

Infographic by:

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AcquireX



Improving TAVR Devices for Patients

Our first initiative was taking on the world of TAVR (Transcatheter Aortic Valve Replacement). Our goal was to bridge the gap between patient, medical, scientific research and device manufacturing communities to improve patient care and device quality.

RESEARCH TARGET GROUPS, PURPOSES AND OBJECTIVES

Our client wanted to have panoramic view of the TAVR market. AcquireX created a window so our client can clearly see how physicians are practicing, devices commonly used and what patients were experiencing pre and post op; Insights into patient recovery times as well as number of TAVR operations performed.

PHYSICIAN

IDENTIFYING PROCEDURE & DEVICE PREFERENCE

AcquireX accessed a hard to reach user group to identify TAVR procedure preferences in the OR and reasons for surgical preference.

Delving into physician mindset



Physician Objectives

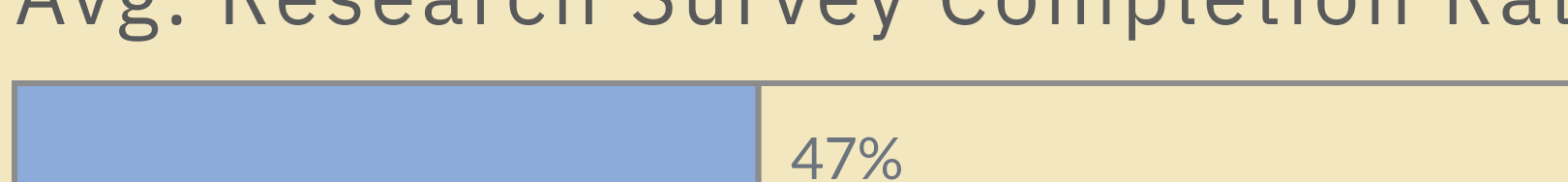
RESEARCH PHASE 1

- Understand volume of procedures being completed
- Identify device preferences by manufacturer and item
- Identify most common type of surgical TAVR procedure being used and why

of Physician Participants



Avg. Research Survey Completion Rate



Patient Objectives

RESEARCH PHASE 2

- Understand patient quality of life before & after procedure
- Understand typical recovery period and post procedure symptoms
- Identify other common-related health issues patients suffer from
- Identify most common age range of patients undergoing TAVR procedure
- Understand type of procedure being performed per instance
- Understand # of patients undergoing multiple TAVR procedures
- Overview of time lapse between multiple TAVR procedures

PARTICIPANTS



GOALS

- Quality & performance of devices
- Side effects Recovery time

Avg. Research Survey Completion Rate



Devices

RESEARCH PHASE 3

- Understand device longevity and performance
- Identify top performing devices for patients
- Find areas for improvement and innovation with devices

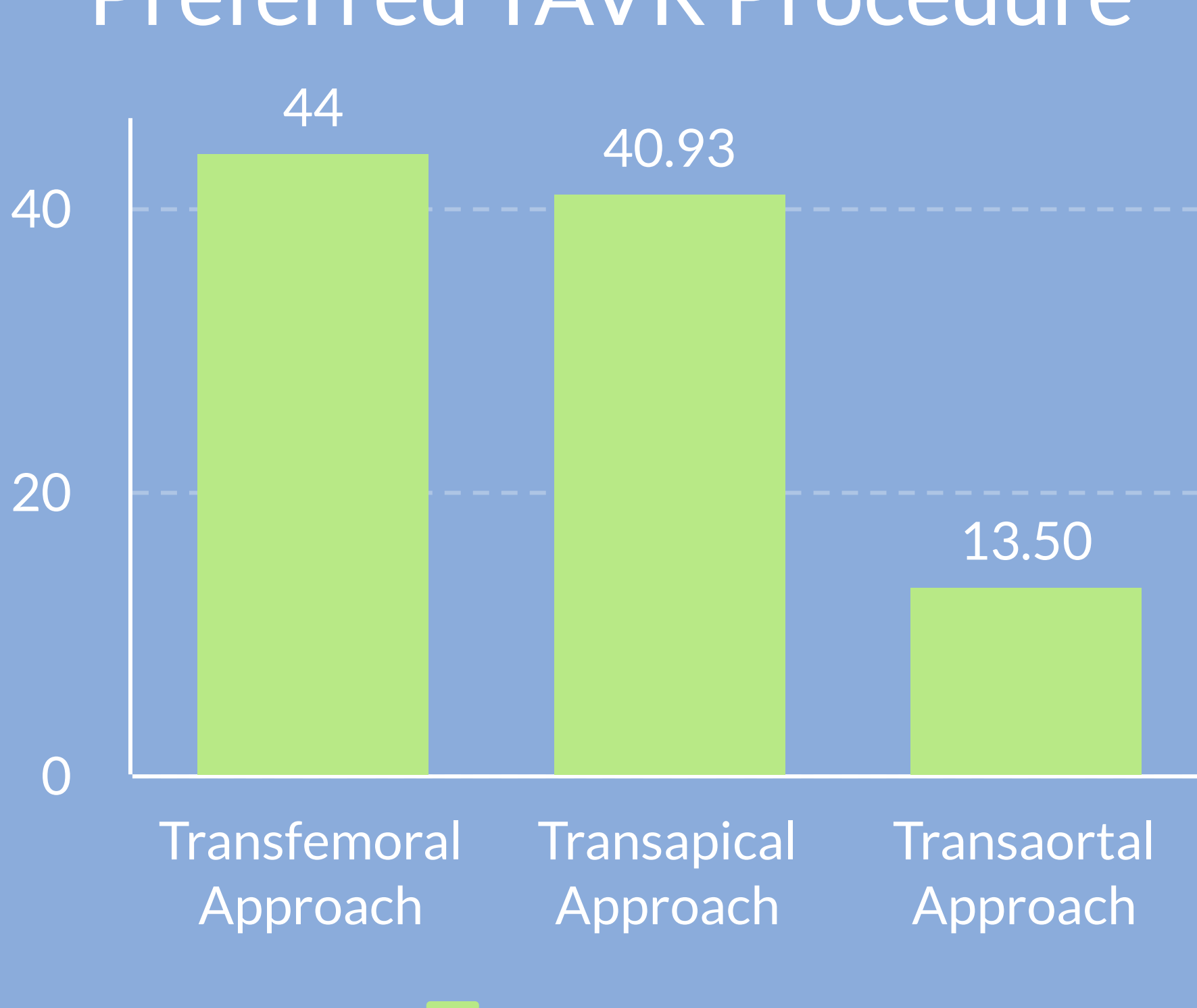
- Medtronics®***
- Edwards Life Sciences®***
- Boston Scientific®***

OVERVIEW OF FINDINGS

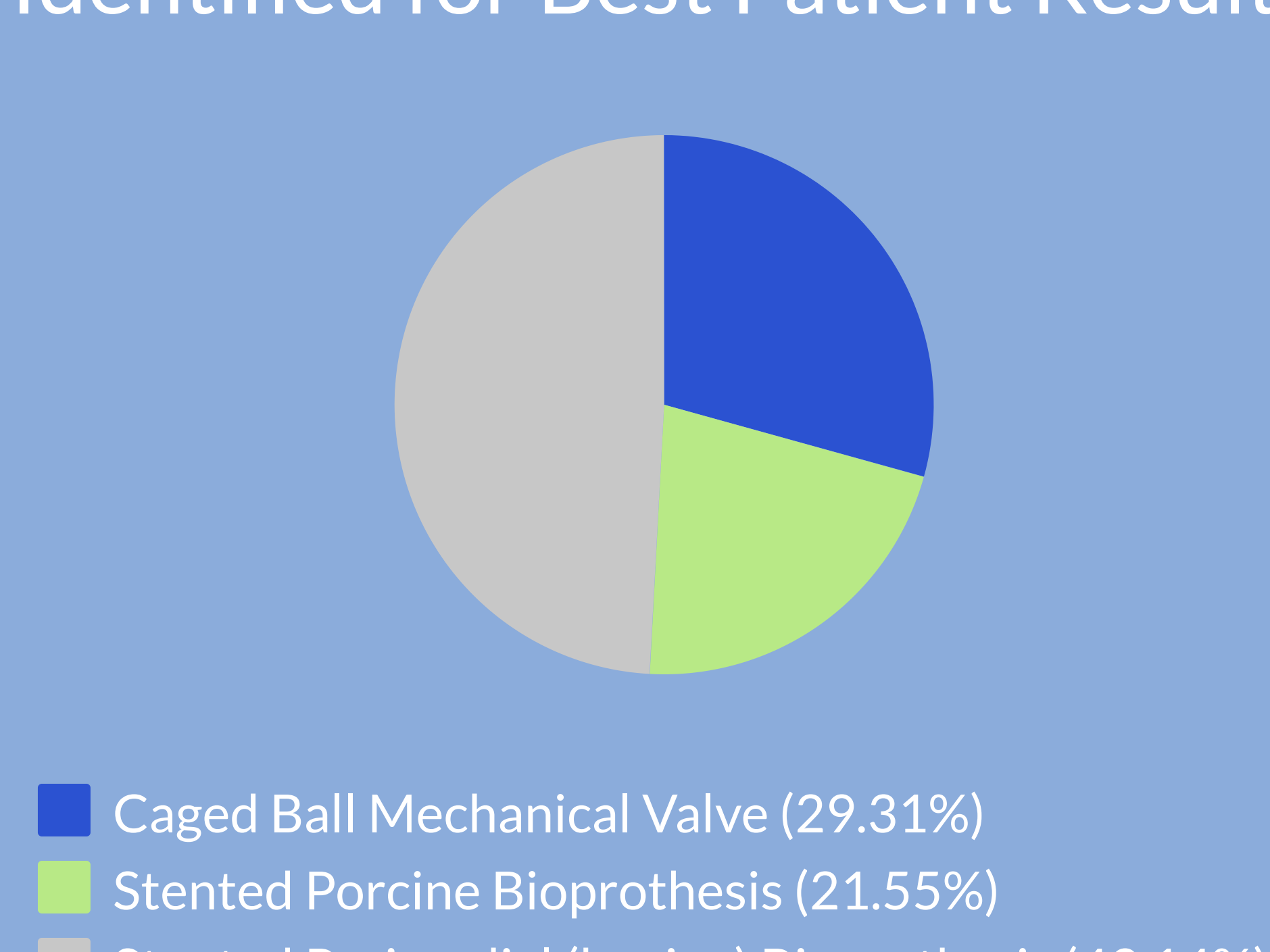
After conducting our survey we saw the following high level trends among physicians conducting TAVR procedures.

PHYSICIAN

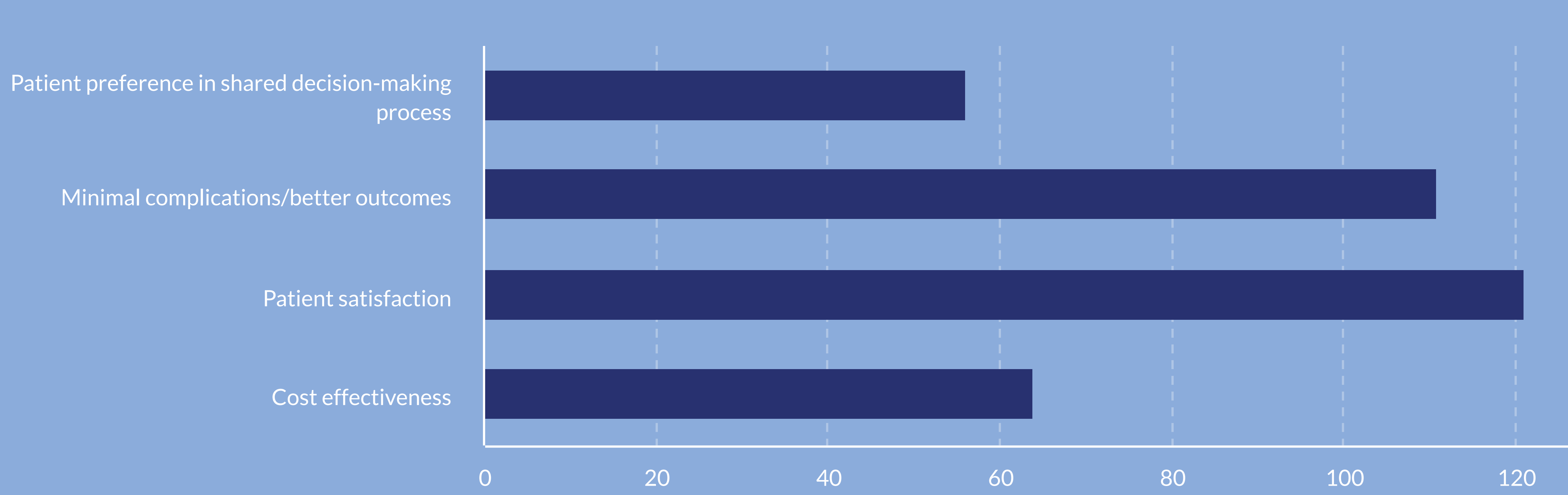
Preferred TAVR Procedure



Top 3 TAVR Device Features Identified for Best Patient Results



When asked to provide reasons for their device preference physicians indicated 3 primary reasons:



Physicians were asked to rank TAVR device manufacturers based on preference: (1 Preferred - 4 Least Preferred)

Preferred Physician TAVR Device Mfg

