



Miller Company

PROBLEM

- ▶ Hospital-acquired pressure injury costs could exceed \$26 billion dollars, 25 million people will develop a pressure injury and 60,000 people will die from a pressure related injury. These statistics are for the United States alone in just one, year. Imagine what those numbers are worldwide.
- ▶ Due to short staffing and other factors, patients aren't being repositioned in a timely manner or correctly which is the cause of pressure sore injuries.
- ▶ Healthcare establishments are facing a staffing crisis. In a study that Forbes conducted, over 300,000 healthcare workers have exited the field since 2021 and more are leaving daily.
- ▶ Manually turning patients is extremely physically taxing and has been the cause of countless workplace injuries.
- ▶ Studies have shown that 48% of all hospital worker injuries have resulted from overexertion.

SOLUTION

Introducing the "Turn Buddy System," a revolutionary device that automates a previously physically demanding task. One product addresses numerous trouble sources within the healthcare industry.

Our product eliminates the need for manual turns. We are ensuring that our most vulnerable patients are getting repositioned in a timely manner to avoid pressure sores and ulcers.



Automatic
30-degree turns at
the push of a button

Serves as a transfer
device when
needed

Pressure alternating
features to promote
blood flow from
head to toe

Adjustable straps
allow our product to
fit any bed frame

COMPETITION

Currently, we have no competition because we are a first to market product. There are of course other products on the market that claim to prevent or cure bedsores. None of them encompasses all the features that ours does, below are option from the higher and lower end of the spectrum.



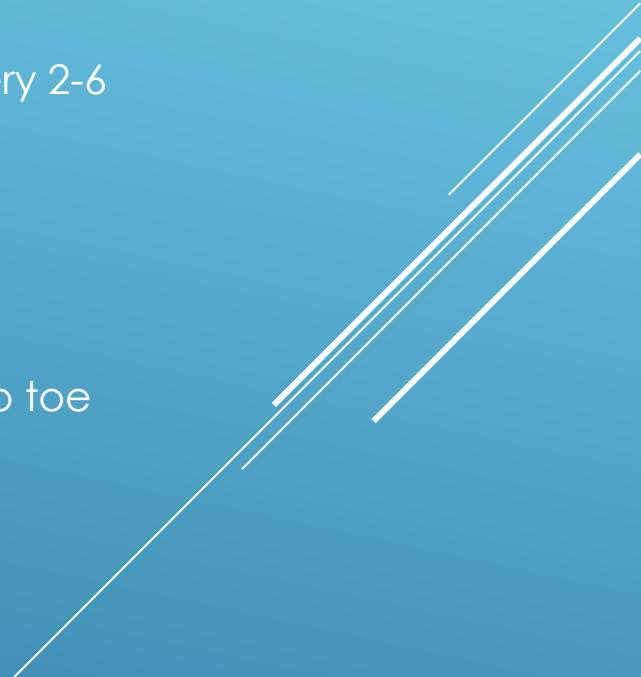
There are beds on the market that offer automatic turning features, but the price point of \$33,000 makes them unaffordable to many customers.



On the lower end there is a “waffle mattress” but its single patient use and unreliable.

OUR PRODUCT



- ▶ We sourced medical-grade fabric to ensure the longevity and quality of our device. The fabric is spore proof, waterproof and has been tested with every hospital-grade cleaner. It's durable and can last just as long, if not longer, than current products on the market.
 - ▶ Will sell for \$2500, which is an attainable price point for a wide range of customers who need our device.
 - ▶ Is FDA exempt and will have UL Certification once R&D is completed.
 - ▶ Provides automatic 30 degree turns (as required by OSHA) with options for turns every 2-6 hours.
 - ▶ Serves as a transfer device in a medical emergency
 - ▶ Has adjustable straps which allow it to fit any size bedframe
 - ▶ Can be assembled in less than 10 minutes
 - ▶ Pressure alternating chambers within the mattress promote blood flow from head to toe
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TAM-We know that hospital-acquired pressure injuries 'cost exceed \$26 Billion for US hospitals in just one year.



SAM-:We plan to target 1% of this market, which seems small but that 1% equates to 260 million



SOM-260 million or 1% percent of the market



ROUTE TO SALES

- ▶ We have partnered with Pivot Manufacturing; they will exclusively manufacture and distribute our devices. Pivot's owner also co-owns Mursix Corporation, a \$40 million company that manufactures medical devices for Baxter Healthcare and Trifecta Medical. Both companies will utilize their sales and marketing teams to get those sales from nursing homes and hospitals. Mursix and Pivot have an incredible network that will get the word out on this new innovation and bring in customers.

PRODUCT COST



- ▶ We are still in the R&D Phase, so there are some costs that are yet to be determined. We aim for our product to sell for \$2500. With our manufacturer being local, we are able to keep costs low.

YEAR 1

We aim for \$250,000, due to ramping up production and finding our customers

2023

YEAR 5

Our sales will be \$10 million with growth continuing towards our target of 260 million

2028

YEAR 3

We will hit \$5 million in sales

TRACTION



Community Hospital has agreed to trial our products in their establishments. Once the trial is over and our product has proved itself, we expect a large purchase order from them.

Pivot Manufacturing and Gator Motorsports each invested \$150,000, a total of \$300,000 for 20% equity in Miller Co. This was done at a \$1.5 million evaluation of the company.

TEAM



Morgan Leigh Miller
Miller Co

Morgan plans to use her knowledge of the healthcare industry to create innovative products to revolutionize the industry.



Susan Carlock
Pivot Manufacturing

Susan is a former nurse who saw the great potential in Miller Co and decided to invest in the company.



Kim Young
Gator Motorsports

Kim is a seasoned entrepreneur and angel investor, he also invested in Miller Co

EXIT OPPORTUNITIES

- ▶ We could license our intellectual property to another company interested in producing our devices.
- ▶ We are open to completely selling the patent to another company

Potential Clients

Our product fits into numerous establishments, nursing homes, hospitals, private care facilities and they can also be easily used at home! If you have connections to the supply chain or decision makers in these areas and would like to make an introduction, this would be greatly appreciated! We are currently trying to build bridges to our potential customer base.



Contact Information

Morgan Leigh Miller

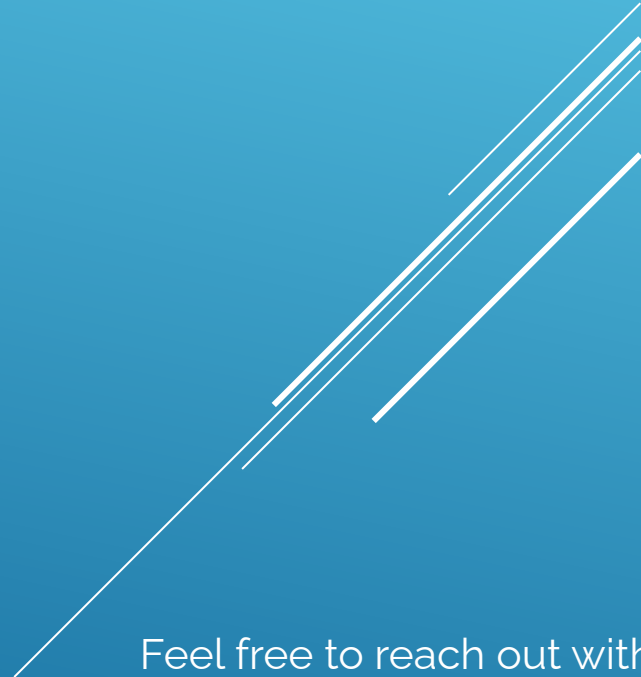
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Feel free to reach out with
any questions that you may
have!