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U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES
National Institutes of Health



National Institutes of Health Commercialization Assistance Program (NIH-CAP)

Company Profile

Industry Sector: Medical Devices and Pharmaceuticals

Company Overview: Xhale's mission is to improve healthcare through the application of breath and novel vapor analysis in pharmaceuticals, health monitoring and diagnostics. Xhale was formed in September 2005 following six years of research and intellectual property development at the University of Florida, Gainesville. To date, Xhale has funded operations with private equity and has been awarded three NIH SBIR grants along with foundation awards. Operations are headquartered in Gainesville near the UF Medical Center and UF's top-ranked life sciences incubator where the company occupies approximately 3,000 ft of lab and office space. The company is pursuing a hybrid business model of diagnostics products, data services, compliance monitoring and drug collaborations.

Target Market(s): Market applications for SMART drugs include: drug adherence monitoring, patient management and pharmaceutical clinical trials.

Key Value Drivers

Technology*: Poor prescription medication adherence affects virtually every aspect of the health care system with a cost of approximately \$177 billion annually to the U.S. economy. To improve medication adherence, Xhale has designed a breath-based system that will verify that the patient took the right medication and the right dose at the right time. This technology can perform definitive and presumptive medication adherence. Other applications of SMART include: therapeutic drug monitoring, metabolism / enzyme competency monitoring, and the detection of drug diversion and/or drug counterfeiting.

Competitive Advantage: Xhale's SMART system is the only existing technology which can definitively document patient adherence to a prescribed medication dosing regimen.

Plan & Strategy: seeking a strategic partner

Management

Leadership:

Richard Allen, CEO
 Richard J. Melker, M.D., Ph.D., CTO
 Donn Dennis, M.D., F.A.H.A., CSO
 Elena Casson, Director of Marketing and Business Development

Scientific Advisory Board:

Michael Widlitz, M.D., *former Vice President of U.S. Medical-Specialty Markets at Pfizer Global Pharmaceuticals*
 Hartmut Derendorf, Ph.D., *Distinguished Professor and Chairman of the Department of Pharmaceutics at the University of Florida College of Pharmacy*
 Christine T. Fischette, Ph.D., *President, Enzo Therapeutics*
 Sheila Wilson, BSN, MBA, *Senior Vice President of Operations, ePharmSolutions*
 Will Kane, MBA, *Principal at Forefront Advisors, LLC*
 Eric Sirota, *Pharmaceutical Executive Consultant*
 Antonia Kolokathis, M.D. *Research and Development, Global Life Cycle Mgmt*

Product Pipeline

