

Our Story: How One DIY Turned into Decades of Innovation

William R. Hackett, founder and CEO of HackettGroup of Companies

While heading up a hospital's biomed shop 50 years ago, I witnessed many advances in health technologies. However, innovations in physiologic monitoring quickly presented a dilemma for the operating room, and in turn my department: *how can these types of medical devices be interconnected?* An ECG cable connected from the patient to each of the desired monitoring device would undoubtedly increase cable clutter and more significantly, may prove problematic.

Almost without exception each equipment salesman advocated the use of their device's analog waveform to advance the ECG signal to other OEM devices. When expressing that I'd like to move ahead with such a connection, each rep responded to the effect: 'We do not connect our device to any other manufacturer's device - but, *you can do it.*'

It was clear to me that the solution would require a DIY (*Do it Yourself*) approach. Thankfully I had prior knowledge and experience in designing medical devices so I applied those skills to engineer a plan for transferring the ECG waveform from one device to another. But key technical information was missing, so I took the time to contact each device manufacturer to speak with someone knowledgeable enough to provide those details.

With a documented design complete, I generated a parts list and researched the availability of the needed components: wire, connectors, resistors, attenuators, heat shrink, labeling methods, etc. You can imagine the time this consumed; especially in the absence of the internet. In turning over the information to the hospital's purchasing department, they spent more time contacting vendors, requesting quotes, and creating numerous purchase orders.

Assembling a professional looking cable would require more delicate skills than I possessed, so when all the components came together I turned them over to an *assembler* with the finesse needed to create a finished product. Finally, with test equipment in hand I waited for an appropriate time to enter the operating room and install the cable. I was thrilled to learn the test was a success - *this custom fabrication had worked!*

All the effort had paid off, but this project had come at an expense beyond its physical components. In order to determine the true cost to the hospital including overhead, I calculated the time spent researching, finding and setting up vendors, processing multiple orders and their payments, receiving the product, fabricating and finally testing the finished product. Total man-hours invested: 21. The estimated cost of this cable: \$485. In truth, the hospital would be much better off to find a company who'd already accumulated the knowledge and completed the research and development needed to produce tried and tested interconnect cabling solutions.

In 1969 there was no such company *so I started one!* Now five decades later, MAGUIRE Enterprises, Inc. serves thousands; providing professionally designed and manufactured products from its FDA regulated facility in South Florida. What once were niche requests are now industry standard solutions, demanded by our nation's top cardiovascular hospitals. Likewise and in this last decade our device alarm nurse call connections have become trusted and relied on in areas outside the operating room: Respiratory Care, Intensive Care, Post Anesthesia Care and Long Term Acute Care units.

Thanks to many loyal customers, partners and our dedicated team, both MAGUIRE Enterprises, Inc. and Apcor, Inc. continue to grow; innovating for a field that is dynamic and ever evolving. We feel privileged to contribute to Health Technologies in this way and will continue to deliver trusted interconnect and nurse call cabling solutions that make costly DIYs a thing of the past.



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