set with speakers' notes, skills work-sheets and evaluation form, scenario outlines and course evaluation form.

Status of Intellectual Property

A United States patent has been granted. The patent application is under examination in Canada.