

WBTshowcase

Profile: Guardsman Scientific, Inc.

November 5, 2009 – Daniel Vezina, President and CEO of Utah-based Guardsman Scientific, Inc., admits that the medical device sector has become a little crowded of late, as innovators and investors alike recognize the market potential of America's huge and aging baby boomer population.

But Dr. Vezina feels that there is clear opportunity for companies like his that "address real issues, rather than develop widgets" for the boomer generation.

Guardsman Scientific's non-invasive technology, he says, can help reduce the incidence of congestive heart failures suffered by patients undergoing non-cardiac procedures, dramatically reducing costs borne by hospitals as a result.

"Our technology allows physicians to better manage the pre-load and after-load of the heart," said Dr. Vezina. "Without our technology, anesthesiologists, surgeons and critical care physicians are essentially flying blind as they administer IV fluids and manage blood pressure."

The patent pending technology has been selected as an "Early Pick" Technology Presenter for the 2010 WBTshowcase, the prestigious global investment and licensing forum held March 16-17, 2010, in Arlington-DFW, Texas.

Guardsman Scientific is competitively positioned as, according to Dr. Vezina, no other existing technology can effectively monitor surgical patients for perioperative congestive heart failure.

"Our solution is non-invasive and widely applicable, low cost and can have a huge impact on length of hospital stays and readmission," said Dr. Vezina. "We help physicians improve their patients' perioperative outcomes and, in the long run, help hospitals improve profitability."

WBTshowcase

The WBTshowcase is the world's premier event exposing undiscovered, revolutionary energy, life science, IT and physical science technologies emerging from top universities, labs and research institutions. Each WBT is a year long collaborative effort resulting in deals vetted and mentored by investors and licensees for investors and licensees.

www.wbtshowcase.com

Snapshot: Guardsman Scientific, Inc.

Guardsman Scientific's non-invasive medical device and associated clinical method reduce the length of hospital stays and unplanned readmissions after discharge for surgical patients with perioperative congestive heart failure (CHF).

The Technology

The EGAM/EGHEM UC System™ is an innovative solution for CHF that is comprised of an operator-independent, ultrasound-based, medical device that includes both unique hardware and software components.

The Opportunity

Guardsman's device has the potential to impact outcomes, length of hospital stay and readmission rates of surgical patients with CHF, a \$17.4 billion problem in the US alone.

The Goal

Guardsman Scientific seeks to find a good match for Series A financing.

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