



**Cross4Health**

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## **Awarded Projects Interview**

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<b>Awarded Project</b>	<b>PAM Device</b>
<b>Company name</b>	<b>PAM Care</b>

## **1. What is the company's business activity?**

We are currently in final stages of development for our device.

For the past two years we have gone through development, our target markets and setting up an on line cloud system as a compliment to the device.

We will start testing it next week in a real environment and get feedback from users.

This will allow us to make the final adjustments before bringing it to market.

## **2. What is the PAM Device project?**

This is an anti-fall device designed for the elderly who wake in the evening due to incontinence problems.

It will help orient them making them more lucid through a combination of oral direction and illumination.

The system will also send an alarm to either a central system or to an individual

## **3. How did the idea come about?**

The highest injury rate for the elderly is due to falls while waking in the evening to go to the toilet.

By request from a nursing home we were asked if we could create a device that would not just be an alarm as most current devices are, but to create something more effective.

We designed our device based on the premise that rather than being reactive as others are, the device had to be both reactive and more importantly proactive.

In this manner our device will help to prevent the fall from ever occurring

## **4. Who are the core partners of the project?**

Maloles Garcia Espana , parter of Pam Care, S.L.

Ronald Rago, partner of Pam Care, S.L.

Vicente Albert, CEO of Aryzsystem

## **5. How did this collaboration between the partners arise?**

Originally, we developed a simple prototype of the device and then we acquired the assistance of Vicente for design of a more intricate electronic design.

## **6. How did you hear about the Cross4Health project?**

Before creating PAM Care as a company we were working for two years on the development of the device.

After a failed relationship with a developer, we were forced to seek out a new person to assist us.

As our funds were running low it was suggested that we seek alternative methods for funding in the European market.

We were introduced to Cross4Health through them.

## **7. What is the current status of the project?**

At this point the device is finished and ready to be tested so final adjustments can be made before marketing.

We have had a website with a cloud system designed for all necessary operational functions of the device.

## **8. What are the next steps?**

We have acquired a firm to create branding, web site design and a company logo.

Also we are developing a video presentation to present to prospective clients at trade shows

## **9. How Cross4health can support the development of your project?**

Cross4Health can support us in the further targeting of a client base for our product.

Their assistance in helping to find support in countries throughout Europe to setting up platforms for testing will be extremely helpful in our quest to get the product to market.

## **10. Would you recommend Cross4Health to other companies?**

Cross4Health has been a tremendous asset for us in furthering our process.

Through their guidance and assistance they helped take us to the next and final level of our development.

They have been an invaluable resource and I am not sure we would have been able to get to market without them with the viable and much needed product we have developed.

I would most definitely recommend them to anyone trying to develop a company in the health care industry.