Securing Health Tech for the Digital Age

A strategic cybersecurity partnership framework for Medtronic’s advancing AiBLE ecosystem.

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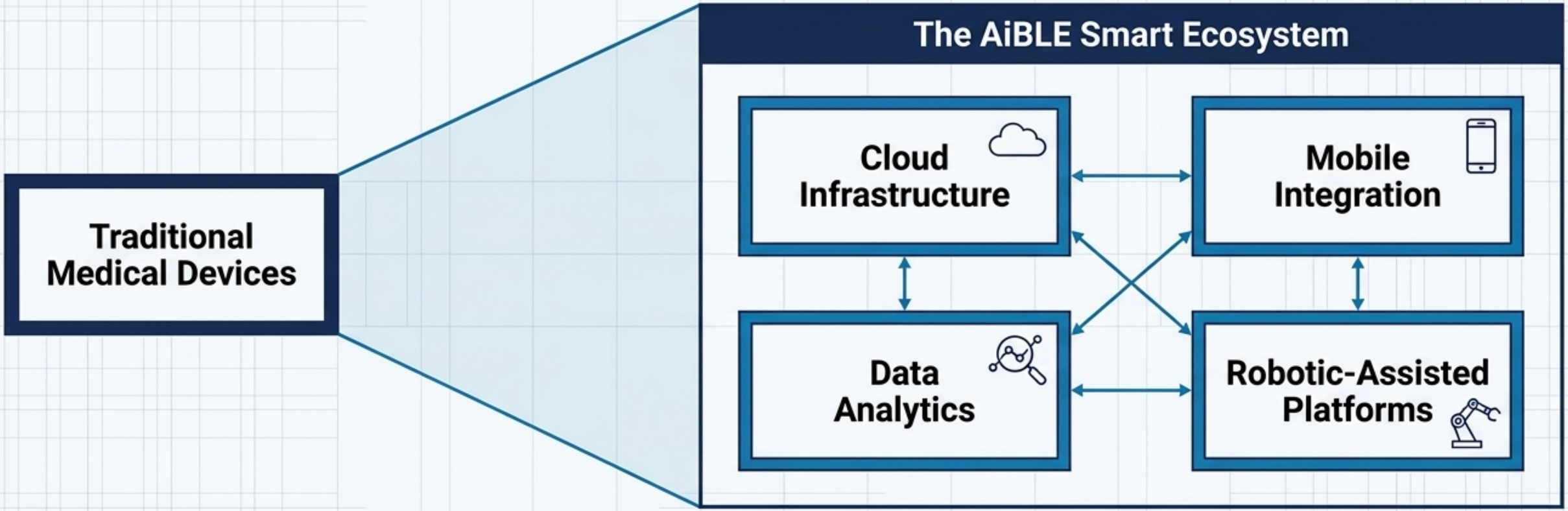
Global scale demands a single, uncompromising security standard



A vast global installed base cannot sustain fragmented protections. Consistency in security is the only way to safeguard the global ecosystem without slowing delivery.

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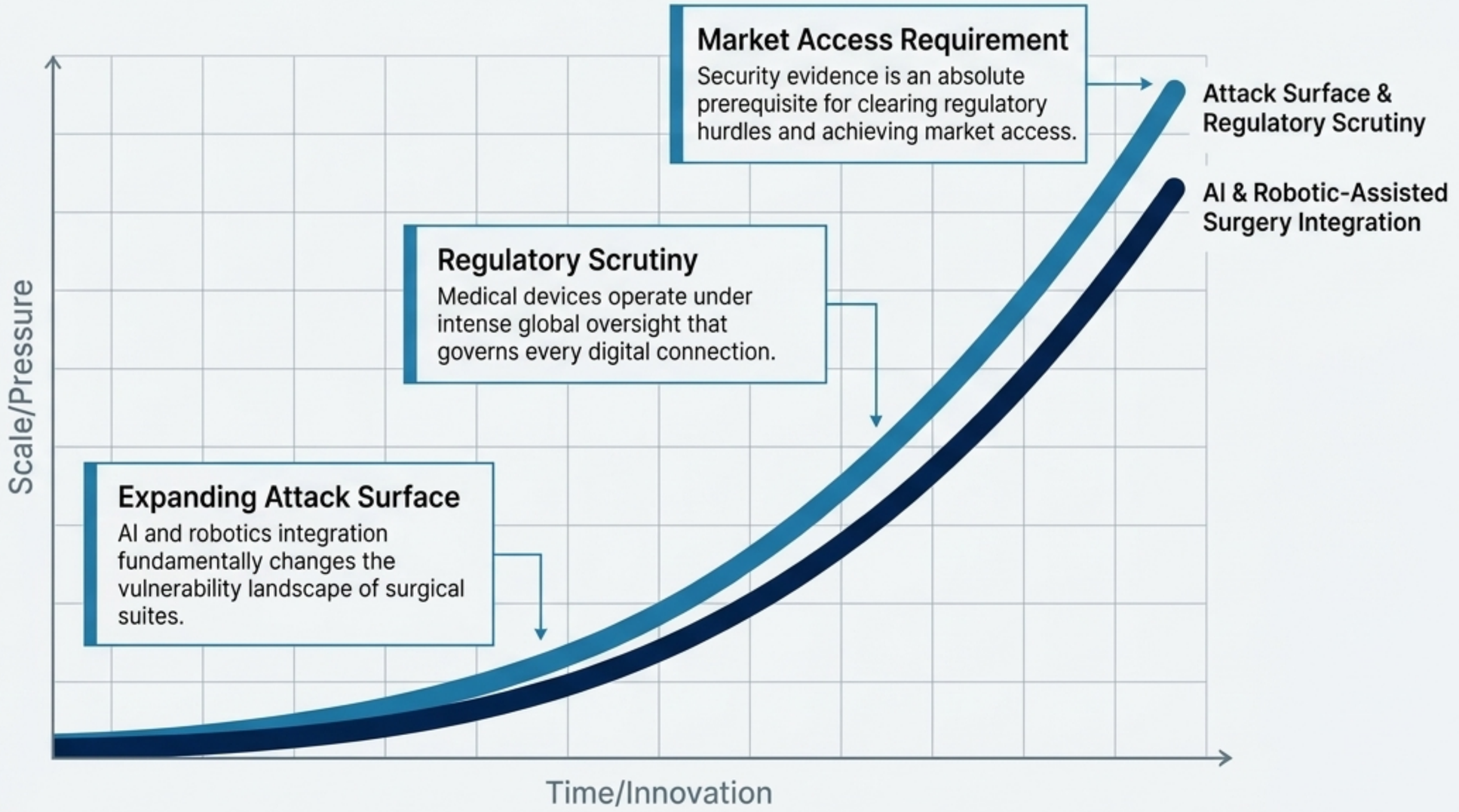
Surgical innovation expands into the connected AiBLE ecosystem



> CTO Jim Peichel is actively driving the shift to utilize AI to personalize procedures, transitioning hardware into a highly integrated digital ecosystem spanning cardiac care, robotics, diabetes, and neurotechnology.

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The security evidence imperative for digital health technology



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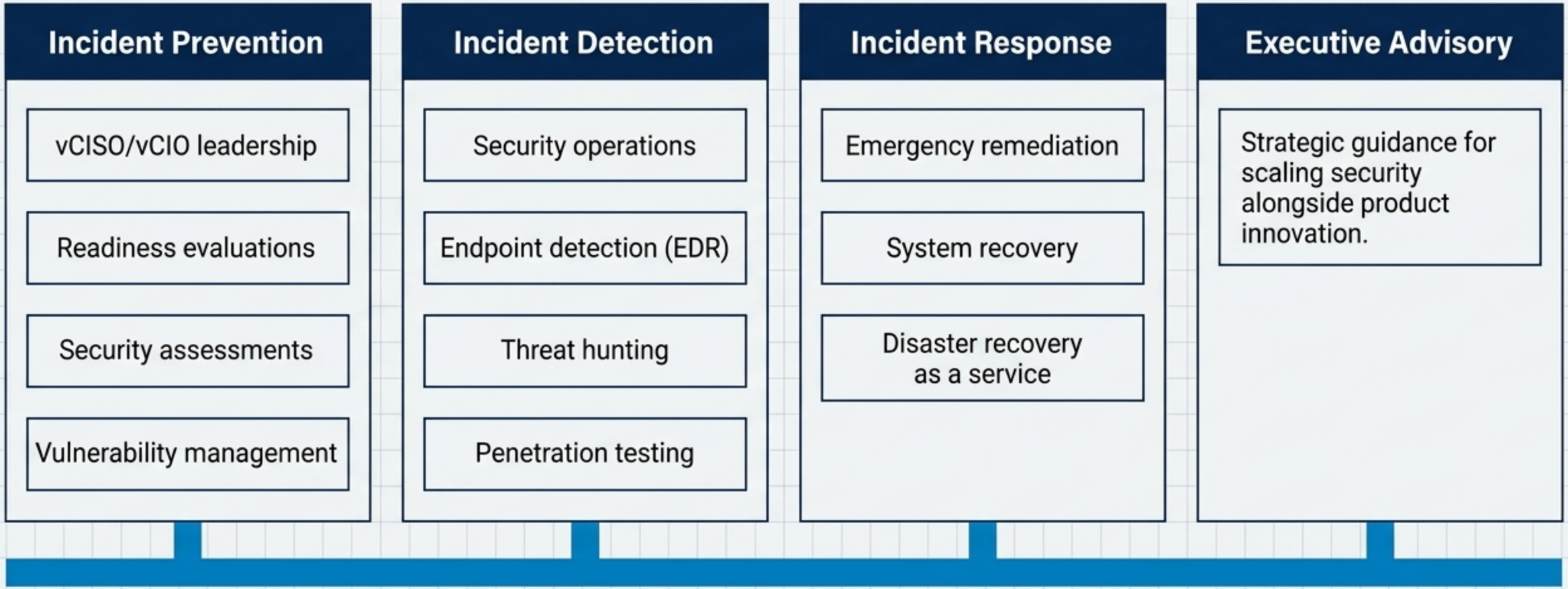
Product security dictates market access and delivery speed

Late-Stage Security (Bolted On)	**Integrated Product Security** (The Medtronic Requirement)
Treated as an afterthought or mere compliance checklist.	Treated as a foundational component of the product itself.
Creates massive friction at the end of the development cycle.	Shapes exactly how devices are designed, reviewed, and trusted by regulators.
Result: Slows programs down when bolted on late.	**Result: Enables rapid market access and uncompromised patient safety.**

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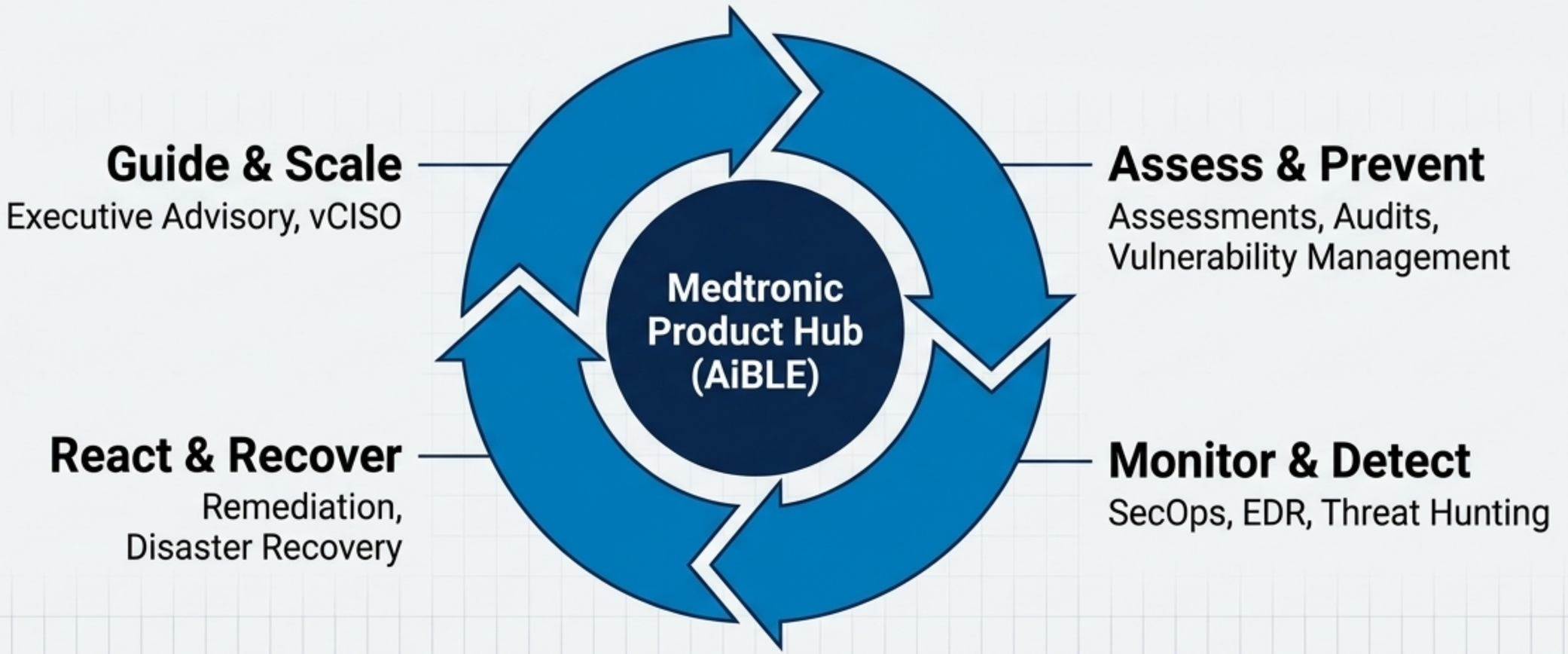
A comprehensive cybersecurity partner for the digital health frontier

Argent Reach is structured to provide end-to-end security services tailored for high-stakes enterprise environments.



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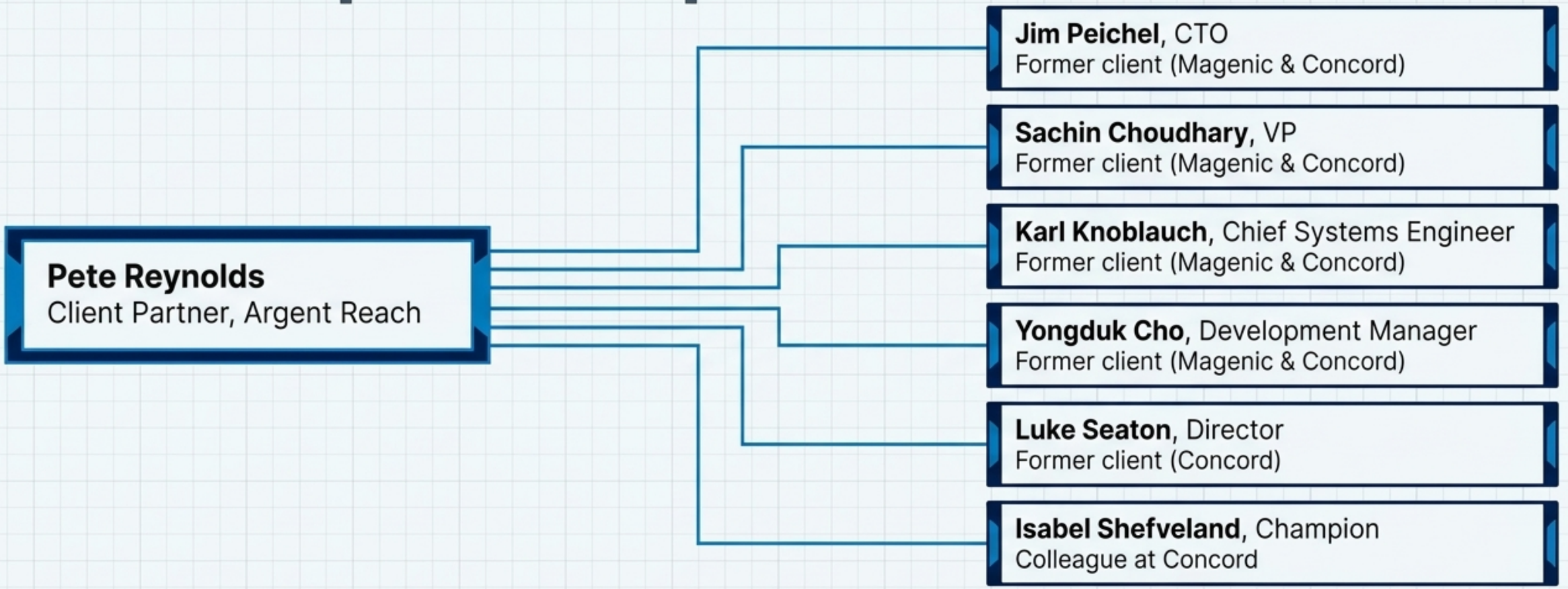
Protecting the expanded digital ecosystem through continuous defense



In a connected surgical robotics ecosystem, static defenses fail. Protection requires a **continuous, closed-loop system** of detection and refinement.

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A foundation built on established technical partnerships



Pete brings immediate operational context and proven reliability drawn directly from extensive shared histories during Magenic and Concord engagements.

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Translating shared history into immediate strategic alignment

Executive Ecosystem Strategy

Alignment with Jim Peichel, CTO

- Targets the intersection of AI personalization and robotic security.
- Secures the transition from isolated hardware to unified cloud infrastructure.
- Ensures the strategic vision is backed by resilient cyber architecture.

Technical Product Execution

Alignment with Yongduk Cho, Development Manager

- Understands the exact pathway from software engineering to program delivery.
- Embeds product security natively into device design.
- Protects engineering teams from friction, supporting delivery speed.

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Engagements start scoped and provable, growing only where earned

Stage 1: The Precision Entry

Highly scoped, non-disruptive baseline assessment.

Stage 2: Provable Value

Delivery of actionable insights that explicitly protect delivery speed.

Stage 3: Earned Expansion

Broadening into detection, response, or advisory only after trust is definitively established.

No sweeping mandates or immediate structural overhauls. We believe security partnerships must demonstrate value before demanding scale.

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Establishing a baseline through a Scoped Readiness Evaluation



Frictionless

Designed to run alongside active development without slowing down engineering programs.

Targeted

Focuses squarely on the expanding attack surface of connected health tech and robotics.

Actionable

Delivers clear, evidence-based recommendations supporting regulatory market access.

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Clinical Precision and Architectural Blueprint

Securing the future of robotic-assisted surgical technology

The Medtronic Mandate

79M+ patients rely on a secure AiBLE ecosystem. Security must be integrated natively into product design to ensure market access and maintain uncompromised rapid delivery speed.

The Comprehensive Partner

Argent Reach delivers a unified continuous defense loop (Prevention, Detection, Response, Advisory) backed by Pete Reynolds' verified network of trust with Medtronic leadership.

The Provable Start

Commencing the partnership with a Scoped Readiness Evaluation—delivering immediate strategic visibility while earning the absolute right to scale.

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