

KU Industry Outreach Case Study: **KC BioMediX, Inc.**



David Stalling, Bruce Richardson, and Mike Litscher
of KC BioMediX, Inc.

Location: DeSoto, Kansas (in the process of relocating to Shawnee, Kansas)

Established: 2006 in Lawrence, Kansas

Leadership:

Mike Litscher, President
David Stalling, Secretary/Treasurer;
Bruce Richardson, Chief Financial Officer

Business: Develop, market and produce the NTrainer System, using technology invented by KU researcher Steve Barlow that assesses premature new-borns while teaching a normal pattern of sucking behavior, allowing it to feed naturally.



The Need

Premature newborns often start life with difficulty breathing and feeding on their own. Once they are breathing normally, the next goal is to get them feeding independently. The sooner they transition to oral feeds the sooner they get stronger, allowing the baby and mother to go home sooner.

The Research

Steve Barlow of KU used NIH research grants to develop devices that monitor the new-born non-nutritive suck and teach it how to suck properly. This research led to proof of concept, pending patent protection, a prototype, and a successful clinical trial. KC BioMediX took Barlow's idea further and is developing it for commercialization. Additional clinical trials are currently under way at Overland Park Regional Medical Center in Kansas and WakeMed Hospitals in Raleigh, North Carolina.

The Market

In February 2008, the NTrainer System was cleared for marketing by the FDA. Neonatal intensive care units exist in more than 1,100 of the 5,400 hospitals in the U.S., and the U.S. has half the world's capacity. Potential markets include China and the European Community.

The Vision

The company anticipates building an FDA-compliant manufacturing facility, with 50-100 employees within 2-5 years, including engineers, marketing, manufacturing, and quality service personnel.

Collaboration with KU

KC BioMediX was a start-up company, but with some of the R&D, patent, proof of concept, and clinical testing already done by KU. That, plus Steve Barlow's credibility in the research community, made it easier to raise venture capital. Barlow has an ongoing role in the company, which operates under a license agreement with KU. The university is also a continuing resource KC BioMediX can tap for statistical analysis, basic research, staffing, etc.

More Information

To learn more about how KU can collaborate with your company on research projects, contact:

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