PROBLEM

IDEA

SOLUTION

Mercy R&D provides solutions that advance healthcare.
Why develop new products?

• Contribute to our patients
• Impact more than one patient at a time
• Reduce costs
• Improve outcomes
• Attract and retain the best and brightest
• Demonstrate our commitment to improve healthcare
What is Mercy R&D?

- **Assets:**
  - Team of highly trained Scientists and Engineers
  - Strong experience in medicine and many other industries
  - Laboratory and design facilities and equipment
  - Partnerships with universities and companies
How does it work?

- Idea
- Invention disclosure
- Program discovery
- Design
- Prototyping
- Testing
- Intellectual property
- Marketing
- Licensing
- Technology transfer
- Product launch
What is unique about us?

- We find a solution to a problem, not vice versa.
- Do not pull physicians and nurses out of practice
- Able to conduct feasibility testing in-house
- Work directly with ROi and purchasers to define need and means for implementation
- We know the market because we are the market
- We create and maintain all of our own intellectual property
- Leverage strong purchasing power for more attractive market entry
- We define the problem, and we define the right kind of solution.
Where are we at now?

- Started 5 years ago
- Grown from one scientist → currently have a team of 12
- Began with 5 ideas → have received over 130 inventions
- Received $5.26 million dollars in external funding to date
- Licensed 4 products
- In commercialization process for 6 products
- Actively working on 12 products with an additional 16 products in queue
- Built strong partnerships within Mercy and with entrepreneurs, investors, universities, manufacturing companies, and service providers
Recent Successes

• Department of Defense Grant
  – $4.8 million dollars
  – Development of 5 products
Recent Successes

- Licensed 4 products
  - 2 products to Soule Medical
  - 1 product to Ansell Sandel
  - 1 to a start-up company
Recent Successes

- Grant from Missouri
  - $200,000 to help boost the economy
  - License our technologies to local start-up companies
  - Provide support to entrepreneurs and investors to increase potential of success
What is the long-term goal?

• Continue to create products to advance healthcare and reduce cost
• Become fully self-sustained from product licensing royalty revenues
• Be recognized on a national level for commitment to research and innovation by consistently providing relevant and smart solutions
• Have a positive economic impact for Mercy as well as Missouri and the other states in which we serve.
THANK YOU

Keela Davis
Director, Mercy R&D
keeladavis@mercyrnd.com
417-865-3157