GALEN DATA ACCELERATES GO-TO-MARKET FOR GASTRIC DIAGNOSTIC STARTUP, ALIMETRY LTD.

Galen Data

Alimetry Ltd., a New Zealand-based startup, recently announced the launch of their revolutionary diagnostic tool for gastrointestinal disorders. Gastric Alimetry™ is a non-invasive, wearable device that displays a high-resolution biometric map of the stomach and collects data by sensing the activities of the stomach. This information is seamlessly transmitted to the cloud and made available to medical professionals to diagnose and treat gastric conditions.

THE CHALLENGE OF GETTING GASTRIC ALIMETRY™ CONNECTED

From the onset, Alimetry knew they wanted their device connected to the cloud (with an accompanying mobile app) to help explain to patients what was causing their symptoms, and to provide clinicians near-real-time data and user-friendly results reporting. As a fast-moving startup, the company had neither the time nor the cybersecurity expertise to build a home-grown cloud solution, Alimetry needed an experienced team with the technological resources to handle complex device connectivity with an expertise in global regulatory compliance.

GALEN CLOUD™: AN EXPERT SOLUTION FOR STARTUPS

For Alimetry, choosing Galen Data to connect their device meant an accelerated path to market; a reliable, secure, and compliant cloud solution; and a dedicated team of experts that offered the ability to meet Alimetry's needs and timelines during their development period. According to co-founder and CEO, Greg O'Grady, having that flexibility during the device's testing period was crucial. "Startups are constantly evolving, and having the [Galen Data] team readily available to troubleshoot problems made them the perfect fit."

Thanks to Galen Data, Alimetry was able to have a fully-operational, compliant cloud platform and mobile app in a fraction of the time it would take to build it themselves. This reduced their go-to-market timeline and they were able to obtain CE Mark within two years. The Galen Cloud™ allows Gastric Alimetry to wirelessly collect, store, share, and quickly analyze patient data, resulting in more accurate diagnoses.

"Cloud connectivity is a no-brainer these days in the diagnostics space," said O'Grady. "it enhances the product, unlocks the power of data, and creates a seamless experience for both patients and medical professionals."

Alimetry™

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"The time we saved was the most critical aspect of working with Galen Data. It would have been at least six months building cloud connectivity from scratch."

- GREG O'GRADY
Co-founder and CEO, Alimetry

GALEN DATA IS PERFECT FOR STARTUPS:

FLEXIBILITY
A configurable solution to suit unique medical device needs, and scalable pricing based on usage.

COST-SAVINGS
Robust device connectivity within a matter of weeks instead of months (or years!).

EXPERTISE
A highly-responsive team of experts available as needed; ideal during the development and testing period.

CLOUD BENEFITS FOR GASTRIC ALIMETRY:

- Optimized workflow (no plugs, data transmission errors, etc.)
- Data processing using advanced algorithms
- Real-time symptom tracking through the Alimetry app with user-friendly visualization tools

A SECURE, SCALABLE CLOUD PLATFORM

With combined decades of technological and regulatory expertise, relying on the Galen Data team of experts for device connectivity was key. Alimetry was able to comfortably offload the burden of security requirements to Galen Data and enjoy the cost-savings of a scalable platform. "Knowing we were getting a completely secure platform that could scale to our needs is a huge advantage for us. [Galen Data's] product really appealed to us; they offer something that's particularly suitable to startup companies," said O'Grady.

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Contact us for more information about how Galen Data can quickly get your medical device connected to the cloud.