



2017 Milestones

- Cleared 510(k) market clearance by the FDA with 78 days under review.
- Cleared IEC 60601-1 and 60601-2, electrical and safety compliance testing.
- Completed Series A Private Equity Financing of \$1M.
- Sold and Shipped our first units to a customer - a big deal due to the regulatory requirements around your first shipment that must be complete.
- More than tripled the employees in 2017, including hiring Mark Allegra, National Sales Director.
- Received STEM grant to help pay for 2 interns.
- Received a Propel award from IEDA, \$250k.
- Received PPDC pediatric grant at CHOP hospital in Philadelphia for clinical studies \$50k.
- Received SBIR phase 2; \$1M award.
- Received \$50k Wellmark follow on funding.
- Completed our SBIR phase 1 and showed statistical significance in improving patient satisfaction with the noddle.
- Brought on Chuck Peters and Clareece West to our board. Chuck Peters is chairman. Clareece is VP with Cardinal Health.
- One of only 4 Iowa Companies to be selected as Beta Iowa CAP (Capital Assistance Program) which utilizes the Larta Institute to facilitate the program.
- Moved into larger facility at 2451 Oakdale Blvd, Coralville IA (previously at U of Iowa BioVentures Center).
- Have a commit letter from Midwest One Bank for a \$2M line of credit against receivables which we will start to use in 2018 as we get into our full launch.
- Voxello has an exclusive agreement with 5 top Nurse Call distributors in the US. These distributors collectively serve 204,000 hospital beds, which account for 23% of the total beds in the US and they control 70% of the market in these territories, collectively.
- Have signed on with Torreya Partners for our Series B. Torreya Partners is the largest dedicated life science investment bank in the US.