NEWPORT MEDICAL

@ BARDYA INDUSTRY DAY

Jay Nash
Executive VP
Who is Newport Medical

- Privately owned ventilator manufacturer
- Located in Orange County, California
- Recently celebrated our 30\textsuperscript{th} anniversary
- We design, build and sell ventilators; very specialized.
Who is Newport Medical

Specialized in design, build, and sell ventilators for over 30 years...

Privately-owned ventilator company
How We Began the Process

• Dec, 2008 BARDA posted a sources sought listing titled Advanced Development of Next Generation Portable Ventilators. We saw it on Fed Biz Ops website.

• We responded expressing our interest and were notified when it turned into a full blown RFP.

• We responded to this as well.
Dec 2008
BARDA posted a sources sought listing titled
“Advanced Development of Next Generation Portable Ventilators”.
How We Began, con’t

• We sent in the required documentation showing our capabilities and technical responses.

• A site visit was scheduled but the RFP was cancelled just a few days before their visit.

• However, a new RFP was posted in April of 2010.
How We Began, con’t.

• We again responded and this time, all went well.

• We were awarded a 3 year R&D contract in September, 2010.

• It is a $7M, milestone driven award.

• We work with a dedicated 2 person team from BARDA; a contract specialist and a technical specialist.
• Awarded a 3 year R&D contract in September, 2011
• A $7M, milestone driven award
• Work with a dedicated 2 person team from BARDA; a Contract Specialist and a Technical Specialist
How Did We Develop Our Proposal?

• Questions we asked ourselves:
  ✓ Must this be a brand new product or could we adapt to a high volume production of an existing product?
  ✓ Do we fully understand the technical risks?
  ✓ How do we assign resources to this product?
What We Decided

• Current technologies with new designs
  We would take whatever technologies we could from our previous products and mix with new designs.

• Minimize Risks
  We do understand the technical risks and must minimize them; we looked at parallel pathways for key parts of the design; one a known entity while the other had benefits but also risks.

• Resources:
  we went with our tried and true engineers and back filled with new ones in areas of less importance.
Big Picture Concepts

• We developed a very clear project plan with great detail.
• Weekly meetings to be sure we stay on track.
• Constantly monitoring quality, cost and time lines.
• Today, we believe we will finish 3 to 6 months early and the final product will be at budget projection.