

Operating plan and milestones

Design, engineering, prototype and FDA certification.

- The first action item is to award the contract for design, engineering and then prototype production. This should take **4 to 6 months**.
- APP development and software re-write will occur simultaneously. This will be complete in **4 months** in time to use with the prototypes.
- Device outputs and technical specifications will be submitted to FDA upon completion. FDA will issue their testing requirements for the device.
- Prototypes completed by **month 6** and tested according to FDA requirements.
- Test data submitted to FDA with expectation of approval by **month 8**.

Manufacturing

The production of devices will follow immediately after FDA approval. We expect to receive first shipment by **month 10**. Two of the companies we are discussing this with are turnkey operations. They would be able to design, engineer, apply for and receive FDA certification and manufacture the device. The third company would design and engineer the device with all other disciplines contracted to others. They have a portfolio of companies they work with. Importantly they will be able to recommend manufacturer's in the US, Mexico and China. This will allow us to understand the pricing and other dynamics multiple manufacturers might offer.

Marketing

The development of our website and detailed marketing strategies will begin at month 6 when FDA submission has been made.

- Development of printed sales materials for aged living direct sales agents.
- Development of sales materials specific for the physical therapy clinics
- Direct sales strategy including Meta advertising.



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427 Wright Street #205,
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Sales

The sales team will be built around three markets starting in month 8 with sales starting immediately upon receipt of the first units from manufacturing (around **month 10**).

- The first is the professional therapy sector with primary focus on physical therapy clinics. The team will initially be one sales rep with experience and relationships in this industry. The rep will call on clinics introducing I LOOP and providing descriptions and materials for the physical therapist. Sales will begin in **month 10** with expectations of 50 to 100 devices in the first month growing to 300 to 400 per month by **month 24**
- The second sales team will be tasked with direct sales to aged living facilities. The team will present I LOOP directly to the residents of these living centers/villages. The target will be to begin sales **in month 10** with sales reaching 50 in the month 10 and growing to at least 200 per month by **month 24**.
- The third method of sales will be direct marketing with advertising on Meta and by US Post direct mail marketing. The sales will be supported by a phone sales team which will also be available for general customer support. Sales will begin in **month 12** at 25 to 50 per month and ramped up as quickly as possible with a target of at least 150 per month at **month 24**.

The logo for NMT (Next MedTech) features the letters 'NMT' in a large, bold, sans-serif font. The 'N' and 'M' are white with a blue outline, while the 'T' is solid blue. Below the letters, the words 'NEXXT MEDTECH' are written in a smaller, blue, sans-serif font.

NMT
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A small blue location pin icon is positioned to the left of the company's address. The address is written in a small, white, sans-serif font on a dark blue background.

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