



IEM[®]

on life's side

MISSION AND VISION

The provision of innovative technologies for our partners in health management and their patients.

To offer the best solutions for our partners in the field of cardiovascular management – for the benefit of patients.



As a technology expert in the field of hypertension management, we act in the interest of health.

We take responsibility for our actions.

We have the courage to invest in the future and to realize our visions.

We are a team committed to the same goal.



CONTENT

- IEM
- DOCTORS & HOSPITALS
- CLINICAL RESEARCH ORGANIZATIONS



OVERVIEW



IEM GmbH
Family-run company
in second generation



Location:
Aachen, Germany



Employees:
70+

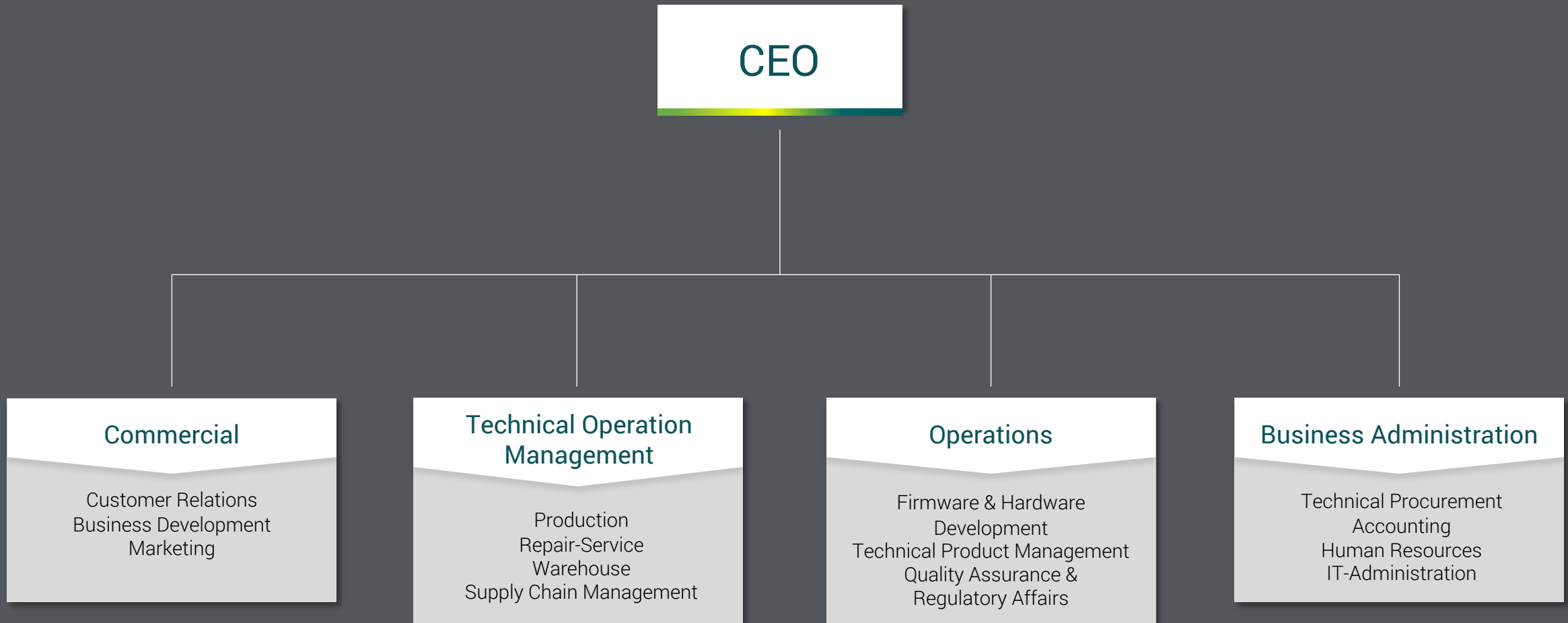


Founded:
October 8th, 1993

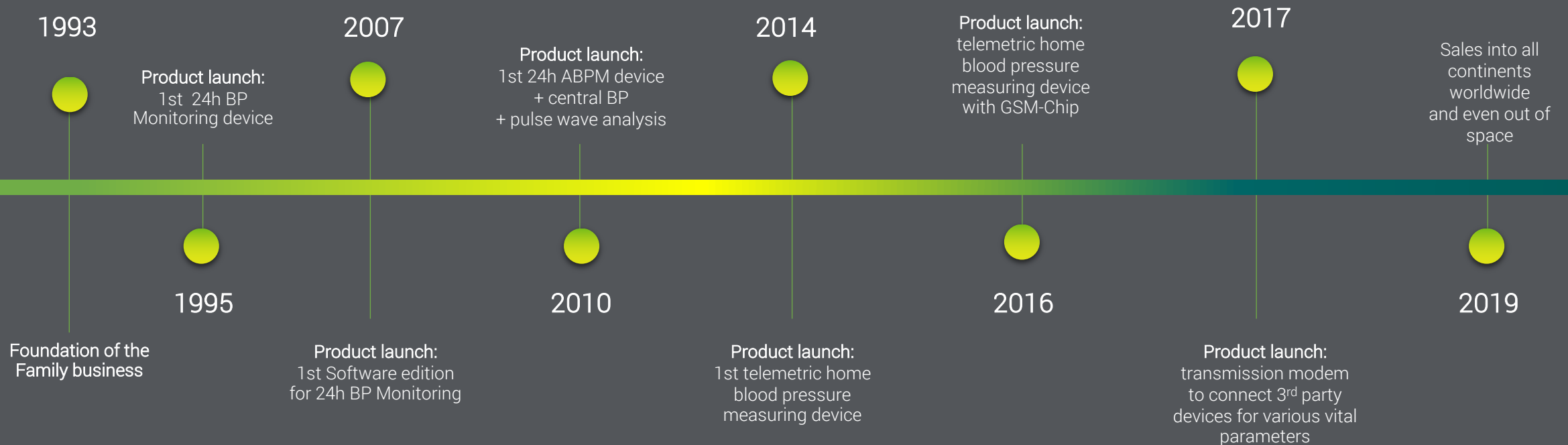


Certificates:
MDD/MDR,
ISO 13485:2016,
ISO 9001:2015,
FDA510(k),
MDSAP, additional
national and
international
approvals

ORGANIZATION CHART



HISTORY



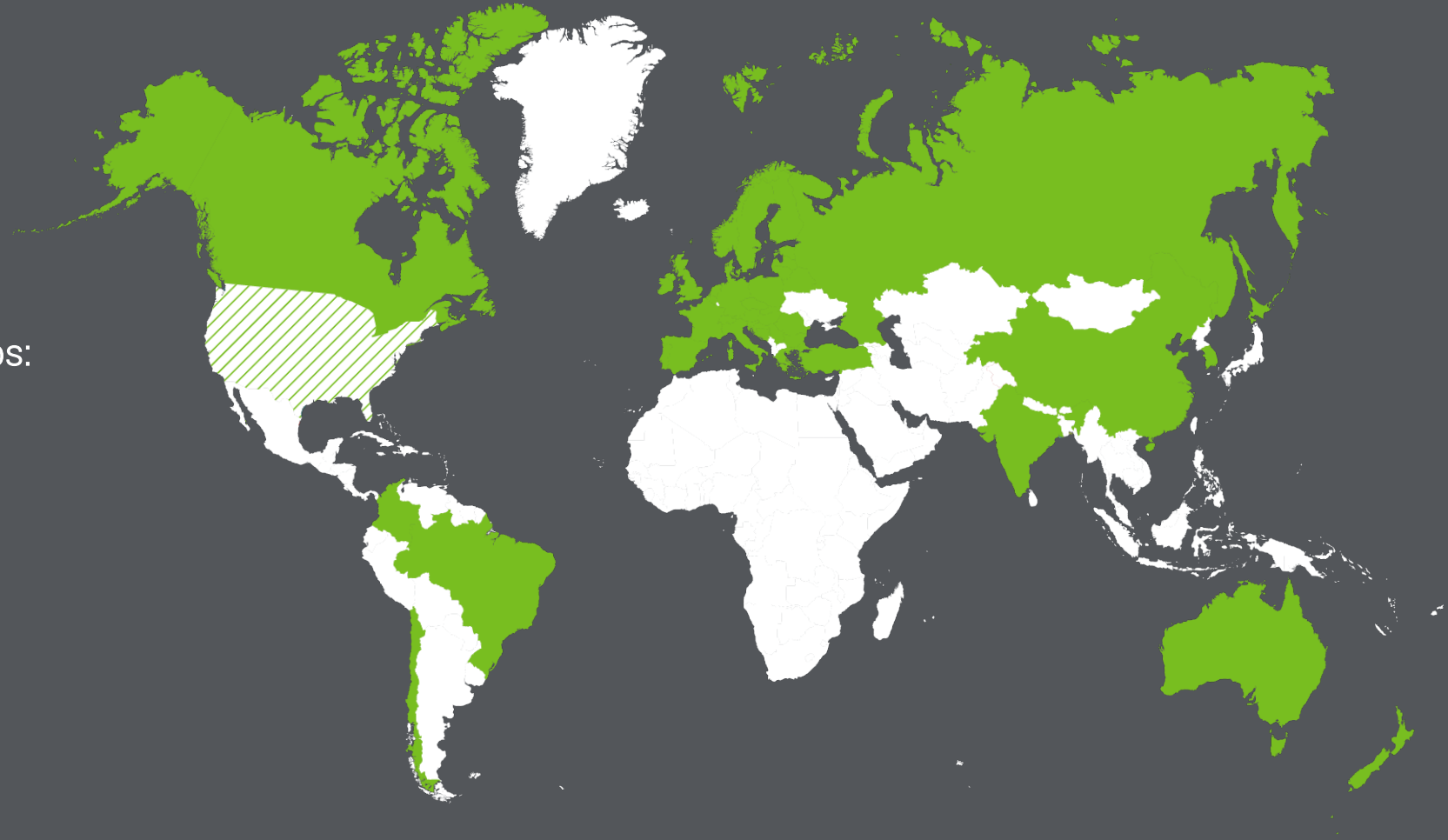
GLOBAL DISTRIBUTION

Main Markets are:

Europa
USA
Latin America
China
Australia

Primary customer target groups:

Clinics and Hospitals,
Office-based Doctors,
Clinical Research Organizations,
Universities,
Healthcare Provider



OUR SERVICE FOR YOU



Dedicated IEM Sales Managers for your support onsite: Product training, key customer visits, joint business development programs



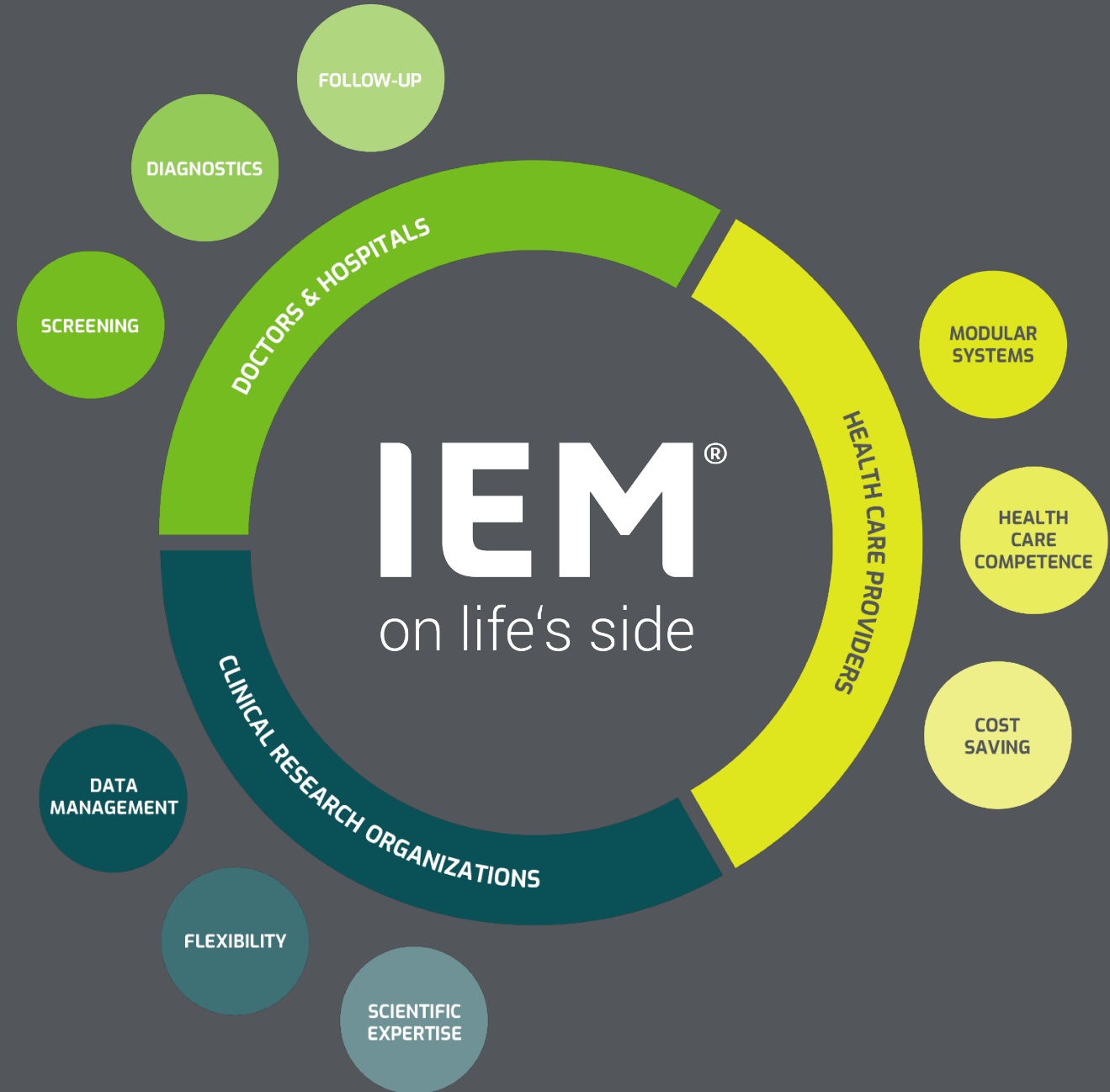
Solution-oriented IEM Customer Service to support any operational inquiry within 24 hours



Technical Service department to train your team and provide dependable backup support



EXPERTISE & TARGET GROUPS





FOLLOW-UP

DIAGNOSTICS

SCREENING

DOCTORS & HOSPITALS

DOCTORS & HOSPITALS



SOLUTIONS FOR SCREENING

to identify high CV risk individuals

IEM[®]

Tel-O-Graph BT

THE TRUE MULTI-TALENT

- Accurate Risk Analysis without Waiting Time
- Affordable Upgrade Options to CBP and PWA
- Efficient Workflow - Automated Data Recording



A woman with blonde hair tied back is sitting on a grey sectional sofa in a living room. She is wearing a light pink t-shirt and blue jeans, and is reading a magazine. A black IEM (Infrared Ear Microphone) device is attached to her upper arm. A black bag with the IEM logo is on the sofa next to her. In the background, there is a white bookshelf filled with books and a floor lamp with a glowing glass globe. The scene is lit with warm, indoor lighting.

SOLUTIONS FOR DIAGNOSTIC

to identify medical disorders

IEM[®]

Mobil-O-Graph

THE NEW STANDARD

- From Blood Pressure to Hemodynamics
- Modular Upgrades via Affordable Licenses
- The best Choice for a Reliable Diagnosis



IEM[®]

Mobil-O-Graph

INDIVIDUAL CHOICES

1 device - 3 levels
via license upgrades





SOLUTIONS FOR THERAPY FOLLOW-UP
to monitor progress remotely

IEM[®]

Tel-O-Graph GSM

THE DIGITAL REVOLUTION

- Global Transmission of Measurements via GSM
- Considerable Time Savings for Doctors & Patients
- Significantly Better and Sustainable Medical Results
- Decentralized Clinical Trials



SOLUTIONS FOR DATA MANAGEMENT

To Facilitate Health Condition Review



A DEPENDABLE ASSISTANT

- All Cardiovascular Parameters in one Software
- Digital Documentation in a Variety of Reports
- Regular Software Updates Free of Charge





CLINICAL RESEARCH ORGANIZATIONS

DATA
MANAGEMENT

FLEXIBILITY

SCIENTIFIC
EXPERTISE

CLINICAL RESEARCH ORGANIZATIONS

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IEM'S INNOVATIVE
SOLUTIONS AT A GLANCE



Most trusted ABPM unit in clinical trials

- ABPM Now available with central blood pressure and pulse wave analysis upgrade license
- An unmatched standard valued world-wide and built to last



Most secure Gateway server certified as a medical product

- Prevention of data loss
- Interoperability with your existing software



Supplier Management

- Hard- and Software compatibility for dependable operations
- Minimized commercial procedures to shorten your study preparation
- One point of contact to immediately resolve any issue

Data Management

- Automated quality control reducing your time and money for data cleaning
- Self-explanatory operation eliminating human errors
- Access to clinical data enabling you continuous control

Time Management

- Customized study software you can utilize in 2 weeks only
- Free inventory on hand, Pay per Use for immediate product availability
- Minimized training needs support short site initiation

Capital Investment versus Pay per Use



Purchase

Office BP
Home BP
ABPM

At an attractive purchase cost for you

- Premium quality design for long performance life
- Low repair and down time rate
- Reduced cost of ownership



Rental Program

Office BP
Home BP
ABPM

At attractive monthly rates for you

- IEM property but in your inventory
- Pay per Use: Billing starts once is use
- A Full-Service Commitment: Replacement if broke
- No capital investment
- Increased cash flow

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