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ASIA EDITION

Tensys, Zhejiang sign patient monitoring system deal

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Singapore:Ã?Â Tensys Medical, a leader in the development and commercialization of continuous, non-invasive hemodynamic patient monitoring systems, entered into a commercial agreement with Zhejiang Shanshi Medical Device for distribution of the company's T-Line technology.

The agreement will permit Shanshi to market, pending final regulatory approvals, the company's newest TL-300 throughout China, Taiwan, and Hong Kong. Under terms-of-the five-year exclusive supply relationship, the parties have agreed on cumulative orders of up to $40 million.Ã?Â

Shanshi will initially target the T-line into the Chinese operating room (OR) and intensive care unit (ICU) markets. The T-Line technology platform accurately and continuously captures a patient's beat-to-beat waveform and blood pressure in a completely non-invasive fashion, providing physicians with a stream of real-time hemodynamic data that is not possible using traditional non-invasive blood pressure (cuff) devices. Avoiding the blind-time associated with a deflated or inaccurate cuff can enhanceÃ?Â hemodynamic monitoring, which has been definitively linked to improved clinical outcomes.

The newest generation TL-300 features a tablet supported monitor that allows touch screen control and displays a patient's key hemodynamic parameters. In addition to continuous beat-to-beat blood pressure and arterial waveform, the operator is readily able to view trend data for up to a 12-hour period. The tablet displays data coming from an integrated bracelet, sensor, and wrist frame placed over the patient's radial artery. The wrist frame is disposed at the end of the case and the bracelet and sensor are immediately available for the next patient.

"We are delighted to partner with Shanshi to commercialize our T-line platform in the Chinese critical care marketplace," commented Dr Eric Daniels, Tensys' vice president, sales and marketing. According to
Dr Daniels, "We are confident that the T-Line has a bright future in the Asia-Pacific region and believe our relationship with Shanshi strengthens our worldwide leadership position in the field of non-invasive hemodynamic monitoring."

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