The Breathe Right Guy Introduces Sleep Right with SOLTEC™

As an adolescent, I became fascinated by psychiatric conditions and mental states involving the brain and mind. I wanted to understand how the brain worked. This passion led me to become a Neurologist, a brain doctor. My training included some Psychiatry, in addition to what is now termed Sleep Medicine. After becoming a board certified Neurologist, I started a business rather than joining a medical practice, to develop equipment to study the brain.

The business, CNS Inc., became successful, pioneering automated sleep disorder diagnostic equipment from the mid '80's to early '90's. Over a period of six years, we reduced the time it took to analyze a nighttime sleep recording from 4 hours to 1 minute. We developed lab-based diagnostic equipment and then extended the technology to home-based portable devices. The business was modestly successful, as at that time the field of sleep medicine was small, however, our technological advancements spurred much growth in sleep testing capabilities in the US and abroad. When we started only 300 sleep labs existed. That number grew to about 5,000.

In 1991 a local inventor showed me his invention – a Curad bandaid with a plastic strip glued to the top surface of the bandaid. I loved the idea and licensed it immediately. My Board of Directors referred to it as a nose bandaid. I called it Breathe Right and we launched the product in 1994. It became an immediate success, as soon as we gained nationwide distribution and encouraged football players to use the product during games to breathe more easily. Needless to say, the press coverage was substantial, as we had provided 700 reporters with press kits. Back then, there was no internet or social media.

By 1996 I grew restless. 14 years earlier I started a business to investigate the brain and mind and here I was promoting nasal strips. This was not exactly the career path I had envisioned, but all that I had learned proved to be invaluable. In 1996 we started a company named Round River Research Corp. Why that name? Because we knew from the start that we would be forced to go round and round before we figured out how to accomplish our goal – to safely and non-invasively, without user involvement, generate profound states of relaxation, including the enhancement of the 2 most important stages of sleep, deep or Delta sleep and REM or dream sleep.

After 20 years of research, we discovered how to generate those states of relaxation / stress reduction and enhance the various stages of sleep. We thought we would team up with some of the wearable companies, as we needed real time, accurate feedback regarding the user's condition in order to provide the precise stimulation we needed to produce the desired outcomes. Unfortunately, we learned that we needed a level of data processing that could not be accomplished with existing wearables. It was time to resurrect my knowledge of automated sleep diagnostics and build a wrist-worn sleep lab. Needless to say, it brought a smile to my face to see that my career had now come full circle. However this time, we were not only measuring and analyzing sleep, but also improving it.

After 5 more years of product development and testing, we are now ready to launch the SOLTEC Sleep Management System.

Sleep Right with SOLTEC.

The transition from CNS to SOLTEC technology is rather striking.

Old:
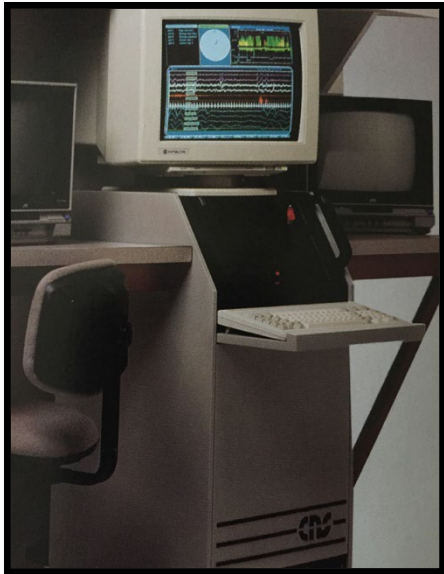
The Computer Aided Sleep System (CASS) was introduced to the sleep lab market in 1985. It replaced the polysomnography (and paper), but digitizing the data and performing automated analysis of the data with editing capabilities. CASS measured all of the parameters typically measured in a sleep lab.

The Poly$_G$ System was introduced to the sleep lab market in 1989. It was a novel portable device that could be sent home with the patient to screen for sleep apnea. Poly$_G$ measured respiratory flow and effort as well as blood oxygen levels.
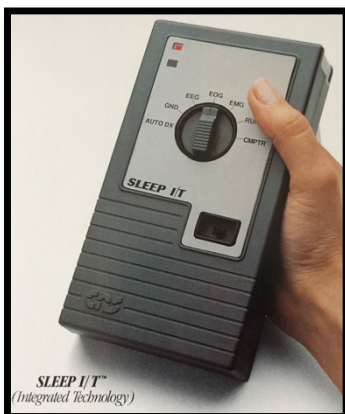
The Sleep I/T System was introduced to the sleep lab market in 1991. It was also a novel portable device that could be sent home with the patient to screen for all sleep disorders. Sleep I/T monitored EEG, EOG (eye movements), chin muscle activity, EKG, and respiratory effort. This allowed for a complete assessment of the user's sleep stages and their breathing pattern.

SOLTEC·SMS
SLEEP MANAGEMENT SYSTEM

Not just another tracker
It improves your sleep!

FALL ASLEEP

Z·TRACK™ Analyst determines wake from sleep, detects sleep stages and instructs Z·GEN

Z·TRACK

STAY ASLEEP

Z·GEN™ delivers low strength magnetic frequencies derived from **Z·TRACK** data

Z·GEN

SLEEP DEEPER

SOLTEC·Z™ App

• inspect your previous night's sleep
• monitor system adjustments
• view important sub scores
• review trended data

SOLTEC · Z APP

SLEEP DATA CLOUD