



Indus Instruments



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Company Profile

Industry Sector: Medical Devices

Company Overview: Indus Instruments is a well-established company whose recent innovations in preclinical instrumentation promise to advance the state of the art in medical research. As a 17 person company with a strong track record in product development since 1992, we are poised to roll out a stream of new small animal telemetry products to the worldwide scientific research market.

Target Market(s): Pre-clinical Instrumentation



Key Value Drivers

Technology*: Our far field radio frequency energy harvesting technique, combined with our battery-less implantable sensors (ECG, Temperature, Blood Pressure, Glucose), permit data collection in social housing conditions in any location (treadmills, mazes, vivariums) over an animal's lifetime without the need to surgically remove/refurbish batteries.

Competitive Advantage: Existing devices either use a consumable battery requiring surgical removal and refurbishment or a rechargeable battery with short range (<0.1m) inductive charging. Existing devices also require expensive per cage infrastructure and are thus not scalable to millions of mice residing in vivariums.

Plan & Strategy: Seed core labs operated by our academic customers and collaborate with thought leading researchers.



Management

Leadership: The President of Indus has a 27 year history of successful product development and commercialization. His proven management team includes experts in manufacturing, marketing and sales.

Scientific Leadership: Indus enjoys a long history of cooperation with the Baylor College of Medicine in Houston Texas and cross employs a leading scientist – Dr. Anil Reddy. Ongoing cooperation with the core labs and research groups at Baylor and the University of Texas Health Sciences Center ensure highly relevant feedback on both product opportunities and on product development.



Product Pipeline

1. Pipeline One: Existing product sales of a Doppler Flow Velocity system and associated surgical monitoring station can be expanded into related markets.

2. Pipeline Two: Recently developed small animal implantable sensors operating using energy harvesting techniques, permitting social housing and representing significant advancement over the competition.

3. Pipeline Three: Additional implants to monitor blood pressure, flow, and glucose.