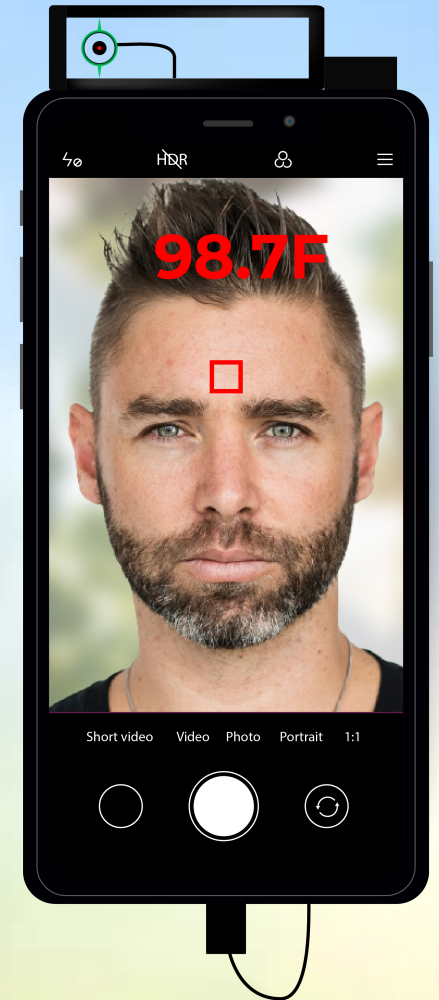


# *Thermowand<sup>TM</sup> Sensor Pack*

C O R P O R A T E   P R E S E N T A T I O N

*World's 1st Sensor Pack that turns any phone into a medical grade thermometer or monitor.*



# OVERVIEW

*ThermoWand Technologies automates temperature readings, detects surface and core temperature levels non-invasively, and respects social distancing*

## WHO WE ARE

ThermoWand Technologies, a New York based company, was founded in 2021 to develop and prove its proprietary technology, ThermoWand, will be the **WORLD'S FIRST** hybrid medical grade infrared thermometer that can work as a handheld or stand-alone automated temperature monitor which can detect temperatures of both humans and animals at a distance.

## WHERE WE ARE AT

ThermoWand Technologies is looking to raise \$1,500,000 to finish development and an initial product offering. Dr. Tim Johnson, the company's co-founder and Chief Scientist, completed a doctoral program improving infrared medical technology that expands the range and accuracy of infrared temperature sensors, field tested prototypes under Institute Review Board guidance and was awarded two US Patent for contributions to the science of temperature gathering using dynamic filtering. The company has completed an evaluation phase with Presco Engineering, a leading engineering, research and development firm in Connecticut. We are presently raising funds to build the first commercial version of ThermoWand expected in 2023.

## KEY HIGHLIGHTS

- Introducing the **WORLD'S FIRST** medical-grade, cell phone compatible Sensor Pack Thermometer attachment
- ThermoWand Sensor Pack available in iOS or Android are adaptable as handheld thermometers or stand-alone automated temperature monitor world's first and only hybrid handheld or monitor
- Medical grade readings can be taken from a distance of 3 feet meeting an FDA requirement of  $\pm 0.2^{\circ}\text{C}$  accuracy for use with humans.
- Sensors are FDA approved.
- Capable of taking continuous or periodic readings
- Respects social distancing protocols in a pandemic environment
- Human testing subject to Institute Review at Pace University show a 1.43% improvement in results over current infrared thermometers.
- Automated mounted units remove people from the temperature gathering process
- Cloud based repository for temperature data collected worldwide
- US Patent 10,502,629 B2, Temperature Measurement by Infrared Analysis, December 16, 2019.
- US Patent 11209316B2, Temperature Measurement by Infrared Analysis, December 28, 2021

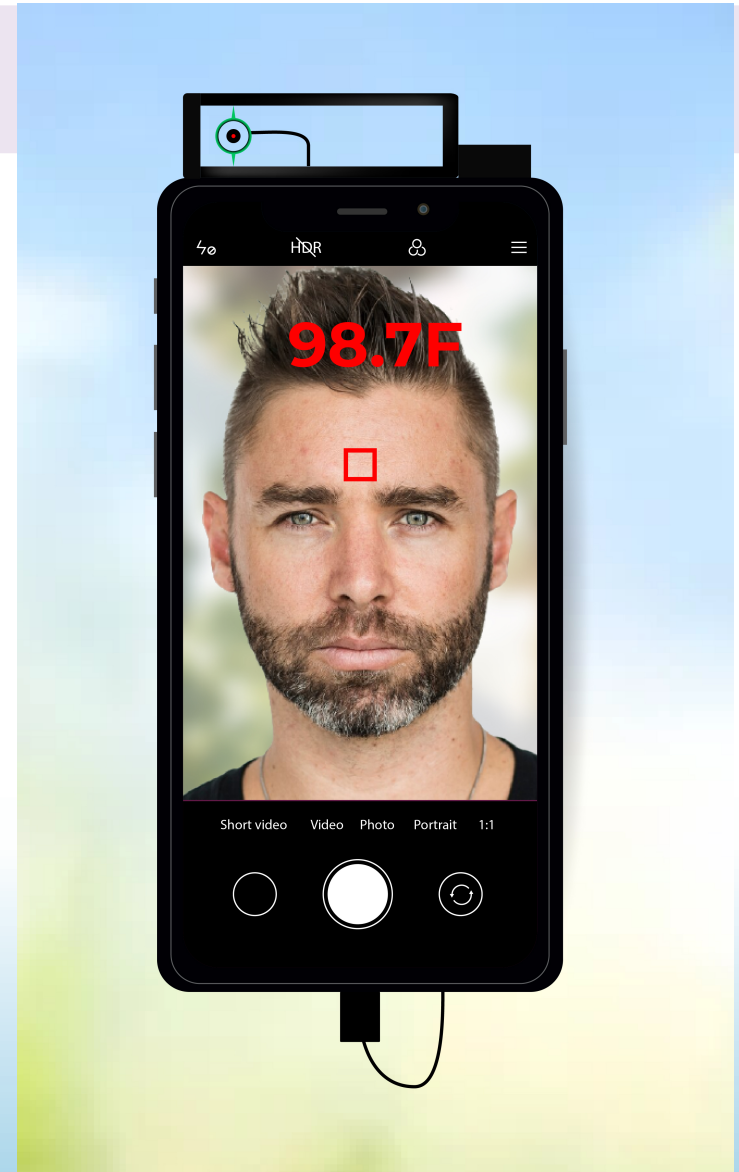
# INDUSTRY / OPPORTUNITY

- A legacy of the COVID pandemic is the regular and random temperature checks performed everywhere from airports to gymnasiums.
- The rising awareness about the importance of body temperature monitoring are major factors driving the market
- People everywhere make their first assumption about a disease based on thermometer readings
- The need for thermal screening at public places, offices, and hospitals has increased the demand for thermometers
- In addition, increasing health consciousness and rising patient awareness and self-health care are among other major factors contributing to the market growth
- Consumers are looking for portable products, which are user-friendly and can also be easily adopted
- The vast majority of existing technologies do not meet FDA requirements and are in use with the Emergency Use Authorization for the duration of the COVID19 pandemic about to run out.



# ADDRESSABLE MARKET

- Addressable cell phone accessory market
- 40.8 million iPhones sold in 2019 with the number of users is expected to surpass 110 million by 2021 (Statistica, 2/2016)
- According to Statista, the mobile phone accessories market in the US was \$25.8 billion in 2018 and projected to grow to \$66.4 billion in 2025
- ThermoWand Sensor Pack, for use with Apple and Android is available for \$99. Artist concept image seen is shown in selfie mode. The sensor on top pivots to capture another's person's data using back facing camera. The red square assists operator aim phone to source of temperature hot spot. Results of reading is shown includes Core Temperature.
- ThermoWand Technologies will also have a online small catalogue of compatible products to enhance the automated use of ThermoWand. Such as, wall mounts, desk mounts, tripod mounts, dedicated blank cameras/ white boards to work with Sensor Pack, etc



# ThermoWand Sensor Pack is the World's 1st and Only Sensor Pack that can be used as a...

## HAND HELD

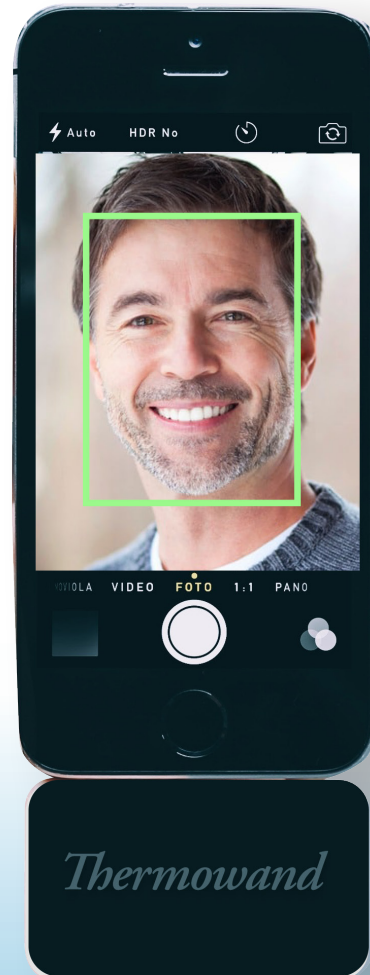
Captures medical grade readings at a safe distance

Takes 300 readings per second with 2-3 seconds for final display

Plugs into smartphone; contains temperature sensor and communication capability; utilizes smartphone's processing and communication capability

\$129.00 MSRP

Includes: the Sensor Pack  
3 months Free of TIDE Systems



## STAND ALONE

Requires minimal human supervision – set it up and go

Takes 300 readings per second with 2-3 seconds for final display

Communicates via WiFi system providing alerts of a patient's temperature.

Can be wall mounted, desk or tripod mounted

Sign Up for 2 years of the TIDE Systems Automation Package at \$14.95 per month and get the Sensor Pack FREE

- *Sensors use an infrared temperature sensor, a distance ranging module LIDAR (optional), and a camera*

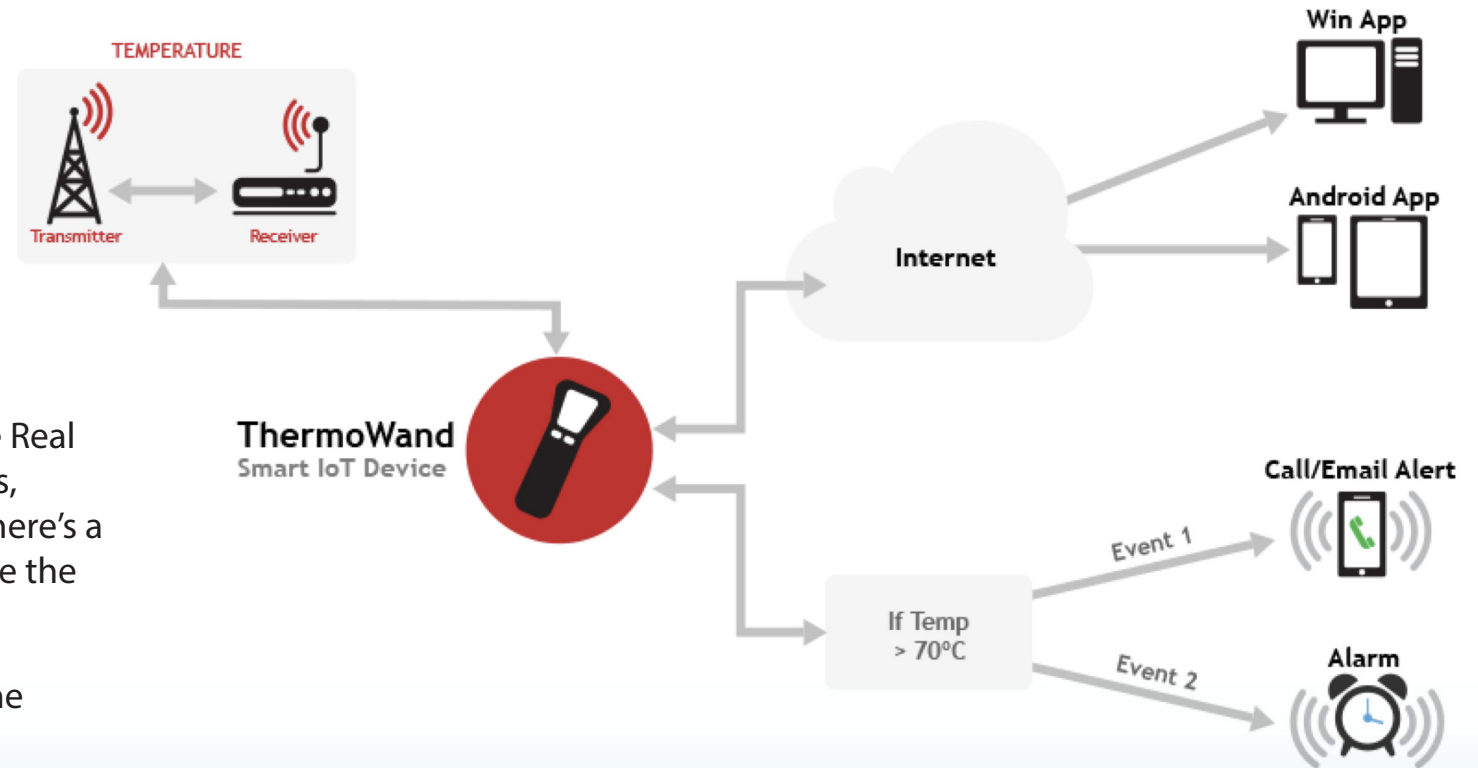
- *Consistent reliability*

- *Better than  $\pm 0.1^{\circ}\text{C}$  which is double FDA requirements.*

# TIDE system

Temperature Integrated Data Environment system communicates between the device, target, operator and other databases

- The TIDE system is an optional feature.
- Readings can be saved and added to an ever-expanding TIDE database which will aid in the ongoing machine learning and AI analysis to constantly improve ThermoWand's accuracy and target acquisition capabilities.
- With widespread usage, the TIDE system will enable Real Time Dash boarding of individuals, groups, accounts, geographic locations, gender, and even species. If there's a COVID strain in Bulgaria it will be able to show where the hot spots are.
- Alarms of significant readings are sent directly to the caretaker for review and viewable on screen.
- TIDE delivers periodic system updates.
- Non-subscribers to the TIDE System will also be offered the upgrades



# TARGET MARKET

- Factors of cost per unit and market expectations have lead us to Launch ThermoWand™ Sensor Pack, Direct-to-Consumer via the cell phone accessories market
- Patented technology gives the company a significant advantage in the expanding thermometer marketplace. Additionally, our sensor meets FDA requirements for use with humans, +/- 0.2 degrees C.
- Human Applications: Direct to Consumer (DTC)/Healthcare.
- Telemedicine/Homecare.
- Security/point of entry to buildings/venues.
- Animal Applications: Veterinarian /Livestock.
- Manufacturing processes.
- Licensing opportunities.
- ThermoWand™ Technologies has plans to launch into each sector with a specific product pipeline For example, the Healthcare version will be different than the Sensor Pack for DTC target and Livestock barnyard version will differ from the Security version



# MARKET LAUNCH STRATEGY

- After months of collaboration with Presco Engineering and analyzing costs and market expectations, the company is focusing on the launch of the ThermoWand Sensor Pack, Direct to Consumer via the cell phone accessories market.
- The company will initially focus on the consumer accessory market through the app store, box stores, pharmacies and anywhere that sells phone accessories
- ThermoWand Sensor Pack will be searchable in the App Store using "thermometer" in conjunction with the TIDE an app.
- IMT's early version of the TIDE System can already capture and store readings, control the automation code, warehouse the data and upgrade and calibrate the device remotely
- When Sensor Pack shelf ready prototypes are available the Pre-sale for the Initial Production Run of 10,000 units begins.



- The Launch will consist of a multi pronged approach including public relations, a website that has our products for sale at MSRP with marketing support, formation of a 1099, straight commissioned Sales Force of 6-8 people in select cities across the US who can assist in direct to consumer sales themselves as well as helping to establish a Reseller network. For more details ask for our full Business Plan.

# MANUFACTURING

*After completing the ThermoWand Strategic Assessment and Technical Review, Presco's President Terry Sauer wrote, "We think you have an interesting project, and the direction of heading to a smartphone sensor pack reduces the overall scope, lowers the bill of materials cost, and helps the product feel familiar to a typical end user."*

<https://www.prescoinc.com/>



- Entered partnership with Presco Engineering to build a shelf ready version of the ThermoWand technology.
- Established as a Connecticut corporation in 1978
- Electronics, software and mechanical engineering expertise
- Handle every aspect of purchasing, inventory control, incoming inspection, kitting, test, rework, burn-in, quality control and final inspection.
- Offer the flexibility to carry out rapid prototypes and small production runs in a cost effective manner, yet the ability to boost production volume dramatically

# COMPETITORS

## Kinsa Smart Thermometer

Kinsa uses a smart thermometer to gather data to help stop the spread of infectious illness by building a communication network that connects more than a million users with a free app, e-mail alerts, and wireless thermometer. Kinsa unfortunately uses an inexpensive infrared sensor.

## Vicks Smart Temp

Vicks smart thermometer and app allows you to create individualized profiles to track temperatures for each family member.

## Radiant Forehead

The Radiant Forehead is a non-contact thermometer (1 cm from forehead) which can keep track on temperatures via an app by connecting to an iPhones phone jack.

## FLIR One Pro Thermal Camera

The FLIR turns an iPhone into a thermal camera which can take temperature readings from between -4°F and 752°F. It is primary a commercial camera used to inspect electrical panels, It is not permitted to be used for humans.

# THERMOWAND SENSOR PACK ADVANTAGES

*ThermoWand Sensor pack also has a Free App.*

*ThermoWand Sensor Pack turn your phone into a medical grade thermometer, they use a non medical grade thermometer in conjunction with their app.*

*ThermoWand Sensor Pack allows for Monitoring, they do not. (Maybe put it 1 time "larger" instead of 1 time each across from these 3 similar items.)*

*ThermoWand Sensor Pack is for use with Humans, Flir is not.*

# PATENTS

*ThermoWand*<sup>®</sup> has

been awarded a US Patent #10502629 B2 in 2019 that extends the range of infrared thermometers readings from 2"-6" inches out to 3 feet with distance-dynamic filtering.

A second US Patent #11209316 B2 was issued in 2021 for the use of emissivity in the detecting of human core temperatures by infrared thermometry,



US010502629B2

## (12) United States Patent Johnson

(10) Patent No.: **US 10,502,629 B2**  
(45) Date of Patent: **Dec. 10, 2019**

### (54) TEMPERATURE MEASUREMENT BY INFRARED ANALYSIS

(71) Applicant: **Infrared Medical Technologies, LLC**,  
Bellerose Village, NY (US)

(72) Inventor: **Timothy Johnson**, New York, NY (US)

(73) Assignee: **Infrared Medical Technologies, LLC**,  
Bellerose Village, NY (US)

(\* ) Notice: Subject to any disclaimer, the term of this patent is extended or adjusted under 35 U.S.C. 154(b) by 159 days.

(21) Appl. No.: **15/675,235**

(22) Filed: **Aug. 11, 2017**

#### Prior Publication Data

US 2018/0045573 A1 Feb. 15, 2018

#### Related U.S. Application Data

(60) Provisional application No. 62/471,901, filed on Mar. 15, 2017, provisional application No. 62/374,700, filed on Aug. 12, 2016.

(51) Int. Cl. (2006.01)  
*G01J 5/00* (2006.01)  
*G01J 5/02* (2006.01)  
(Continued)

(52) U.S. Cl. (2013.01); *G01J 5/0025* (2013.01); *G01J 5/025* (2013.01); *G01J 5/026* (2013.01); *G01J 5/0265* (2013.01);  
(Continued)

(58) Field of Classification Search  
CPC ..... *G01J 5/00*; *G01J 2005/0077*; *G01J 5/10*;  
*G01J 5/0025*; *G01J 5/025*; *G01J 5/0003*;  
(Continued)

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5,219,226 A 6/1993 James  
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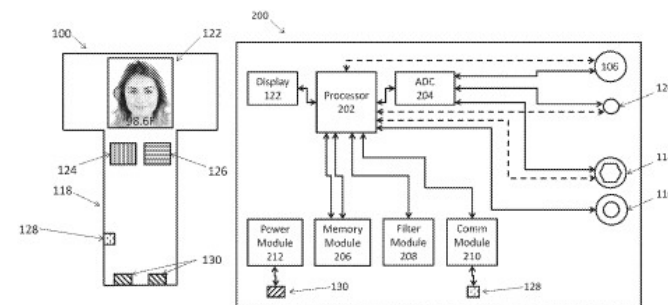
International Search Report and Written Opinion in International Application No. PCT/US2017-046549, dated Nov. 20, 2017, 12 pages.

Primary Examiner — Gail Kaplan Verbitsky  
(74) Attorney, Agent, or Firm — Fish & Richardson P.C.

### (57) ABSTRACT

A device for detecting infrared radiation emanating from a subject while not in physical contact with the subject. The device includes a body, an infrared sensor located in the body oriented to receive the infrared radiation and to generate at least one output that corresponds to the received infrared radiation, an analog to digital converter in communication with the infrared sensor to receive the at least one output, a processor in communication with the analog to digital converter or infrared sensor to process data received into a temperature associated with the subject, a memory module to store a first plurality of computed temperatures in a predetermined sequence; and a filter module to select a first maximum from among the first plurality of computed temperatures; and a method of determining the temperature of a subject is also provided.

9 Claims, 4 Drawing Sheets



US011209316B2

## (12) United States Patent Johnson

(10) Patent No.: **US 11,209,316 B2**  
(45) Date of Patent: **Dec. 28, 2021**

### (54) TEMPERATURE MEASUREMENT BY INFRARED ANALYSIS

(71) Applicant: **Infrared Medical Technologies LLC**,  
Bellerose Village, NY (US)

(72) Inventor: **Timothy Johnson**, New York, NY (US)

(73) Assignee: **Thermowand Technologies, Inc.**, New  
York, NY (US)

(\* ) Notice: Subject to any disclaimer, the term of this patent is extended or adjusted under 35 U.S.C. 154(b) by 30 days.

(21) Appl. No.: **16/678,235**

(22) Filed: **Nov. 8, 2019**

#### Prior Publication Data

US 2020/008884 A1 Mar. 19, 2020

#### Related U.S. Application Data

(63) Continuation-in-part of application No. 15/675,235, filed on Aug. 11, 2017, now Pat. No. 10,502,629.  
(Continued)

(51) Int. Cl. (2006.01)  
*G01J 5/00* (2006.01)  
*G01J 5/02* (2006.01)  
*G01J 5/10* (2006.01)

(52) U.S. Cl. (2013.01); *G01J 5/0025* (2013.01); *G01J 5/10* (2013.01)  
CPC ..... *G01J 5/0025* (2013.01); *G01J 5/10* (2013.01)

(58) Field of Classification Search  
CPC ..... *A61B 5/015*; *A61B 5/01*; *A61B 5/0077*;  
*A61B 5/742*; *A61B 2576/02*; *A61B 5/743*;  
(Continued)

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JP 2005148038 6/2005  
(Continued)

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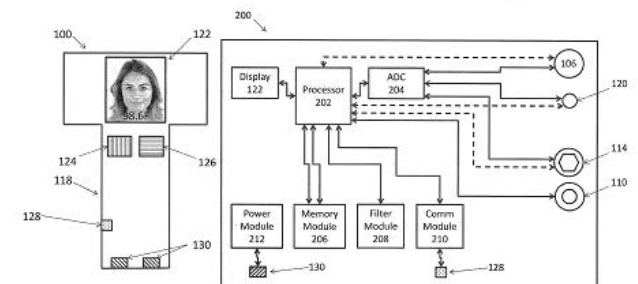
PCT International Preliminary Report on Patentability in International Appl. No. PCT/US2017/046549, dated Feb. 12, 2019, 10 pages.

Primary Examiner — Gail Kaplan Verbitsky  
(74) Attorney, Agent, or Firm — Brian M. Gaff, Esq.

### (57) ABSTRACT

A method of determining a temperature of a subject while not in physical contact with the subject. The method includes providing an infrared sensor oriented to receive the infrared radiation emanating from a subject and to generate at least one output that corresponds to the received infrared radiation, providing a processor to process the at least one output into a computed temperature of the subject, adjusting the computer temperature based on an emissivity of the subject, the emissivity determined at least in part by a luminance value based at least in part on an image of the subject providing a memory module to store a first plurality of computed temperatures in a predetermined sequence, and selecting a first maximum from among the first plurality of computed temperatures. A display is provided to display the temperature of the subject.

3 Claims, 5 Drawing Sheets



# EMISSIVITY

## What is emissivity?

In the image seen, let's suppose everyone had exactly the same temperature. Current infrared thermometers would read six different temperature values because the skin surface temperature radiates (or emits) slightly different (by 3%) heat amounts from their bodies due to their varying skin tones. Our infrared thermometer corrects for core temperature and it would read everyone with the same temperature. This is scientifically based on the Stefan Boltzmann equation for heat using infrared thermometers..



## MANAGEMENT

### Dr. Robert A. Young

#### Executive Board Member

Bob earned a Ph.D. in Marine Geology (MIT-Woods Hole Oceanographic Joint Program) in 1975, joining NOAA's Atlantic Oceanographic and Meteorological Labs where he carried out research. In 1982 he joined Exxon's Production Research Company. He struck out on his own to form EGS, an environmental geology consulting company. In 1988 he left EGS and joined Schlumberger to manage their geologic consulting services, eventually becoming their chief geologist. While at Schlumberger he led a team of scientists and engineers who created a unique method to guide drilling through deformed formations using conductivity measured at the drill bit. He then managed Schlumberger's geologic analysis software development, responsible for \$30 million in sales. Dr. Young has published over 40 scientific papers and internal reports.

### Dr. Timothy M. Johnson

#### CHIEF SCIENTIST/CEO

Holds an MSEE from New York Institute of Technology, a registered Professional Engineer in Massachusetts. In 2019, completed a Doctor of Professional Studies in Computers at Pace University defending a dissertation on Improving Infrared Sensor Temperature Readings using Machine Analysis of Emissivity. He has taught fifteen years at Wentworth Institute of Technology in their Electrical Engineering department as an Associate Professor.

### Douglas J. Gallagher

#### Secretary

An active entrepreneur focused on creating innovative, growth-focused businesses. In addition to navigating an increasingly complex and competitive environment, Douglas is responsible for identifying new technology trends to drive future-proof product development and works to secure and manage capital investments. He holds a BS in Business from the University of Virginia.

### Drury Gallagher

#### Business Advisor

Info here

### Richard P. Centauro

#### CTO

Richard is a technology guru, hands-on developer, and business leader for entrepreneurs. His background includes imaging technology with a number of companies including Imaging Technology Inc., Phillips/ElectroScan Corporation, Polaroid Medical Imaging Systems, NEC Computer Systems. He was Senior VP of IT at State Street Bank for 15 years. Rich obtained an Associate Degree in Technology from Wentworth Institute in 1984.

### David N. Johnson

#### Co-Founder

David has successfully launched products in Health Care and pharmaceutical industries, from rolling out HIP health insurance's 1st Medicare D program as well as 4 product launches in pharmaceuticals. David holds a BA in English from King's College as well as a MS in Marketing from NYU.

### Legal

Stephan Field, Corporate NY, NY

Brian Gaff, Patent Attorney Salem, NH



# FINANCIALS

<b>Free Cash Flow</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
EBIT	-\$1,620,215	-\$3,436,536	-\$2,118,256	\$1,652,502	\$10,812,625
Less: Taxes on EBIT	\$0	\$0	\$0	\$247,875	\$1,621,894
<b>Net Operating Profit After Taxes (NOPAT)</b>	<b>-\$1,620,215</b>	<b>-\$3,436,536</b>	<b>-\$2,118,256</b>	<b>\$1,404,627</b>	<b>\$9,190,731</b>
Plus: Depreciation/Amortization	\$0	\$0	\$0	\$0	\$0
+/- Changes in Working Capital	-\$243,750	-\$1,575,000	\$843,750	-\$202,500	\$1,050,750
Less: Capex	\$0	\$0	\$0	\$0	\$0
<b>Unlevered Free Cash Flow</b>	<b>-\$1,863,965</b>	<b>-\$5,011,536</b>	<b>-\$1,274,506</b>	<b>\$1,202,127</b>	<b>\$10,241,481</b>
<b>DCF Enterprise Value Calculation</b>					
<i>Terminal Value Calculation</i>					
Terminal Value Growth Rate	5.0%				
Projected Free Cash Flow	\$10,753,555				
Discount Rate	25.0%				
Terminal Enterprise Value	\$53,767,776				
Implied Term. Value EBITDA Multiple	5.0x				
<i>Discounted Cash Flows at WACC</i>					
Unlevered Free Cash Flow	-\$1,491,172	-\$3,207,383	-\$652,547	\$492,391	\$3,355,929
Terminal Value					\$17,618,625
<b>Total Discounted Cash Flows</b>	<b>-\$1,491,172</b>	<b>-\$3,207,383</b>	<b>-\$652,547</b>	<b>\$492,391</b>	<b>\$20,974,553</b>
DCF Enterprise Value	\$16,115,843				
Less: Net Debt					
<b>Equity Value</b>	<b>\$16,115,843</b>				

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# *Thermowand<sup>TM</sup> Sensor Pack*

*World's 1st Sensor Pack that turns any phone into a medical  
grade thermometer or monitor*

Dr. Timothy M. Johnson

E-mail [info@ttinc.tech](mailto:info@ttinc.tech)

More information at [www.ttinc.tech](http://www.ttinc.tech)