Transforming ICU Intelligence Through Data-Driven Care

What inspired the founding of Etiometry, and how has the company's mission evolved since 2010?

Etiometry was founded at the intersection of engineering precision and clinical insight. The company's founders, aerospace engineers by training, had spent years developing advanced control engineering systems used in aviation were anticipating risk and preventing failure is critical to safety. Together with a physician co-founder, they began questioning why similar predictive and risk-mitigation approaches were not being applied in healthcare, particularly in intensive care units (ICUs), where clinicians must make rapid, high-stakes decisions based on large volumes of complex patient data.

Recognizing this gap, Etiometry was created to help transform the overwhelming flow of ICU data into meaningful insights that support clinicians in identifying patient deterioration earlier and responding more effectively. The ICU environment is inherently unpredictable, and the company's early vision focused on bringing clarity and proactive intelligence to that complexity.

Since its founding in 2010, Etiometry's technology and capabilities have evolved significantly. However, its core mission has remained consistent: improving patient outcomes and supporting clinicians by converting complex healthcare data into actionable, life-saving insights.

Could you describe the key capabilities of the Etiometry platform and how they support intensive care teams?

The Etiometry platform is designed to provide intensive care teams with a comprehensive, real-time understanding of a patient's condition by bringing together large volumes of clinical data into a single, actionable view. It aggregates high-frequency physiologic signals from bedside monitors and devices, along with laboratory results, medications, and electronic health record data, allowing clinicians to see the full clinical picture without navigating multiple systems.

One of the platform's core strengths is its ability to synthesize and visualize complex information. Through intuitive dashboards, trend visualizations, and time-aligned patient data, clinicians can quickly identify changes in patient status and better understand the trajectory of illness. The platform also incorporates advanced risk analytics and FDA-cleared algorithms that help highlight patterns associated with patient deterioration, supporting timely clinician awareness of clinically relevant trends and risk indicators..

In addition, Etiometry supports clinical pathway automation and quality improvement initiatives, helping hospitals standardize care protocols while still allowing for individualized decision-making. Importantly, the platform is designed to complement not replace, clinical expertise by reducing cognitive burden and empowering care teams to make faster, more informed decisions in the high-stakes ICU environment.

How has the integration of advanced analytics and AI enhanced your platform's effectiveness?

The integration of advanced analytics and artificial intelligence has significantly strengthened the effectiveness of the Etiometry platform by supporting timely clinician review of changing risk indicators and make more informed decisions in critical care environments. For more than a decade, Etiometry has been at the forefront of healthcare AI, developing advanced risk analytics that help identify patterns associated with patient deterioration. Several of the company's algorithms have received FDA clearance since 2016, reinforcing the reliability and clinical value of its technology.

What makes Etiometry's AI particularly

powerful is the way it operates within a broader clinical context. Rather than presenting isolated predictions, the platform combines AI-driven risk analytics with comprehensive visualization of patient data, including vital signs, laboratory values, and other key clinical indicators. This integrated view allows clinicians to understand not only a patient's current condition but also how that condition is evolving over time.

In addition, automated clinical pathways guide care teams toward evidence-based interventions. By bringing together analytics, visualization, and workflow support, Etiometry enables clinicians to see the full trajectory of a patient's illness and respond at the right moment with greater confidence and precision.

Shane Cooke
President & Chief Executive Officer

How does the company plan to expand its presence globally, especially outside the U.S.?

Global expansion is a key strategic priority for Etiometry as the demand for advanced analytics and clinical decision support in intensive care continues to grow worldwide. The company has already established an international presence, with regulatory clearances in several regions including Europe, Canada, Brazil, and the United Arab Emirates. These approvals enable Etiometry to introduce its platform to healthcare systems that are seeking more data-driven approaches to managing critically ill patients.

To strengthen its global footprint, Etiometry is also building strong commercial partnerships. The company has signed distribution agreements in markets such as Kuwait and the UAE, while also working with strategic partners that provide broader geographic coverage across the European Union and Saudi Arabia. In parallel, Etiometry is actively exploring new opportunities in Latin America and is currently in discussions with potential regional distributors.

The company's global strategy is deliberate and partnership-driven. Etiometry prioritizes markets where regulatory frameworks are clear, clinical demand is high, and trusted local partners can support successful implementation, training, and long-term adoption of its technology in hospitals and health systems.

Etiometry has received multiple FDA clearances and international approvals. How important are these regulatory milestones to your business strategy?

Regulatory milestones play a critical role in Etiometry's overall business strategy, particularly in the highly sensitive and high-stakes environment of critical care. Hospitals and healthcare providers must rely on

> "Turning complex patient data into real-time insights for faster, smarter critical care decisions"

> "Advancing ICU outcomes by combining AI, analytics, and clinical expertise"

technologies that are both scientifically validated and clinically safe. Achieving regulatory approvals, especially from the U.S. Food and Drug Administration (FDA), provides strong assurance that Etiometry's platform and algorithms meet rigorous standards for safety, performance, and reliability.

For healthcare organizations evaluating advanced analytics and AI-driven solutions, FDA clearances represent an important marker of credibility and trust. To obtain these approvals, Etiometry must submit extensive clinical evidence, often based on large datasets involving thousands of patient cases. This rigorous validation process demonstrates the platform's effectiveness and reinforces confidence among clinicians and hospital leadership.

Over the past decade, Etiometry has earned multiple FDA clearances, reflecting both its deep data science expertise and commitment to innovation. These milestones not only validate the company's technology but also highlight its consistent progress in developing solutions that address real clinical challenges while maintaining the highest standards of patient safety and performance.

How does the leadership team stay aligned with advances in clinical practice and technology?

Etiometry's leadership team stays aligned with advances in clinical practice and technology through continuous engagement with the healthcare and research communities. The team regularly participates in leading industry conferences and professional forums, where they monitor emerging trends, innovations in critical care, and evolving priorities within the healthcare sector. These events provide valuable opportunities to exchange insights with clinicians, researchers, and healthcare leaders while staying informed about the latest developments shaping intensive care medicine and digital health technologies.

In addition to industry engagement, the leadership team closely follows new clinical studies and scientific research to ensure that the company's solutions remain aligned with the latest medical evidence and best practices. This commitment helps Etiometry maintain a platform that supports modern, evidence-based clinical decision-making.

However, one of the most important sources of insight comes directly from customers. Etiometry's leaders frequently visit hospital sites and maintain ongoing conversations with healthcare executives, physicians, and frontline ICU teams. These interactions provide firsthand understanding of clinical workflows, operational challenges, and real-world needs, ensuring that the company's product strategy and innovation roadmap remain firmly grounded in practical healthcare delivery.

What advice would you give to other health tech startups aiming to make an impact in the critical care space?

For health tech startups aiming to make a meaningful impact in the critical care space, the most important advice is to remain focused on solving a clearly defined problem and serving a specific clinical need. Startups often try to address too many challenges at once, but in critical care environments, success comes from deep expertise and a strong understanding of a targeted domain. By concentrating on a well-defined problem and demonstrating clear value, companies can build credibility and trust within the healthcare community.

Critical care is one of the most demanding areas of medicine, where decisions are time-sensitive and the stakes are extremely high. Any technology introduced into this environment must be clinically relevant, operationally practical, and supported by strong scientific validation. Hospitals and clinicians need solutions that integrate smoothly into existing workflows while delivering measurable improvements in patient care or operational efficiency.

Equally important is building close relationships with clinicians and healthcare leaders to understand their real-world challenges. Startups that combine focus, rigorous validation, and practical usability are far more likely to earn trust, demonstrate impact, and gradually expand their solutions across the broader healthcare ecosystem.