

# NEWPORT MEDICAL @ BARDA INDUSTRY DAY

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Executive VP



# Who is Newport Medical

- Privately owned ventilator manufacturer
- Located in Orange County, California
- Recently celebrated our 30<sup>th</sup> anniversary
- We design, build and sell ventilators; very specialized.

# Who is Newport Medical



Privately-owned ventilator company



Specialized in design, build, and sell ventilators for over 30 years..



# How We Began the Process

- Dec, 2008 BARDA posted a sources sought listing titled Advanced Development of Next Generation Portable Ventilators. We saw it on Fed Biz Ops website.
- We responded expressing our interest and were notified when it turned into a full blown RFP.
- We responded to this as well.

# How We Began the Process

The image shows a screenshot of the FEDBIZOPPS.GOV website. The header includes the logo and text "FEDBIZOPPS.GOV Federal Business Opportunities" and "E-GOV USA.gov". A navigation menu contains "Home", "Getting Started", "General Info", "Opportunities", "Agencies", and "Privacy". A search bar at the top left says "Search more than 40,900\* active federal opportunities." Below it are filters for "Posted Date" (Last 90 Days), "Set-Aside Code" (Any), "Place of Performance" (Any State or Territory), and "Type" (Any). A "Search" button is present. On the right, there is a "RECOVERY" section with buttons for "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS".

A yellow callout box with a blue border is overlaid on the page. It contains the following text:

**Dec 2008**  
BARDA posted a sources sought listing titled  
"Advanced Development of Next Generation  
Portable Ventilators".

Below the callout box, there is a small illustration of a stick figure pushing a large grey button with the word "GO" on it. The Newport Medical logo is visible in the bottom right corner of the page.

# How We Began, con't

- We sent in the required documentation showing our capabilities and technical responses.
- A site visit was scheduled but the RFP was cancelled just a few days before their visit.
- However, a new RFP was posted in April of 2010.

# How We Began, con't.

- We again responded and this time, all went well.
- We were awarded a 3 year R&D contract in September, 2010.
- It is a \$7M, milestone driven award.
- We work with a dedicated 2 person team from BARDA; a contract specialist and a technical specialist.



- Awarded a 3 year R&D contract in September, 2011
- A \$7M, milestone driven award
- Work with a dedicated 2 person team from BARDA; a Contract Specialist and a Technical Specialist

*Newport*  
MEDICAL

*Newport*  
MEDICAL

# How Did We Develop Our Proposal?

- Questions we asked ourselves:
  - ✓ Must this be a brand new product or could we adapt to a high volume production of an existing product?
  - ✓ Do we fully understand the technical risks?
  - ✓ How do we assign resources to this product?



# What We Decided

- Current technologies with new designs  
We would take whatever technologies we could from our previous products and mix with new designs.
- Minimize Risks  
We do understand the technical risks and must minimize them; we looked at parallel pathways for key parts of the design;  
one a known entity while the other had benefits but also risks.
- Resources:  
we went with our tried and true engineers and back filled with new ones in areas of less importance.



# Big Picture Concepts

- We developed a very clear project plan with great detail.
- Weekly meetings to be sure we stay on track.
- Constantly monitoring quality, cost and time lines.
- Today, we believe we will finish 3 to 6 months early and the final product will be at budget projection.

