PLUG AND PLAY

SILICON VALLEY SUMMIT

NOVEMBER 19-21 2024

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SV SUMMIT

HEALTH FIRESIDE CHAT



Saeed Amidi

Founder & CEO
Plug and Play



Ben Lytle

Former CEO, Serial Entrepreneur & Author
The Potentialist, Formerly Anthem

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OPENING REMARKS

Ayah Hamdan

Director & Ventures, Health
Plug and Play

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PLUGANDPLAY

NOVEMBER 20, 2024

From Inception to Delivery: Collaborating Across the Healthcare Ecosystem



Osama Alsaleh
Head of Corporate Partnerships

PLUGANDPLAY



Mohammed Quadri, MD, MBA
VP Strategy, Academics, Research and Innovation

Hackensack Meridian *Health*



Duane Mitchell, MD, PhD
Assoc. Dean for Clinical and Translational Sciences

UF UNIVERSITY of FLORIDA



Christine Palermo, MD, MBA
System Director Denials Management

CommonSpirit

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Agenda

8:30 AM	Welcoming Remarks
8:35 AM	Opening Fireside Chat with Ben Lytle
9:00 AM	Plug and Play Health Overview & Announcements
9:10 AM	Startup Pitches
9:35 AM	Unicorn Demos with Huma & Innovaccer
10:05 AM	Startup Pitches
10:20 AM	Corporate Innovation Award

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PLUGANDPLAY
HEALTH

Connect the world's best startups with healthcare providers and companies to bring innovation and tech to market faster:

- Increase the quality of healthcare
- Improve patient and provider experience and outcomes
- Make healthcare more accessible and affordable



PLUGANDPLAY

Meet the Team



Jennifer Thomas
Managing Director



Ayah Hamdan
Ventures Director, Health



Osama Alsaleh
Head of Partnerships



Ava Asgari
Program Director



Julianne Roseman
Principal, Ventures



Alex Tran
Partner, Ventures



Rene Torre
Partner Success Manager



Laura Soto
Ventures Analyst



Bijan Ferdows
Ventures Intern

PLUG AND PLAY

Special Announcement

NEW PARTNER!

AstraZeneca

PLUGANDPLAY

Thank You to North American Health Partners!

Roche
Pfizer
Lilly
Cigna
BAYER
NEOM
Catalyst by Wellstar
AstraZeneca
GSK
ZIMMER BIOMET
White Plains Hospital
REGENERON
OrthoPediatrics
élevate ventures
Alberta Health Services
Sumitomo Pharma
Paragon Medical
essity
RIMAC
ARKANSAS INC
FRISCO ECONOMIC DEVELOPMENT CORPORATION
Indiana Economic Development Corp
NEI NORTHEAST INDIANA PIONEER STARTS HERE
ALBERTA INNOVATES

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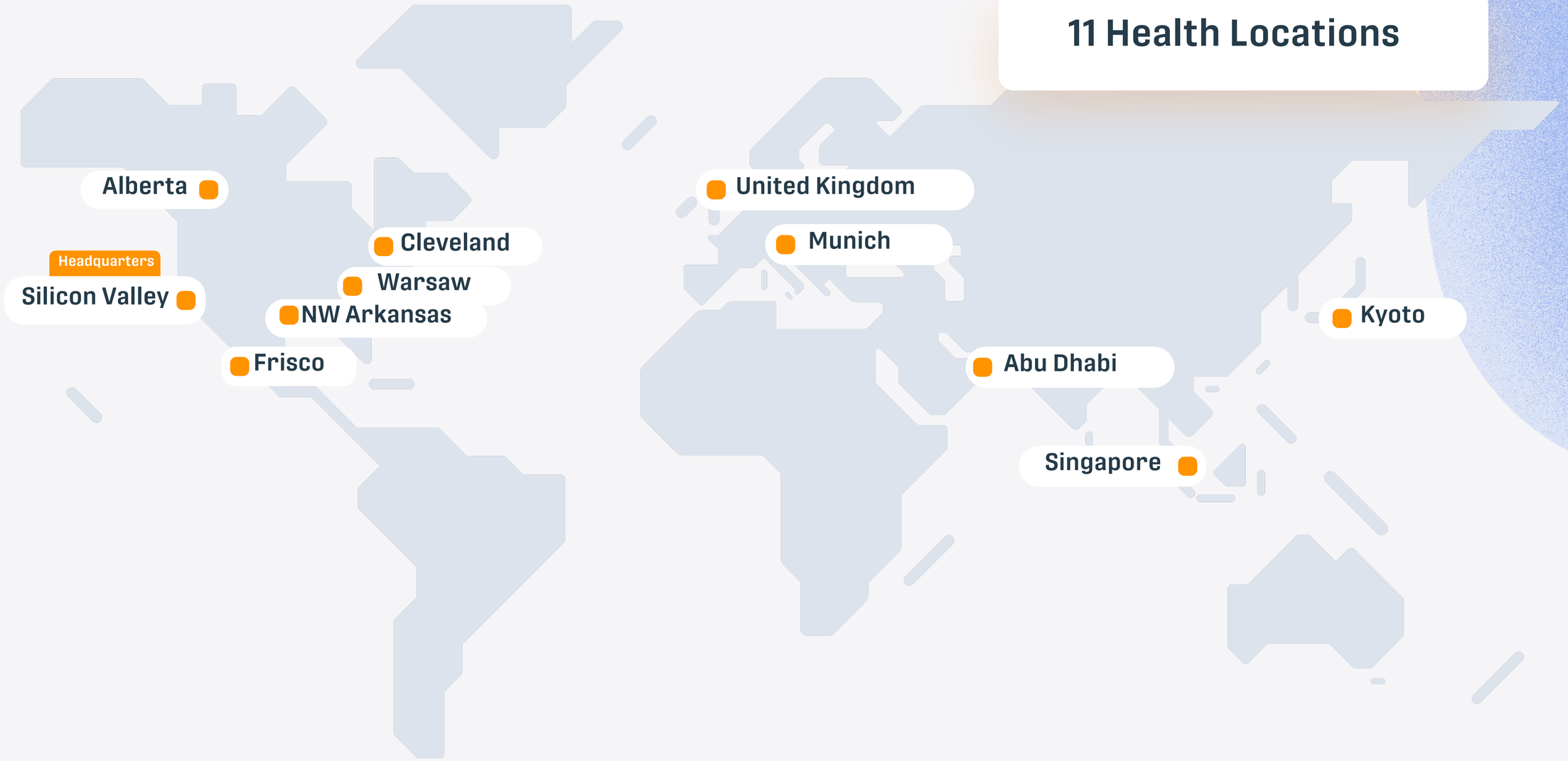
Plug and Play Health's Global Reach

11 Health Locations



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2024 Plug and Play Health Investments

17 Investments in 2024
167 Total Investments

Clinical Trials

BIORCE

RG™ r.grid

Healthcare IT

Anathem

Ash

TITAN INTAKE

spiraldot HEALTH

tabia

Digital Health

anonymous HEALTH

Architect Health

smirk

Patient Support

nen

PatientPartner™

Medtech

Dyme

Health Monitoring

coredio

PREDICTIVE HEALTHCARE

SPIKE

Consumer Health

evolv

Health Events



Health & AI Inspiration Day



Health & AI Meetup



Northwest Arkansas Selection Day



Indiana RALLY Conference



Warsaw MedTech Expo



HLTH in Las Vegas

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STARTUP EMCEE

Laura Soto Polo

Ventures Analyst
Plug and Play

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STARTUP PRESENTATION

spiraldot HEALTH

SpiralDot Health

AI-Powered clinical decision support for oncology.

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Enabling Cancer Centers to Increase Revenues and Improve Outcomes with AI



spiraldot HEALTH

Talha Basit, CEO

spiraldothealth.com

v 2.1.2 2024.10.23

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Cancer Centers are losing $4.2 billion annually due to operational inefficiencies.



Burnout and Staff Shortages
Oncologists are overwhelmed, spending too much time navigating multiple systems and manually collecting patient data.



Missed Value-Based Care (VBC) Payments
Up to 10-15% of Medicare reimbursements are lost due to unorganized data and unmet VBC metrics.



Delayed Treatment Decisions
Inefficiencies in care coordination delay treatment decisions, leading to worse outcomes and additional financial losses.

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"But most people get treated locally to be near home and jobs. Local oncologists, faced with a range of cancers, **can't stay up-to-date on everything**. The National Comprehensive Cancer Network updated its nearly 90 guidelines across cancer types **more than 200 times** in the past year."

THE WALL STREET JOURNAL
WSJ

Link to Article

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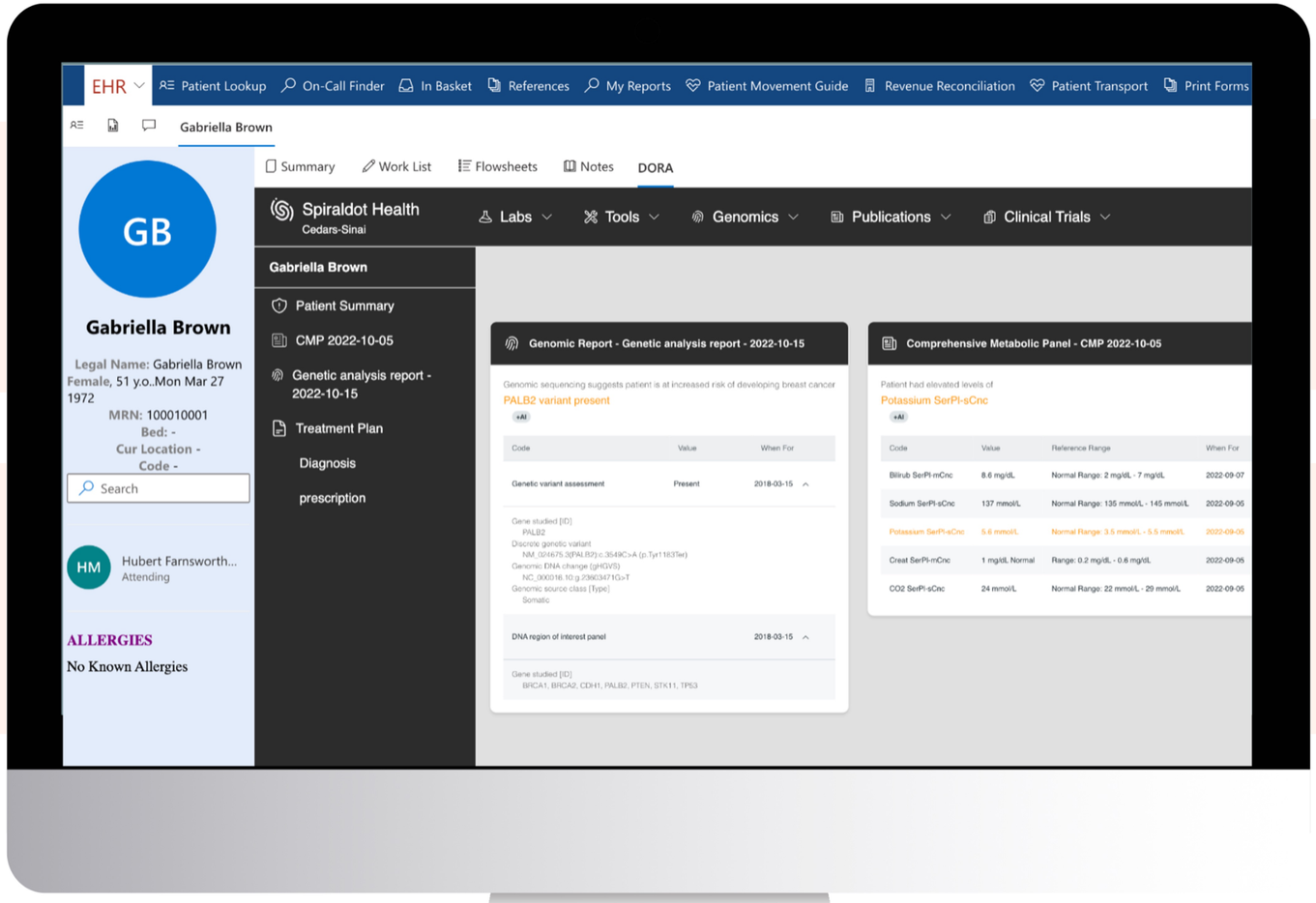
Spiraldot uses AI to solve those issues to optimize revenues and outcomes.

All in One Platform

EHR-Embedded



AI-Powered Decision Support

Clinical Trial Integration

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Spiraldot brings everything in one place saving time, reducing errors and creating the best treatment plan



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Spiraldot was chosen to be the solution of choice for RUSH/MD Anderson Cancer Center to standardize care.

Our first contract is 25 Seats/$4k for a TCV of over $350k.

RUSH
MD Anderson
Cancer Center
Making Cancer History®



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Go-to Market Strategy

Target Audience



Initial market $1.2B

Over 1,500 cancer centers and 3,000 oncology clinics
ACV $250K

Initial Focus

Value-based care (VBC) and regional cancer centers, which make **faster buying decisions** compared to larger academic institutions.

Expansion Plan

Move into larger academic centers and eventually **other specialties like cardiology and nephrology**, using the same multidisciplinary care model.

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Competitive landscape

	spiraldot HEALTH	flatiron	Cancer Insights	viecure	ONCOLENS
Fully Embedded in EHRs (Epic) No additional software to learn nor alteration to physician workflow					
Real-Time Clinical Trial Matching Speeds up treatment options & inceasess revenues					
Direct Impact on VBC Payments Improves both outcomes and financial metrics					
Integrates clinical trials and Insurance Eligibility/PA					

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Over 15 customers in pipeline

Allina Health

Integrated Oncology Network

St. Jude Children's Research Hospital

Roswell Park Comprehensive Cancer Center

ACCC Association of Cancer Care Centers™

NMSCO New Mexico Society of Clinical Oncology

Texas Society of Clinical Oncology

Kansas Society of Clinical Oncology

Missouri Oncology Society

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Spiraldot Team

Team had recent acquisition by United Healthcare for nearly $500M and exit to Humana for over $1B

The team has deep expertise in **EHR integration, AI/ML, and clinical decision support.**

Proven track record of building and scaling healthcare solutions to exit.



Talha F Basit
Co-Founder and CEO
Third Healthtech Startup
Second Health AI Startup



Tony Maher
Co-Founder Head of Engineering
Healthcare System Integrations, Microservices



Andrew Violette
AI, Healthcare Cloud, Epic Integration, FHIR



Matt Soria
AI/ML, ML Ops, Analytics & Warehouses



Renee Dua, MD
Physician, serial founder, Head of Product
> 1B exit

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Vision – Beyond Oncology

Expanding to other specialties (cardiology, nephrology) facing similar challenges.

Future integration with additional modules for clinical decision support across all specialties.

Aiming to become the go-to platform for multidisciplinary, AI-driven decision support in healthcare.

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spiraldot HEALTH

Raising $3 million seed for these milestones.

We have already:

- Built an enterprise ready MVP that is SOC 2 & HIPAA compliant
- Determined Product Market Fit
- Acquired a marquee paying customer
- Built an experienced, expert team with multiple exits together in healthcare

With these funds:

- Achieve over $1MM+ ARR
- Develop case studies proving our ROI & efficacy Q4 2025 to establish ourselves as leader in the space
- Add additional RWD/RWE revenue of $1MM+
- Position ourselves for a strong A round

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spiraldot HEALTH

Reach out to
talha@spiraldot.com
to learn more.



Talha Basit, CEO

spiraldothealth.com

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r.grid

R.grid

The automation engine for admin-free clinical trials.

#PNPTCSiliconValley

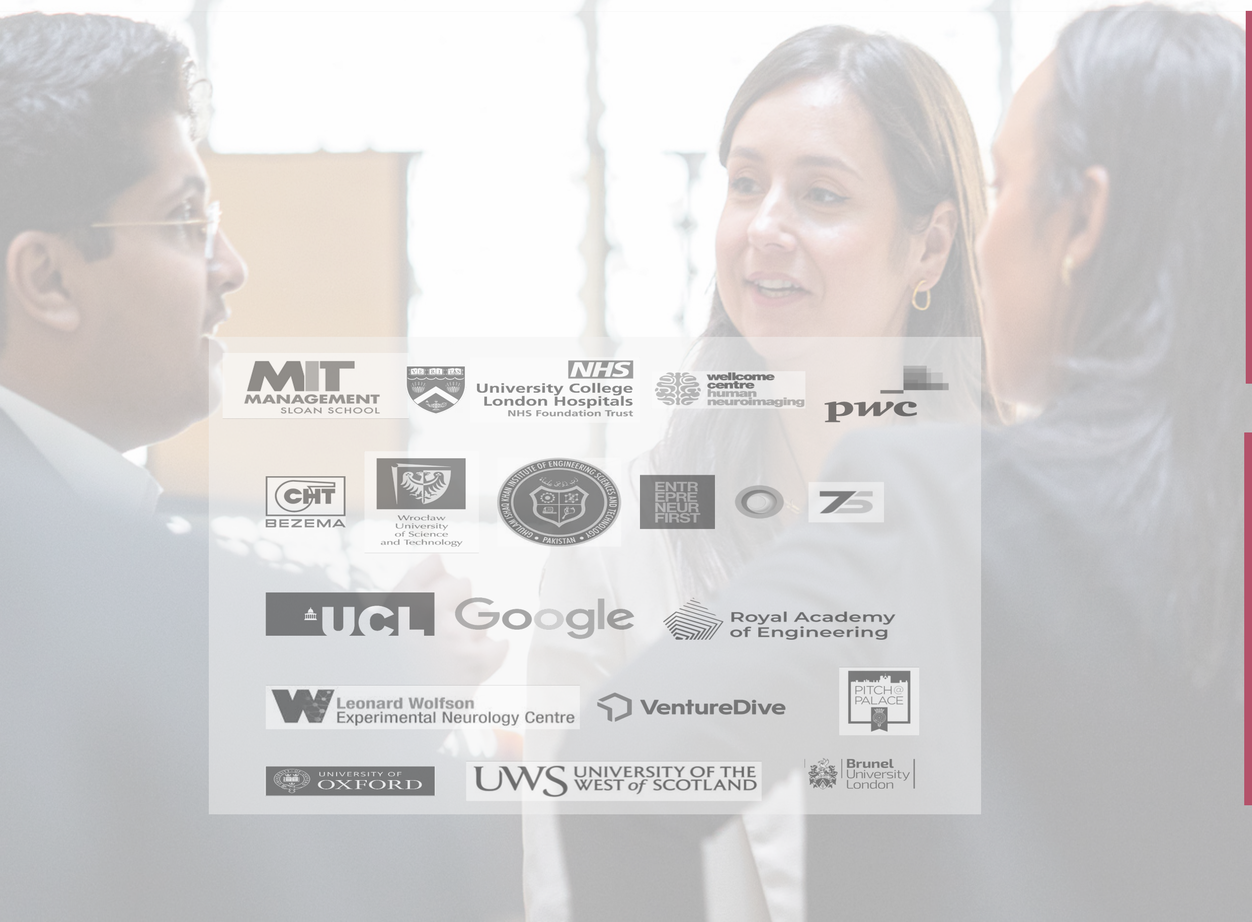
Join us at **pnptc.com**

r.grid

The automation engine for admin-free clinical trials

Backed by: Fuel Ventures, Morgan Stanley, atomico Angel programme, ada ventures, ASCENSION, arve capital, Royal Academy of Engineering, Google for Startups, UKRI

Leadership that powered **21x growth** in 12 months with 6 FTEs





Dr. Amber Hill, PhD

Founder & CEO

- Biomedical Neuroscience PhD
- Domain expert: 14y (UCL, Harvard, MIT)
- Led data management on multiple trials
- Developed the first patient engagement infrastructure for major hospitals (e.g. National Hospital for Neurology and Neurosurgery)



Wasim Khan, MSc

CTO

- Machine learning and data science expert
- Computer Science (GIKI, MIT of Pakistan)
- Former AI Founder/CTO
- Full stack development and Cloud computing for several startups (e.g. Careem (acquired by Uber for $3.1B)



Alex Barabasz MBA, MSc

COO

- MBA and MSc, Engineering
- PWC: Audit, tech compliance, & corporate finance
- Several multi-billion dollar mergers and IPO transactions (e.g.Goldman Sachs,KHGM, AmRest)
- 15 years in community engagement work

Summary

Accelerating the management & accessibility of clinical trials with AI



High growth SaaS

$840k ARR
$2.4m in contracts LTM



Proprietary AI & Data

Tech built and managed in-house, 3 patents

Supporting world-leading trials

Johnson & Johnson · NOVAVAX · IQVIA · Merck · PM TRIALS Quality Mobile Research · SANOFI · gsk · PPD

Backed by top-tier industry

$4.3 million closed Nov 2024 with limited availability

First-hand experience

6FTE, 21x growth 1 year after commercialising

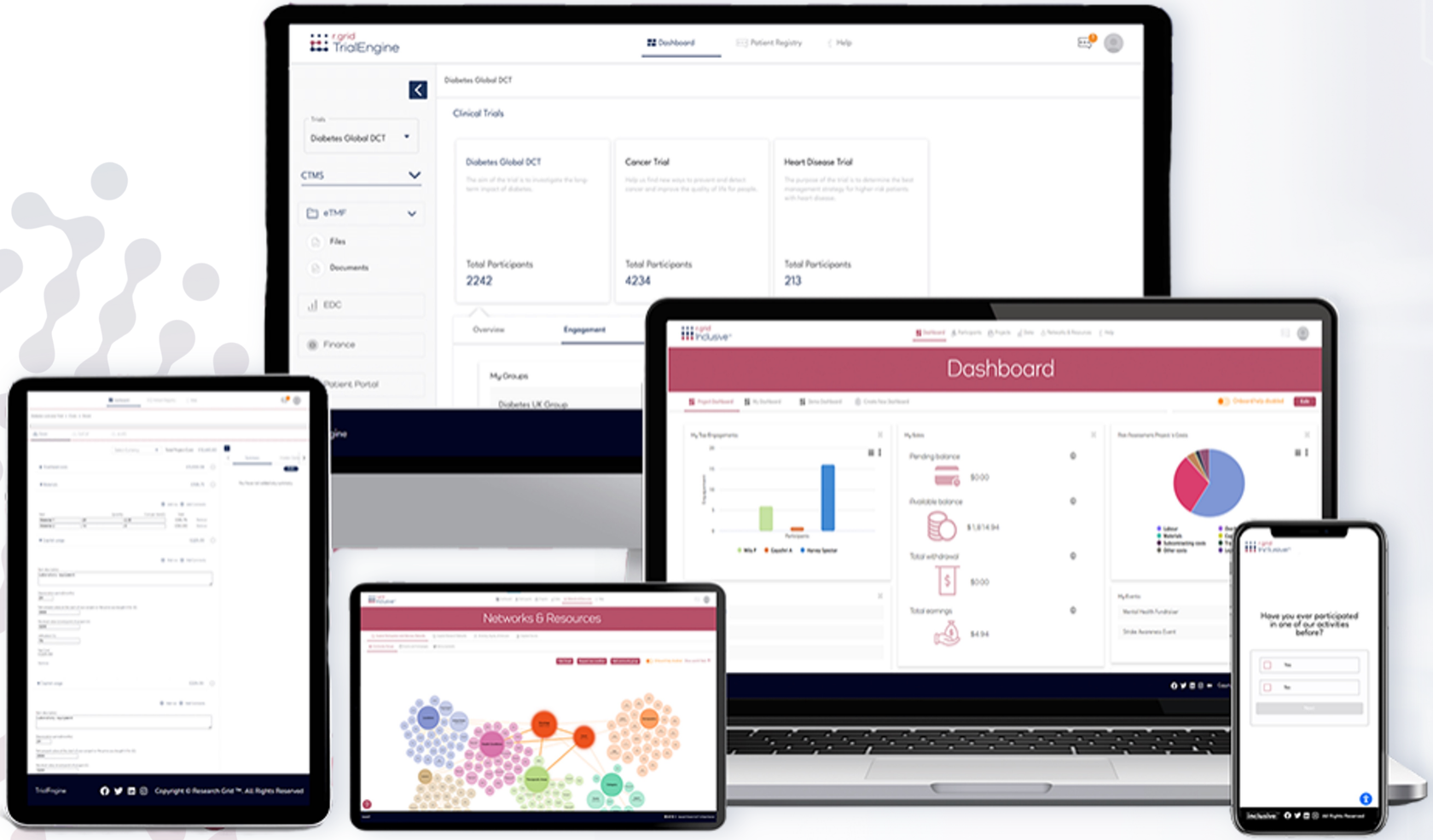


Compliant with regulators in the U.S. and Europe


$400M
per year
28k+
human hours
84%
low participation

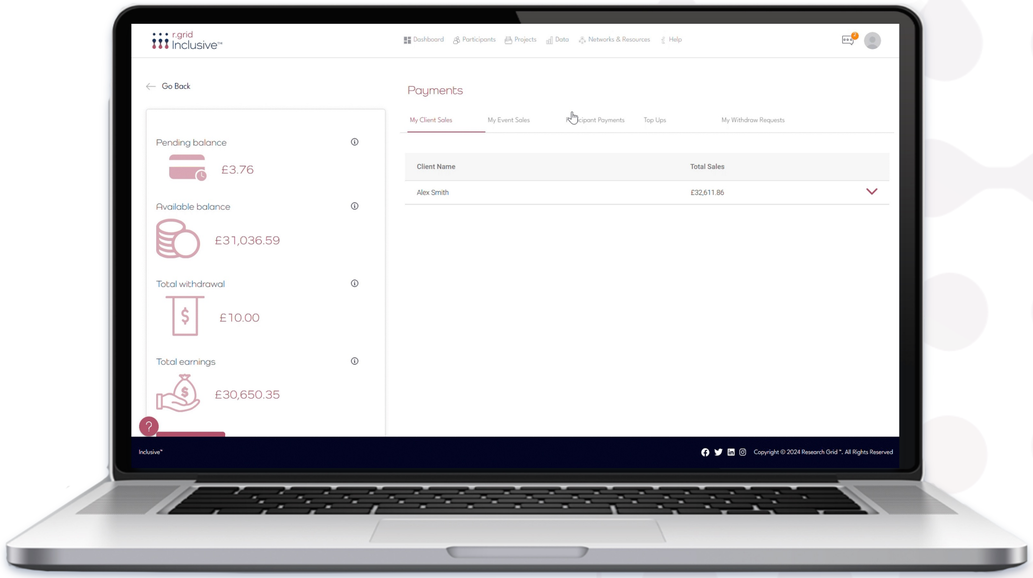
r.grid

Months to Minutes

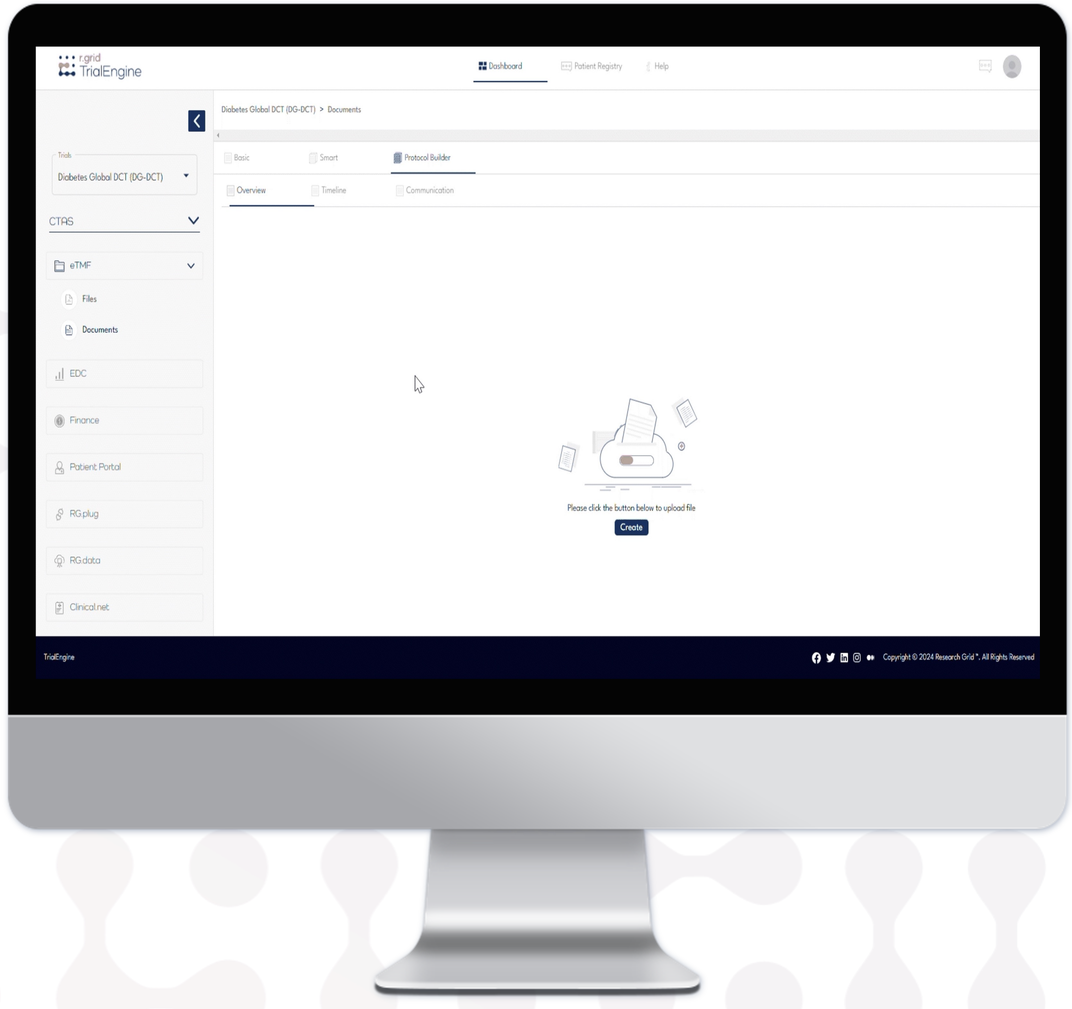


1 Automates Administration

r.grid Inclusive™

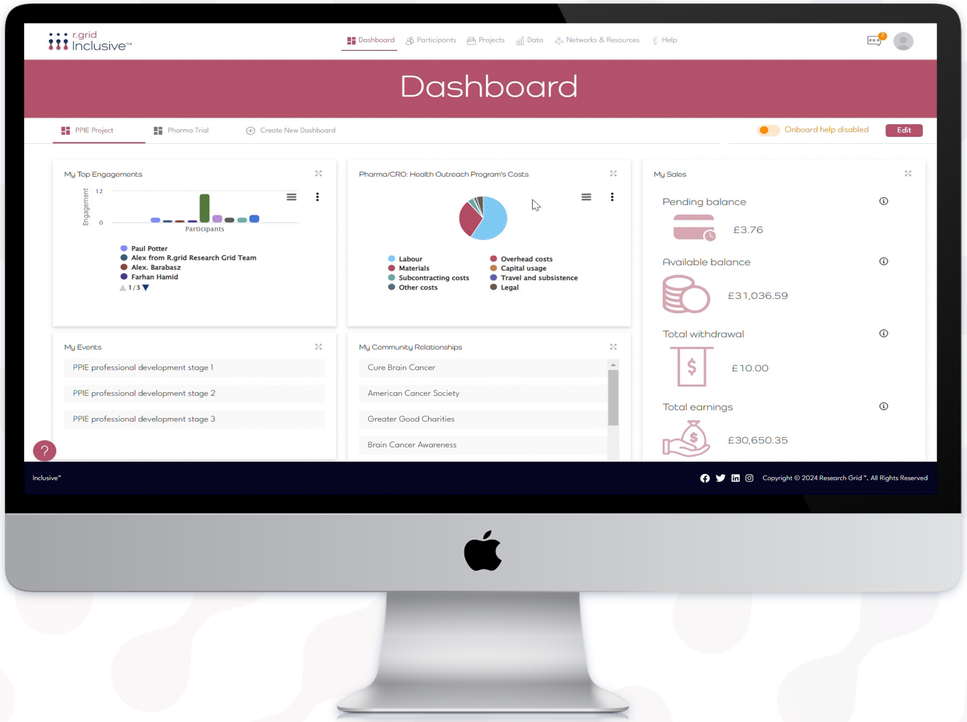


r.grid TrialEngine™

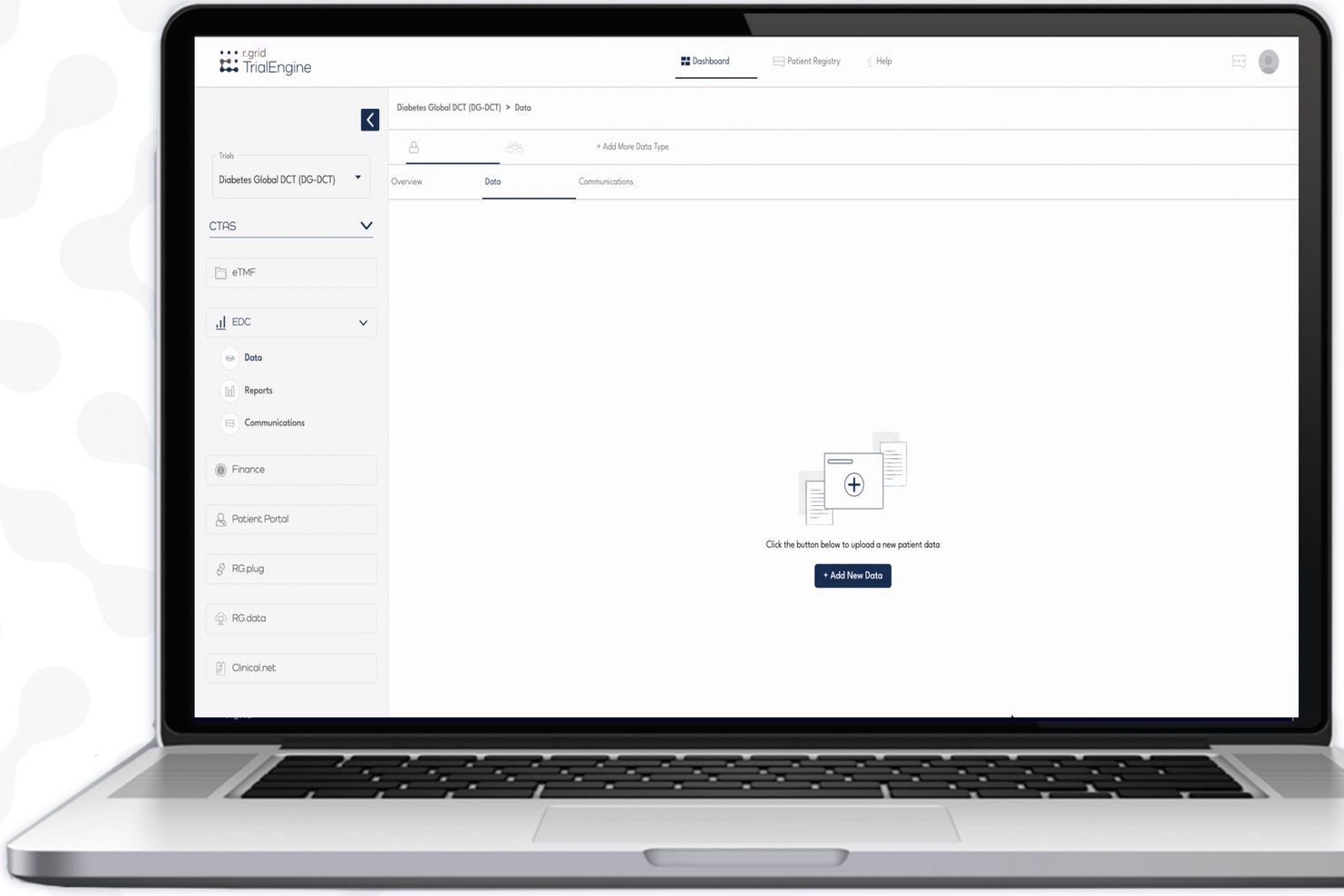


2 Automates Data Capture

r.grid Inclusive™



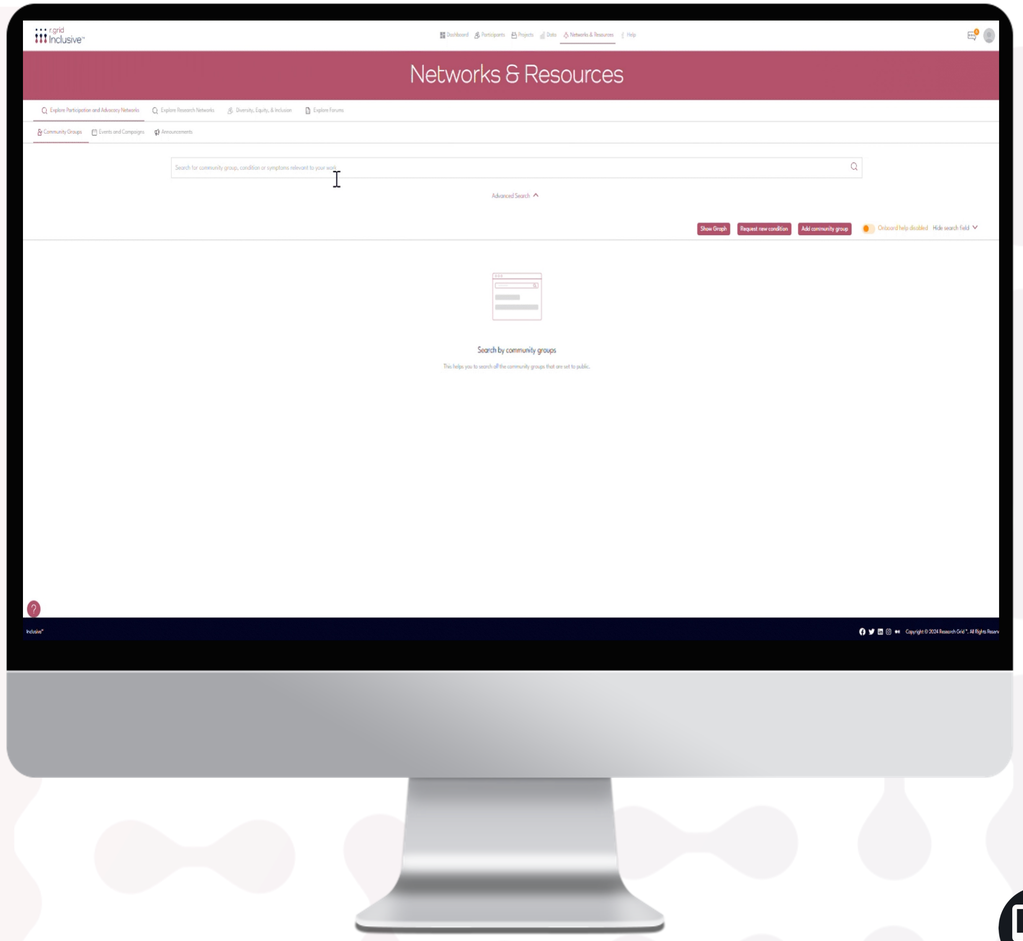
r.grid TrialEngine™

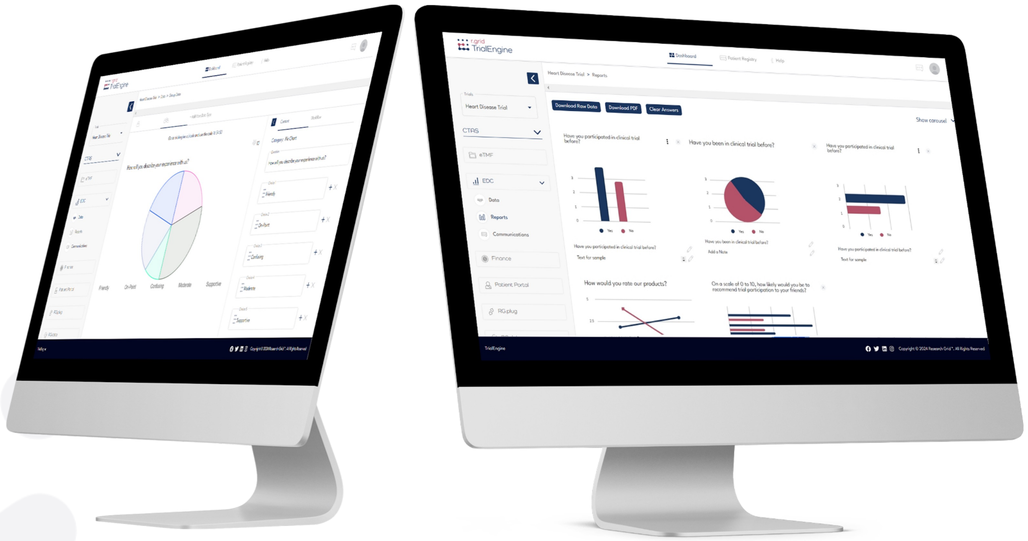


3 Automates Engagement

r.grid Inclusive™

r.grid TrialEngine™





145% Increase in engagement

45% Decrease in cost

98% Increase in efficiency



We've grown from **$37k to $840k ARR in one year**

"

I love the platform! *It has the potential to* ***solve real problems*** *in clinical trial operations and patient engagement.*

General Counsel Patents,
Health Technology Acquisitions team

Johnson & Johnson

10 Contracts worth $2.4m (USA & Europe)

Johnson & Johnson · gsk · IQVIA · NOVAVAX · PPD · MERCK · SANOFI

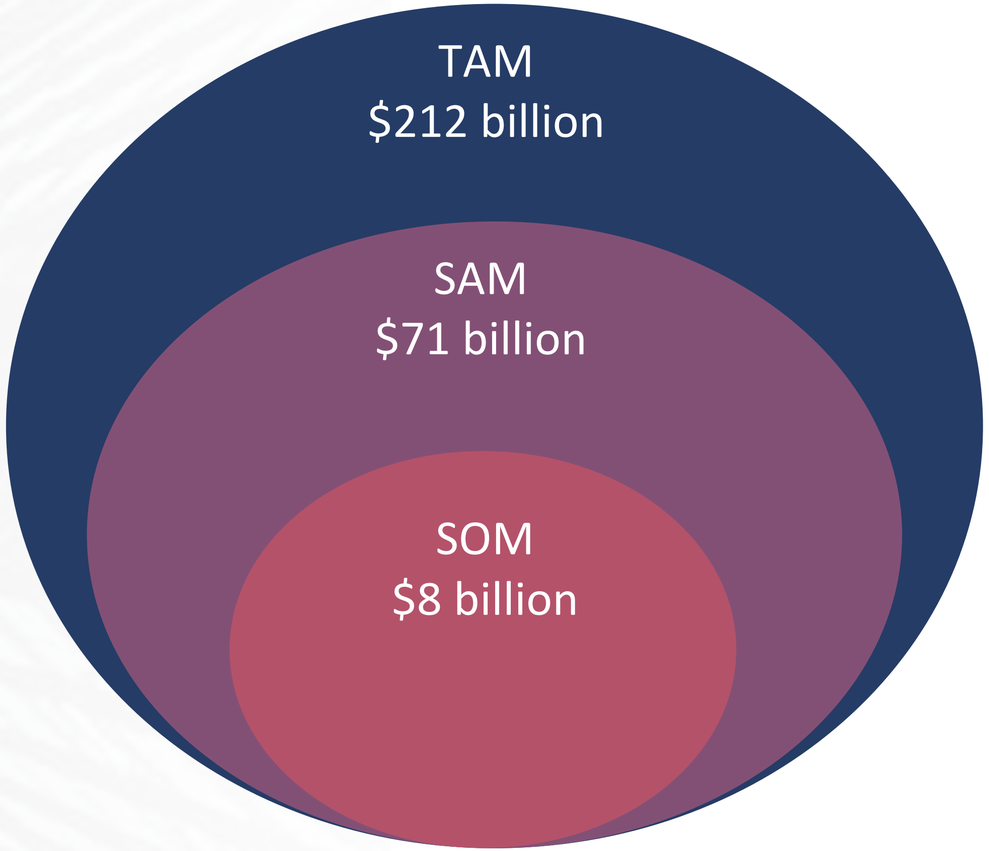
A Cutting-edge AI product

- **3** Patents **9** Trademarks
- **2,050** Health Conditions
- **Largest global community CRM** (91,000 community groups)

$24m ($9m weighted) Pipeline

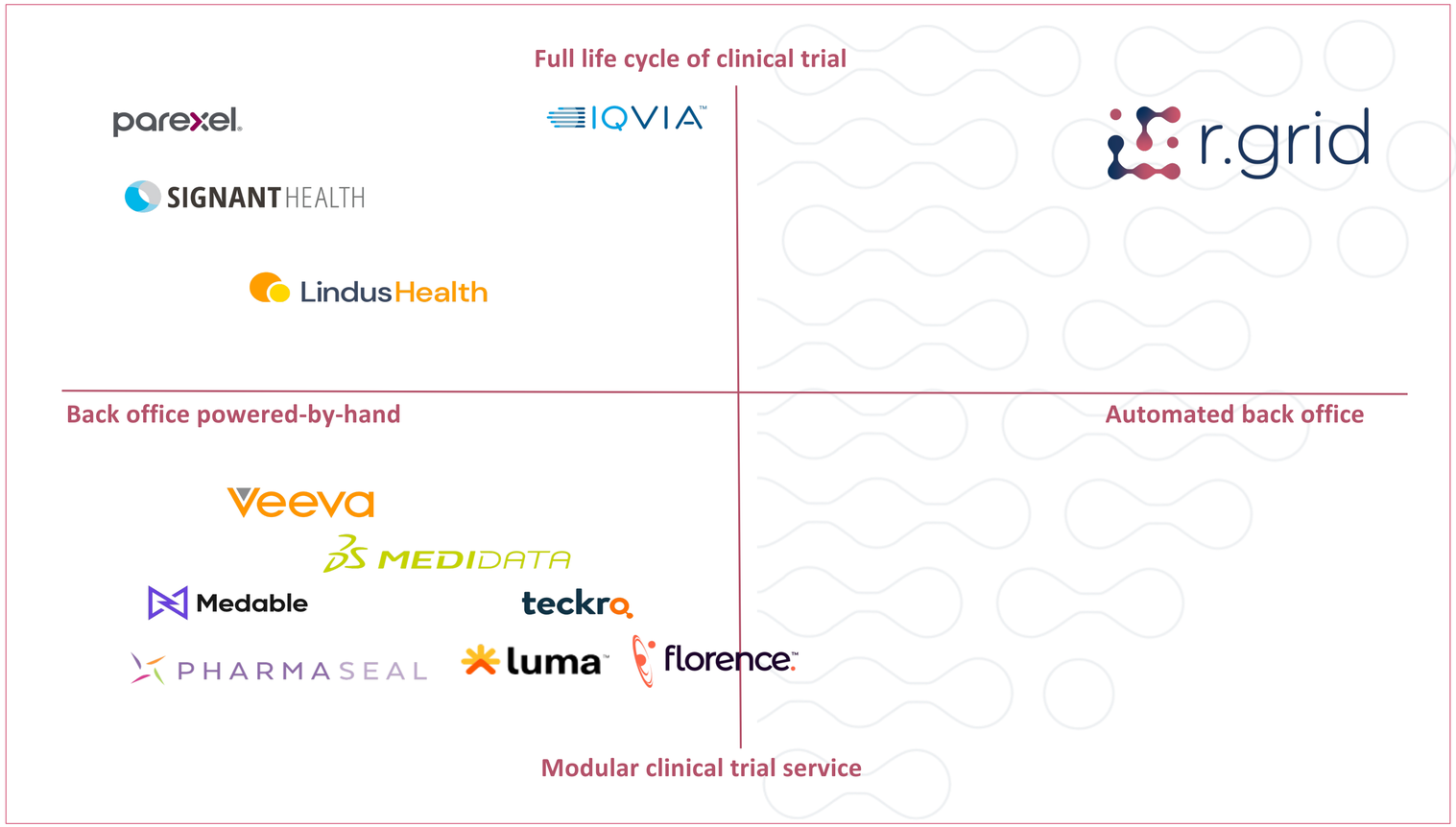
Market

We’re targeting a **global, multi-billion pound opportunity**



Clinical Trial Back Office

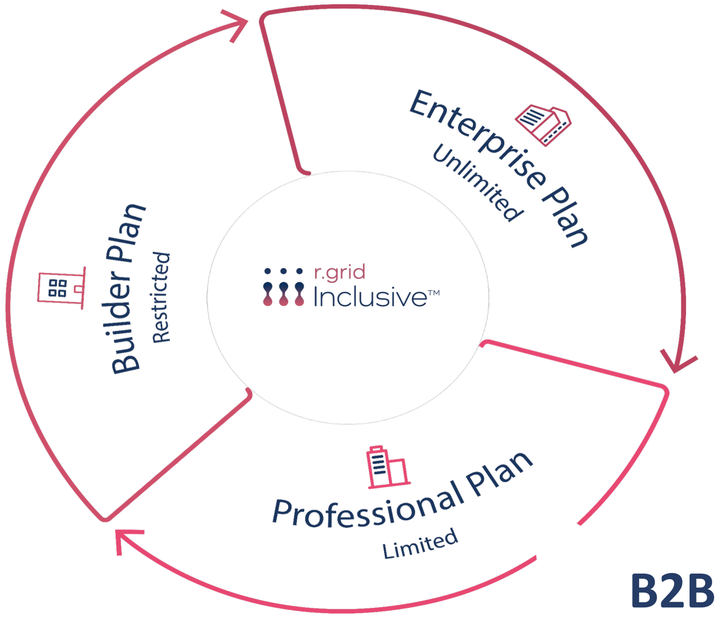
Competitors are **powered-by-hand**
R.grid is **automated**

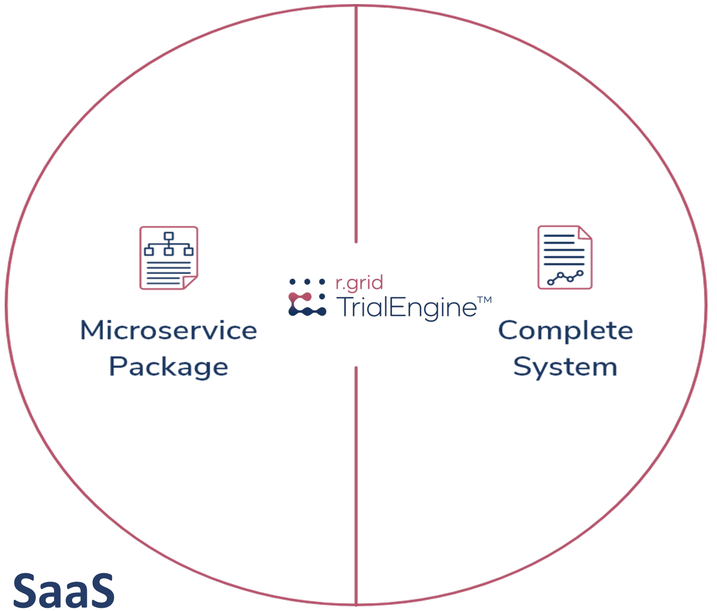


Revenue Model & GTM

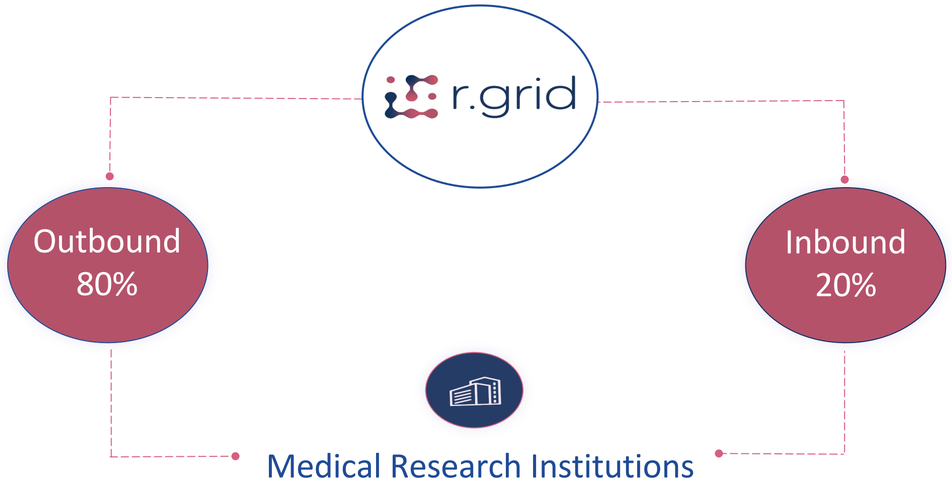
We close 30% of leads we talk to







B2B SaaS
sold per trial



r.grid



Raising $6.5M

($4.5m committed)

Amber Hill
Founder & CEO

am@rgrid.tech

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TITAN INTAKE

Titan Intake

Helps drive more referrals and a higher conversion rate.

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TITAN INTAKE

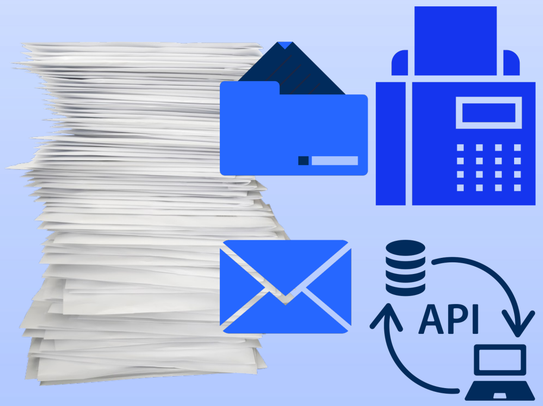
TITAN INTAKE

Power Over Referrals and Revenue

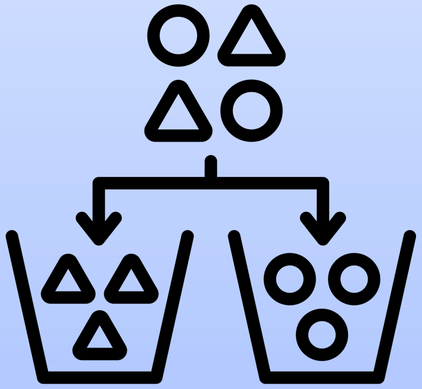
THE PATIENT PERSPECTIVE



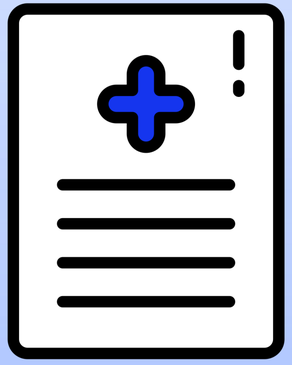
MANUAL REFERRAL PROCESSING LEAKS REVENUE, BOTTLENECKS GROWTH, AND DELAYS PATIENT CARE



CLINICS RECEIVE RECORDS VIA FAX AND OTHER METHODS



STAFF MANUALLY SORT RECORDS INTO WORKQUEUES



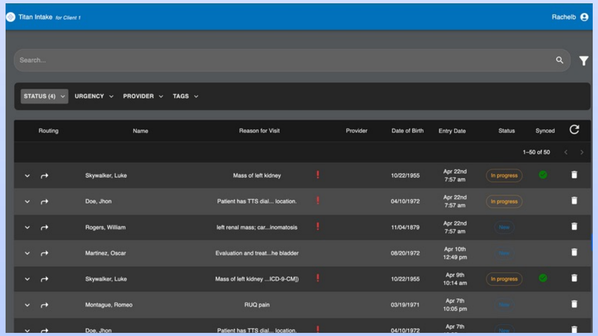
STAFF REVIEW TO DETERMINE URGENCY AND COMPLETENESS



STAFF MANUALLY UPDATE AND CREATE PATIENT RECORDS

CREATES A HUGE BOTTLENECK WITH AN AVERAGE BACKLOG > 2 WEEKS

THE TITAN SOLUTION



TITAN CAPTURES 100% OF REFERRALS



PATIENT INSTANTLY RECEIVES TEXT

REFERRING PROVIDER IS KEPT IN THE LOOP



STAFF REVIEWS INFORMATION IN 30 SECONDS



MORE APPOINTMENTS BOOKED

CAPTURE CRITICAL REFERRAL DATA

BACKLOG ELIMINATED!

WE BUILT A SOLUTION AND VALIDATED IT...

5X ARR Growth in 2024

1.2 million pages in production
200k + Patients

Pre-Seed April 2024

$49M ARR

Current Pipeline of 310 Clinics

$2.7M ARR

Mid-Funnel Deals

WE KNOW OUR COMPETITION, AND WE KNOW HOW TO WIN...

Competitors have failed for one of more of these reasons:

1. Requires significant change in behavior
2. Doesn't speed up the process
3. No real automation

LeadingReach	Phreesia	RemoteOperations™ Medical Transcription Services	Tennr
• Doesn't capture 100% of referrals • Requires significant behavior change	• Referral management • No automation • Behavior change • Cost prohibitive • Pus	• "Automation" delay of 24+ hours • Complex, volume based pricing	• Cannot handle all file formats • Lower value market • Lower quality RPA Integrations

WITH A GO-TO MARKET STRATEGY IN PLACE, WE'RE READY TO SCALE...

Step 1

Independent Specialty Clinics

1.1B TAM

15-90 providers
3-6 month sales cycle
low “pilot hell risk”
95% external referrals
ACV Range $72k-432k

Step 2

Regional Medical Centers

1.3B TAM

60-200+ providers
3-6 month sales cycle
low “pilot hell risk“
70% external referrals
overlooked segment
ACV Range $430k-1.1M

Step 3

Large Health Systems

4.1B TAM

500-2,000+ providers
6-12 month sales cycle
moderate “pilot hell risk“
30% external referrals
ACV Range $4.5M-13.5M

Step 4

Distribution Leverage

3.9B TAM

MSOs, IPAs, and P/E Groups

800-4,000+ providers
6-12 month sales cycle
moderate “pilot hell risk“
70% external referrals
ACV Range $3.8M-19.2M

WE KNOW THIS PROBLEM AND WE CAN FIX IT...



Patrick Bruce

CEO/CTO

15 years in Healthcare in Management, Software Development, and AI, MBA



Jhonathan Vazquez

COO

10 years at McKesson Specialty Health in Content Management, Business Analysis, and Six Sigma



Rachel Brown

CRO

Founded Health & Wellness Startup, MBA, 20+ Business Competitions



Daniel Mejía
Sr. Developer



Alexis Rodriguez
Head of Product



Gabriel Ortega
Sr. Developer



Jairo Gomez
Sr. NLP Data Engineer



Guillermo Grajales
Sr. Developer



Felipe Garcia
Sr. Developer

TITAN INTAKE

Looking for Seed Investors and Healthcare Leaders

Accelerate Patient Care

Increase Revenue

Contact CEO Patrick Bruce at patrick@titanintake.com

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PulzAid

PulzAid

Offers a one-stop solution for your onsite occupational healthcare needs.

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PulzAid

A Managed Marketplace for Worker Healthcare



Worker health is the most difficult, complicated problem in healthcare — **with no existing solution.**



7s

A worked is injured every 7 seconds. It takes 4 months avg. for a specialist to see an injured employee.



$160B

Spent by employers annually on productivity losses, medical expenses, and admin expenses

The market is not addressing the need for an end-to-end solution for employee healthcare

PROPRIETARY AND CONFIDENTIAL

Centralized

75%

of workplaces don't respond to injuries on-site

Analog

95%

of workplaces lack a telehealth solution

Inadequate

99M

of lost days to injury in 2022

Wasteful

$75B

is spent on administering workers comp claims

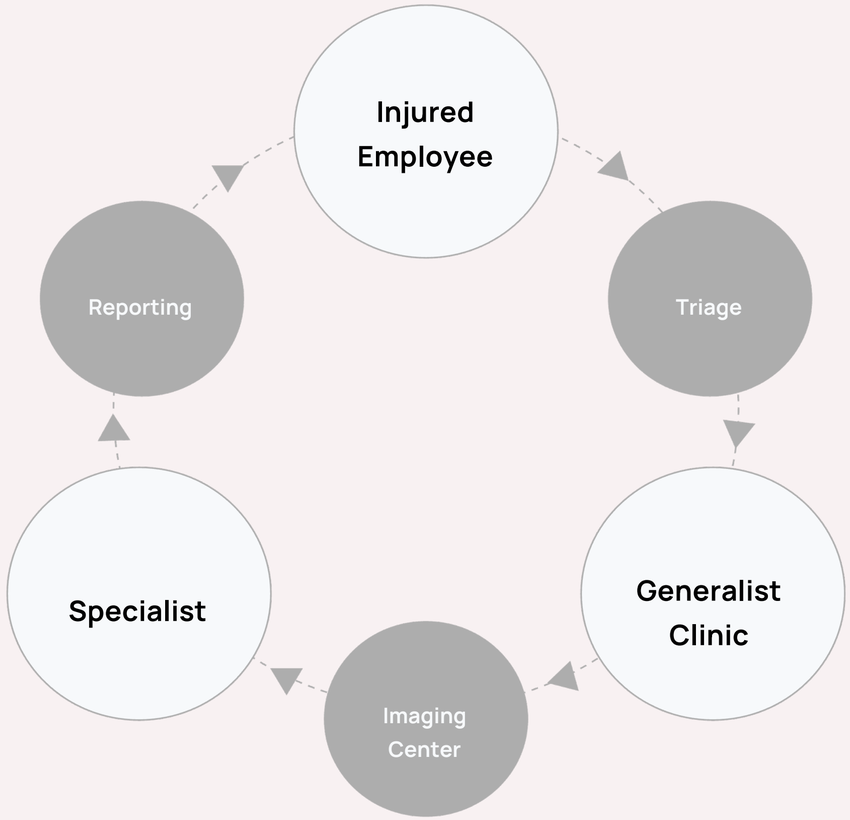
Expensive

$160B

is spend every year caring for employees injured at work

Today's tools are failing employees and employers.

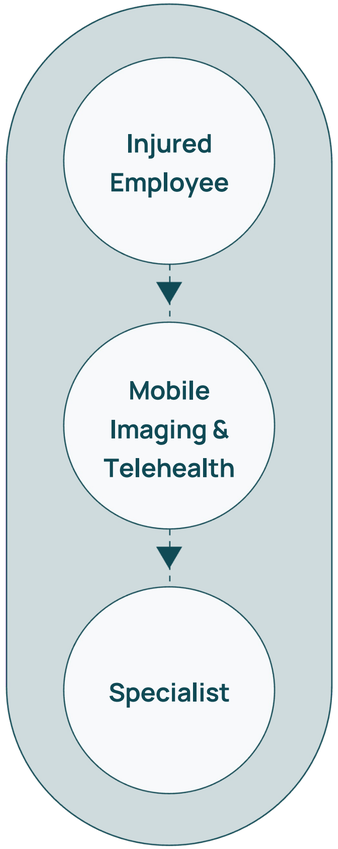
Before Pulzaid



4-8 weeks to diagnosis and specialty care
average cost per claim:

>$40,000

After Pulzaid



24h to diagnosis and care
average cost per instance:

$1,400

PROPRIETARY AND CONFIDENTIAL

Our model is the antidote to low value worker care



Slow response times

ANTIDOTE

Mobile X-rays and telehealth response removes the physical barrier of brick and mortar



Limited resources

ANTIDOTE

Completely digital, AI-powered care management cuts time and cost to care by up to 10x



Systemic inefficiencies

ANTIDOTE

Workforce healthcare management software streamlines care from injury to recovery



High cost care

ANTIDOTE

Technology-powered risk and safety metrics reduce costs

PROPRIETARY AND CONFIDENTIAL

Pulzaid brings specialists directly to your site.



1

Employer requests service



2

We dispatch technician



3

Technicians go onsite



4

Doctors give diagnostic clearance



5

Employee back to work clearance and payment.

THE RESULT

Pulzaid can do in 1-2 hours what used to take 4-8 weeks.

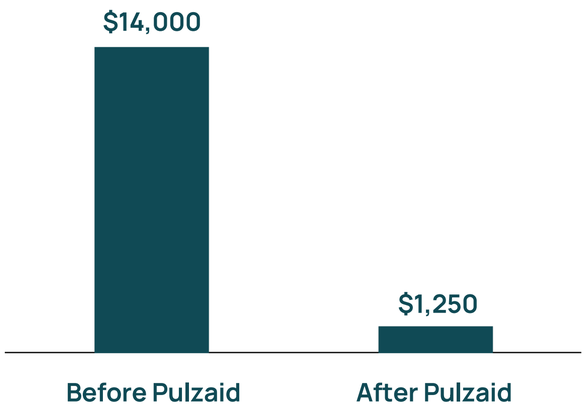
CONTRACTOR SM INC

Pulzaid impacts the KPIs employers care about

Up to 90%

cost reduction per occurrence

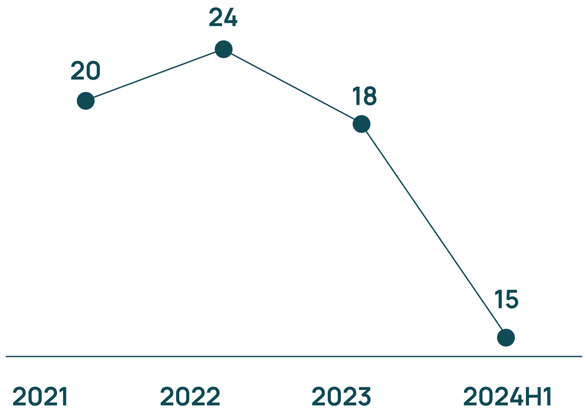
Spend per hand injury



72% reduction

in administrative hours spent per case

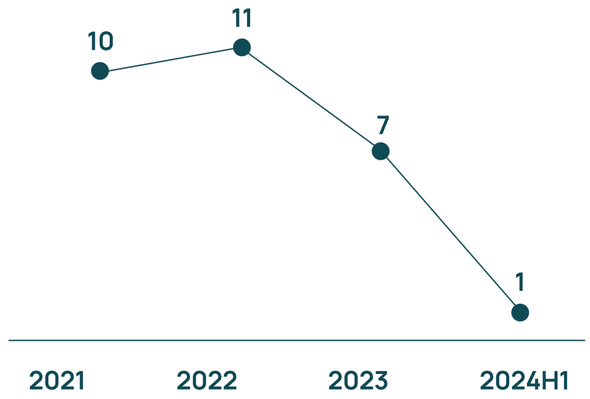
Average Hours per Case



7 high risk cases

managed out of worker's compensation claims

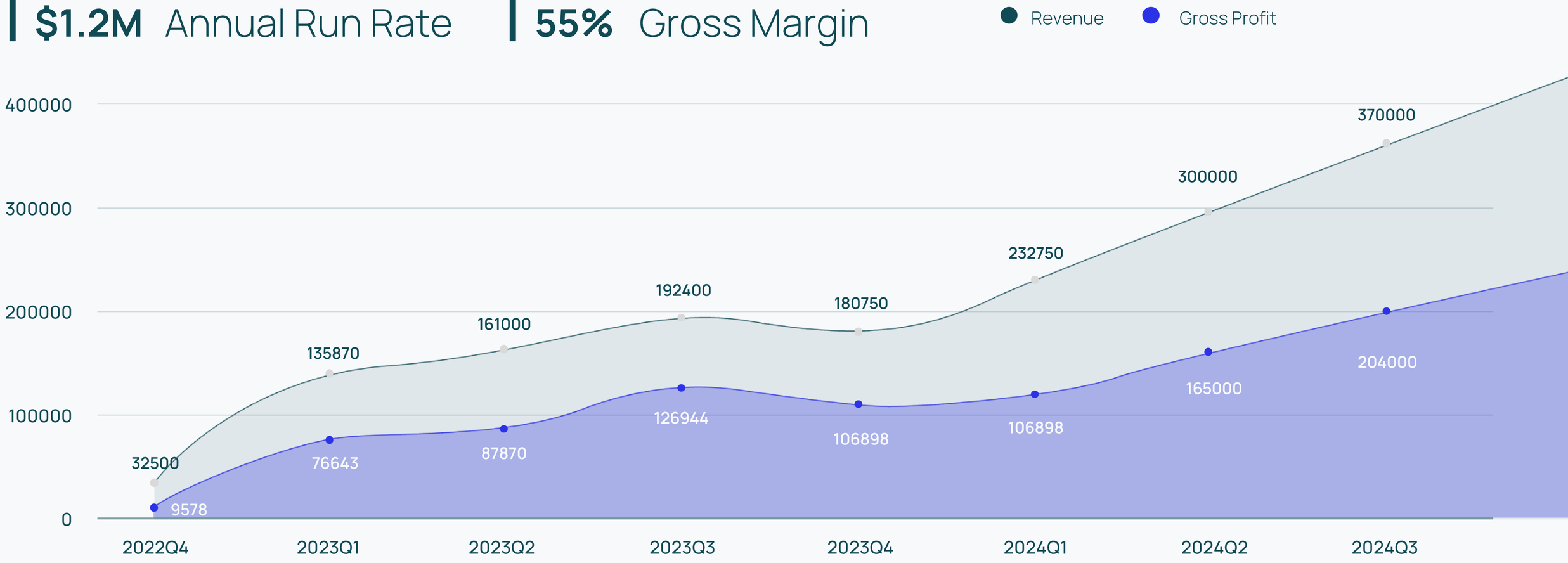
Cases with Litigation Risk



This revenue is growing quickly and with strong margins.

$1.2M Annual Run Rate

55% Gross Margin



A+ team designed for the journey ahead

CEO

Brendan Liu

- WF Credit Risk Management
- USC Doctoral Candidate in Precision Medicine



HEAD OF PRODUCT

Alexa Huang

- UC Berkeley Engineering
- Franklin & Marshall Computer Science



CHIEF MEDICAL OFFICER

Dr. Gregory Horner

- Orthopaedic Surgeon, Angel Investor/VC
- UCLA Ortho Residency, JHU, MD



HEAD OF OPERATIONS

Yiru Wang

- SuperMicro Supply Chain Management, WD Engineer
- UCLA Masters in Engineering



Supported by leaders in occupational healthcare

REGULATORY & CLINICAL PROCESS ADVISOR

Dr. Manji Berenji

- Occupational Health Sciences Assistant Clinical Professor UC Irvine
- Chief of Occupational Medicine U.S. Department of Veterans Affairs



BUSINESS & HEALTHTECH ADVISOR

Omar Elrabie

- Co-founder Vitalize ($3B Medicare Payments Managed)





CLINICAL PROCESS ADVISOR

Dr. Andy Fang

- Head of Orthopedic Surgery Kaiser
- Orthopedic Surgeon



CLINICAL PROCESS ADVISOR

Dr. Sherman Tran

- Spine PMNR Specialist
- Harvard Medical School

FINANCE AND BUSINESS ADVISORS



Peter Moore



Jason Grunfeld

- Integrity Square
- Over $1.1B raised in HALO Sector

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SV SUMMIT

UNICORN DEMO: HUMA



Julianne Roseman

Principal, Health
Plug and Play



Dan Vahdat

Founder & CEO
Huma

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Ayah Hamdan

Director & Ventures, Health
Plug and Play



Ali Zaman

President of Marketing
Innovaccer

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Cost, Utilization, and Opportunity

Data Analytics Care Management

9+ 9+ JD

All Dashboards /

Cost management

Claims Incurred through: July '24; Paid through: Oct '24

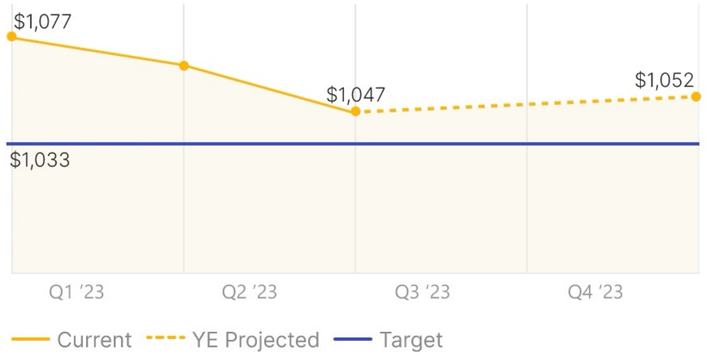
Overview | Inpatient | Outpatient | Post Acute Care | Professional | Medication

Risk Adjusted PMPM

$1,047 ▼ 2.16% from LY

Risk Score **0.94**

Trend | Distribution



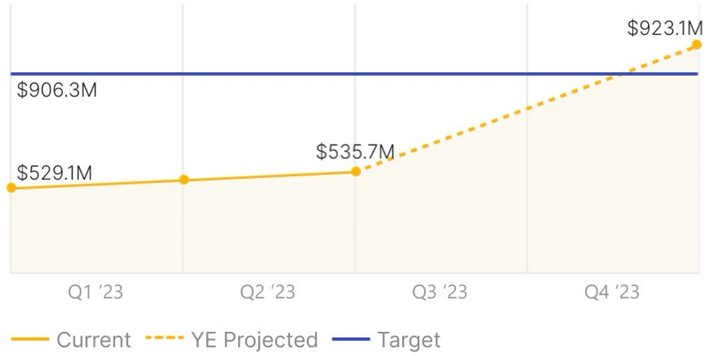
Cost

$535.7M ▲ 1.25% from LY

PMPM **$987**

Attributed lives **77,542**

Trend | Distribution



High Cost Metrics

IP/1000	215	▲ 1.83% from LY
Readmission %	14.76%	▼ 5.58% from LY
ED/1000	434	▲ 7.86% from LY
SNF/1000	53	▲ 5.36% from LY
Imaging/1000	2,323	▼ 1.02% from LY
Generic Utilization %	87%	▼ 1.36% from LY

How can you achieve cost target?

Reduction Needed to Meet Target
$16.8M

Your YE Projected Cost
$923.1M

Your Target
$906.3M

Data Analytics Care Management

All Dashboards /

Cost management

Claims Incurred through: July '24; Paid through: Oct '24

Overview Inpatient Outpatient Post Acute Care Prof

Risk Adjusted PMPM

$1,047 ▼ 2.16% from LY

Risk Score 0.94

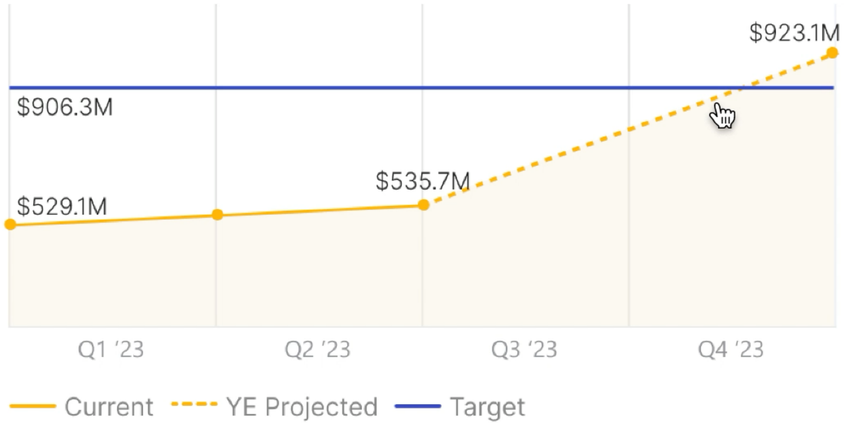
Trend Distribution

Cost

$535.7M ▲ 1.25% from LY

PMPM **$987** Attributed lives **77,542**

Trend Distribution



igh Cost Metrics

/1000	215	▲ 1.83% from LY
eadmission %	14.76%	▼ 5.58% from LY
D/1000	434	▲ 7.86% from LY
NF/1000	53	▲ 5.36% from LY
naging/1000	2,323	▼ 1.02% from LY
eneric Utilization %	87%	▼ 1.36% from LY

Addressable Opportunity

How can you achieve cost target?

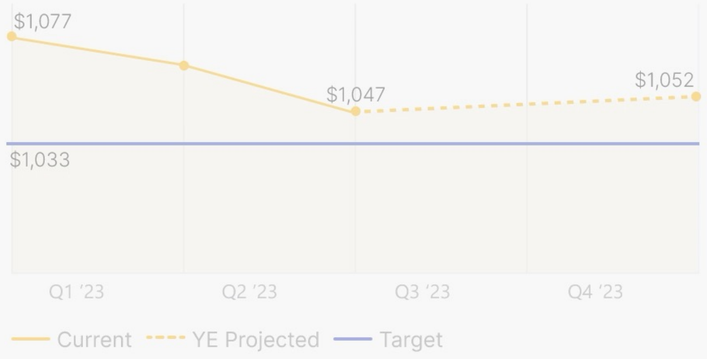
$30M

Reduction Needed to Meet Target
$16.8M

Your YE Projected Cost
$923.1M

Your Target
$906.3M

Trend Distribution



Trend Distribution



ED/1000	434	▲ 7.86% from LY
SNF/1000	53	▲ 5.36% from LY
Imaging/1000	2,323	▼ 1.02% from LY
Generic Utilization %	87%	▼ 1.36% from LY

How can you achieve cost target?

Reduction Needed to Meet Target
$16.8M

Your YE Projected Cost
$923.1M

Your Target
$906.3M

Ease of realisation	Possible Reduction	Interventions





ED/1000	434	▲ 7.86% from LY
SNF/1000	53	▲ 5.36% from LY
Imaging/1000	2,323	▼ 1.02% from LY
Generic Utilization %	87%	▼ 1.36% from LY

How can you achieve cost target?

Reduction Needed to Meet Target
$16.8M

Your YE Projected Cost
$923.1M

Your Target
$906.3M

Ease of realisation	Possible Reduction	Interventions	
Easy	$4.75M	Educate practices with high number of ACSC driven hospitalizations on best preventive care for members with ACSC.	Go to ACSC →
Easy	$3.80M	Divert outpatient surgeries from HOPD to ASC	Go to HOPD →
Medium	$2.80M	Assign TCM protocol to 121 patients at high risk of readmission	Go to Readmissions →
Difficult	$2.80M	Replace Biologicals with cheapest biosimilar availble	Go to Biosimilars →

Financial Management

Contract Performance

Overview KPI Performance

#Lives
37,797
↑ 6% more than last quarter

Projected earnings across all contracts
$15.38M
↑ 12.4% more than last quarter

Signed Contracts

Contracts	Contract type	#Lives	Agreement period	Projected Earnings	Projected Savings Rate	Recommendation
Medicare						
MSSP Track B	MSSP	9,232	01/2023 - 12/2025	$3.28M	3.02%	Increase PCP 14-day follow up rate post inpatient discharge to reduce readmission expenditure by $2.4M
Medicare Advantage						
Humana HMO MA	Full Risk	8,767	01/2023 - 12/2023	$9.68M	1.2%	Schedule PCP appointments for patients with admits due to ACSC in past 3 months to reduce expenditure by $5.1M
Aetna HMO MA	Full Risk	8,564	01/2023 - 12/2023 Renewal due	-$1.54M	-1.66%	Focus on attributed patients with Ambulatory Care Sensitive Conditions to reduce inpatient expenditure by $942.1K
Commercial						
Blue Commercial	Pay for Performance	11,234	01/2023 - 12/2024	$4.36M	4.60%	Improve AWV to capture 4562 care gaps to increase the quality gap

Filters

Clear All

Time Period
2023

Line of Business
All

Contract Type
All

ACO
All

Humana HMO MA FULL RISK CONTRACT

Payer: Humana | Plan: HMO | ACO: INNO ACO | Time period: 2023

Overview | Simulation | Shortlisted interventions

Number of lives: 8,767 **Reporting Period:** Jan 2023 - Dec 2023

Total Earnings		=	Savings		+	Quality Incentive	
Projected	Additonal		Projected	Additonal		Projected	Additonal
$9.68M	+ $3.90M		$6.28M	+ $3.90M		$3.40M	+ $0.00

Savings Calculator | Quality Payout Calculator

Interventions

REDUCE INPATIENT ADMISSIONS BY 10%

- [x] Schedule PCP appointments for patients with admits due to ACSC in past 3 months
  Additional savings: **$2.10M**
- [x] Reduce unplanned admissions with LoS<=2 days
  Additional savings: **$1.80M**
- [ ] Reduce readmission % by completing TCM/PCP Follow-up on patients discharged in last 30 days and with high risk of readmissions
  Additional savings: **$0.73M**

IMPROVE RISK SCORES BY 1.5%

- [ ] Reach out to 150 patients to increase RAF score from 0.98

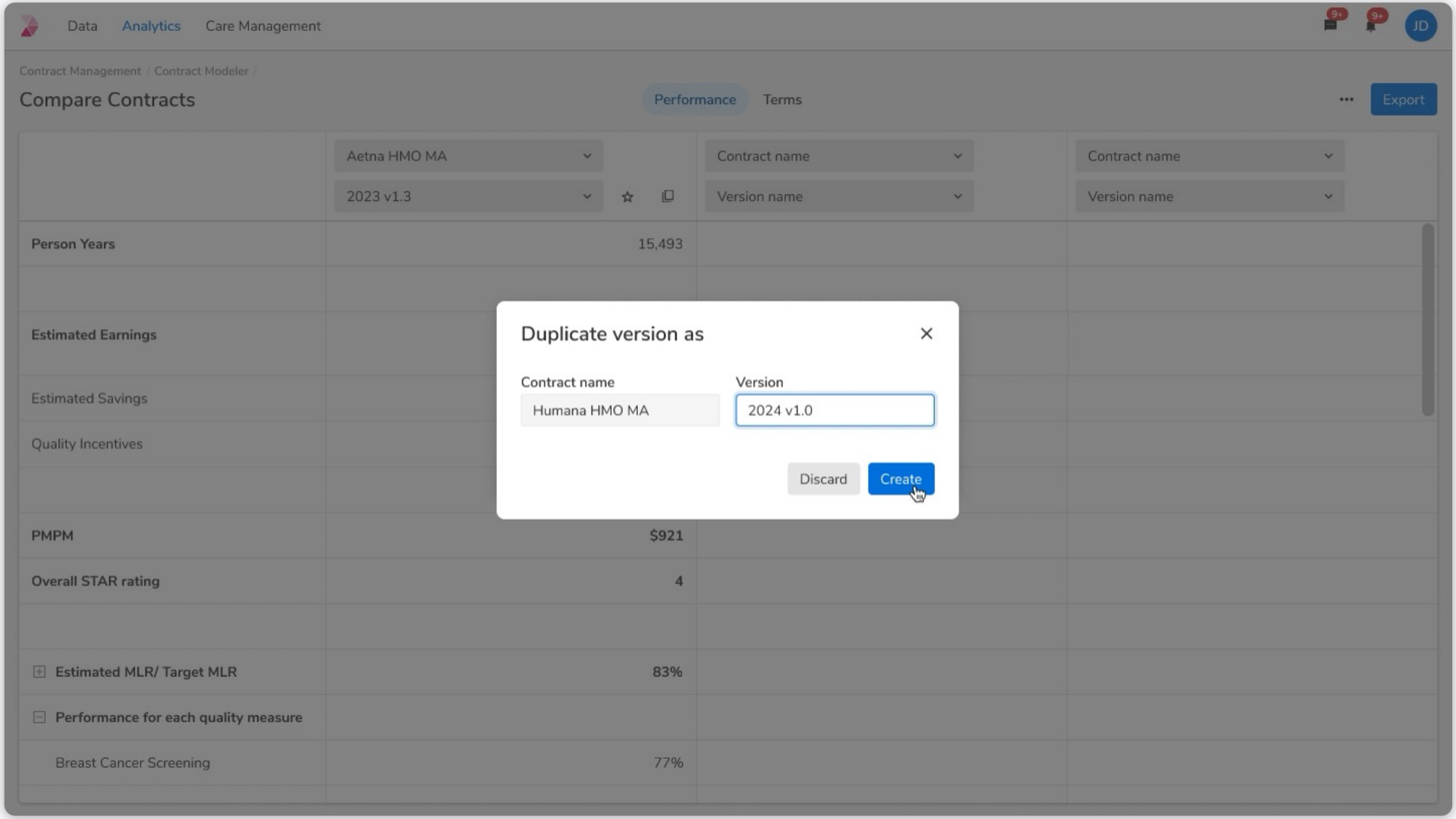
Savings breakdown	Amount
A. Total Projected Savings (A1+A2+A3)	**$6.3M + $3.90M**
A1. Projected Savings Part A (A1.1.- A1.2.)	$2.45M + **$3.90M**
A1.1. Benchmark Expenditure	$41.98M
A1.2. Projected Expenditure	$39.53M - **$3.90M**
A2. Projected Savings Part B (A2.1.- A2.2.)	$3.02M
A2. Projected Savings Part D (A3.1.- A3.2.)	$0.89M

Compare Contracts

Performance | Terms

... Export

	Aetna HMO MA 2023 v1.3	Contract name Version name	Contract name Version name
Person Years	15,493		
Estimated Earnings	**$5.6M** +/- 2%		
Estimated Savings	$3.4M		
Quality Incentives	$2.2M		
PMPM	**$921**		
Overall STAR rating	**4**		
⊞ **Estimated MLR/ Target MLR**	**83%**		
⊟ **Performance for each quality measure**			
Breast Cancer Screening	77%		


Data
Analytics
Care Management
9+
9+
JD
Contract Management / Contract Modeler /
Compare Contracts
Performance
Terms
Export
Aetna HMO MA
2023 v1.3
Contract name
Version name
Contract name
Version name
Person Years
15,493
Estimated Earnings
Estimated Savings
Quality Incentives
PMPM
$921
Overall STAR rating
4
Estimated MLR/ Target MLR
83%
Performance for each quality measure
Breast Cancer Screening
77%
Duplicate version as
Contract name
Humana HMO MA
Version
2024 v1.0
Discard
Create

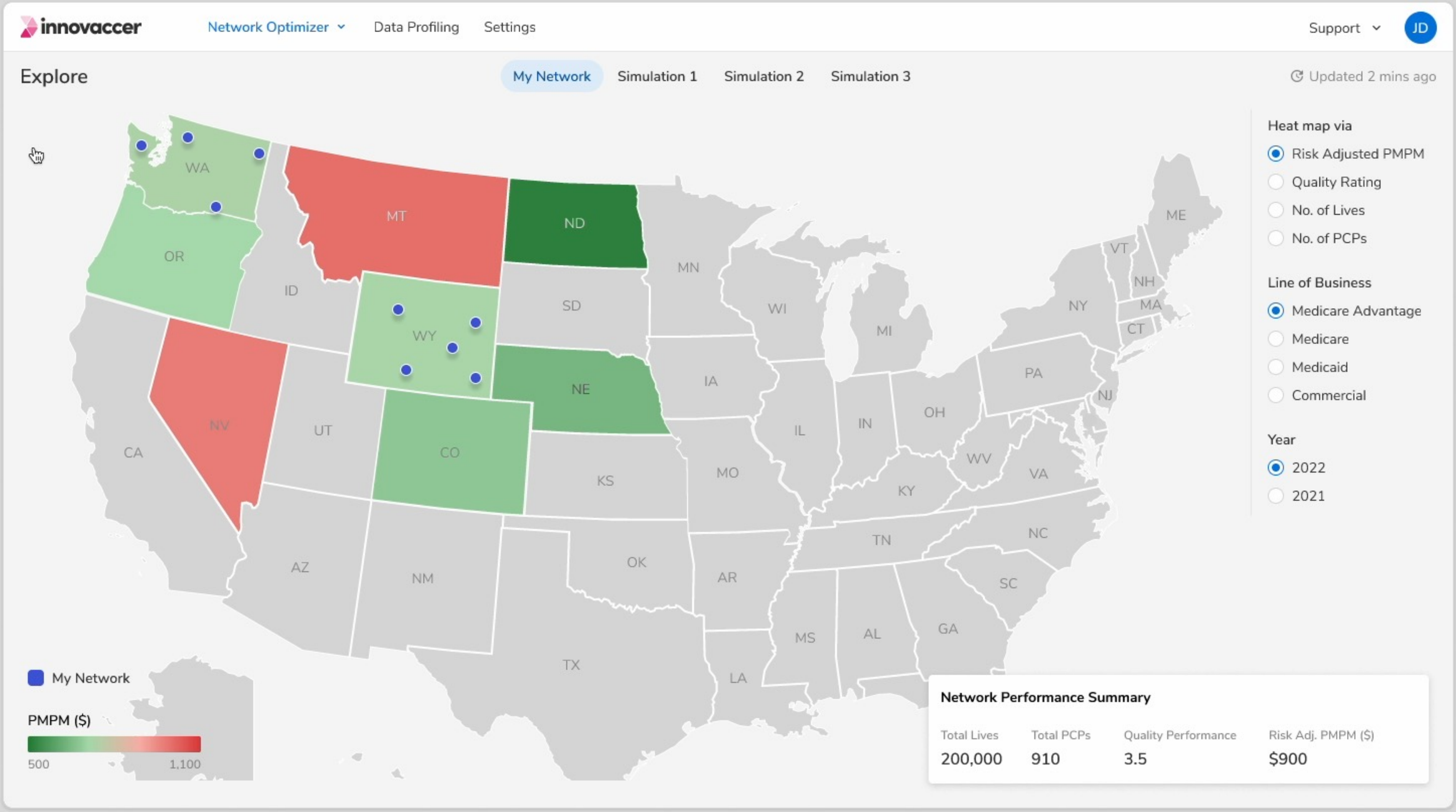
Compare Contracts

Performance | Terms

••• Export

	Aetna HMO MA 2023 v1.3	Aetna HMO MA 2024 v1.0	Contract name Version name
Person Years	15,493	15,493	
Estimated Earnings	**$5.6M** +/- 2%	**$6.3M** +/- 2%	
Estimated Savings	$3.4M	$3.8M	
Quality Incentives	$2.2M	$2.2M	
PMPM	**$921**	**$947**	
Overall STAR rating	**4**	**4**	
⊞ **Estimated MLR/ Target MLR**	**83%**	**87%**	
⊟ **Performance for each quality measure**			
Breast Cancer Screening	77%	77%	

Optimize VBC Provider Participation


innovaccer
Network Optimizer
Data Profiling
Settings
Support
JD
Explore
My Network
Simulation 1
Simulation 2
Simulation 3
Updated 2 mins ago
Heat map via
Risk Adjusted PMPM
Quality Rating
No. of Lives
No. of PCPs
Line of Business
Medicare Advantage
Medicare
Medicaid
Commercial
Year
2022
2021
WA
OR
CA
NV
ID
MT
WY
UT
AZ
CO
NM
ND
SD
NE
KS
OK
TX
MN
IA
MO
AR
LA
WI
IL
MS
MI
IN
KY
TN
AL
OH
WV
GA
NC
SC
PA
NY
VA
NJ
VT
NH
MA
CT
ME
My Network
PMPM ($)
500
1,100
Network Performance Summary
Total Lives
200,000
Total PCPs
910
Quality Performance
3.5
Risk Adj. PMPM ($)
$900

innovaccer | Network Optimizer | Data Profiling | Settings | Support | JD

Explore / Washington /

Practices

Updated 2 mins ago | Year 2022

Search by practice | County All | Affiliation All | Simulation Select

Showing 1-10 of 1,000 items

Name	Status	Lives	Medicare Advantage		Medicare	
			Quality Star Ratings (Benchmark: 3.5)	Estimated PMPM ($) (Benchmark: $848)	Quality Performance (%) (Benchmark: 81)	Estimate (Benchma)
Balanced Life Group	Not Added	238	3.5	850	82	
Bay Area Associates	Not Added	290	3.8	840	84	
Cascade Health Center	Not Added	210	3.0	855	78	
Cedar Grove Integrative	Not Added	211	3.8	857	85	
Emerald City Holistics	Not Added	240	3.9	85	79	
Evergreen Healing Hub	Not Added	218	2.9	77	81	
Green Valley Wellness	Not Added	289	4.0	82	79	
Pacific Harmony Wellnes	My Network	276	3.4	75	85	
Rainier Integrative	My Network	201	3.9	81	89	

1 of 50 pages

Network Performance Summary

Updated

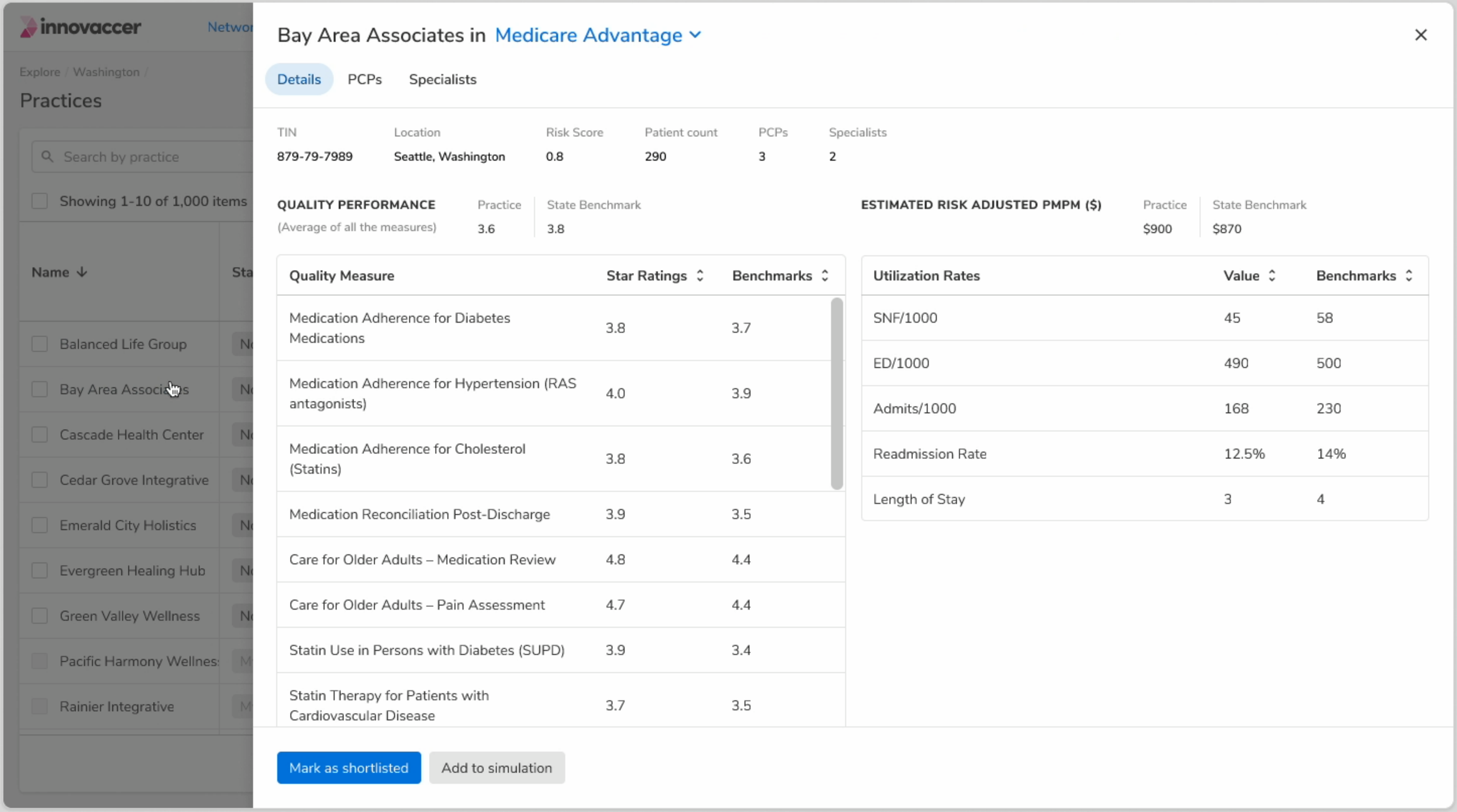
Total Lives: 200,000
Total PCPs: 910

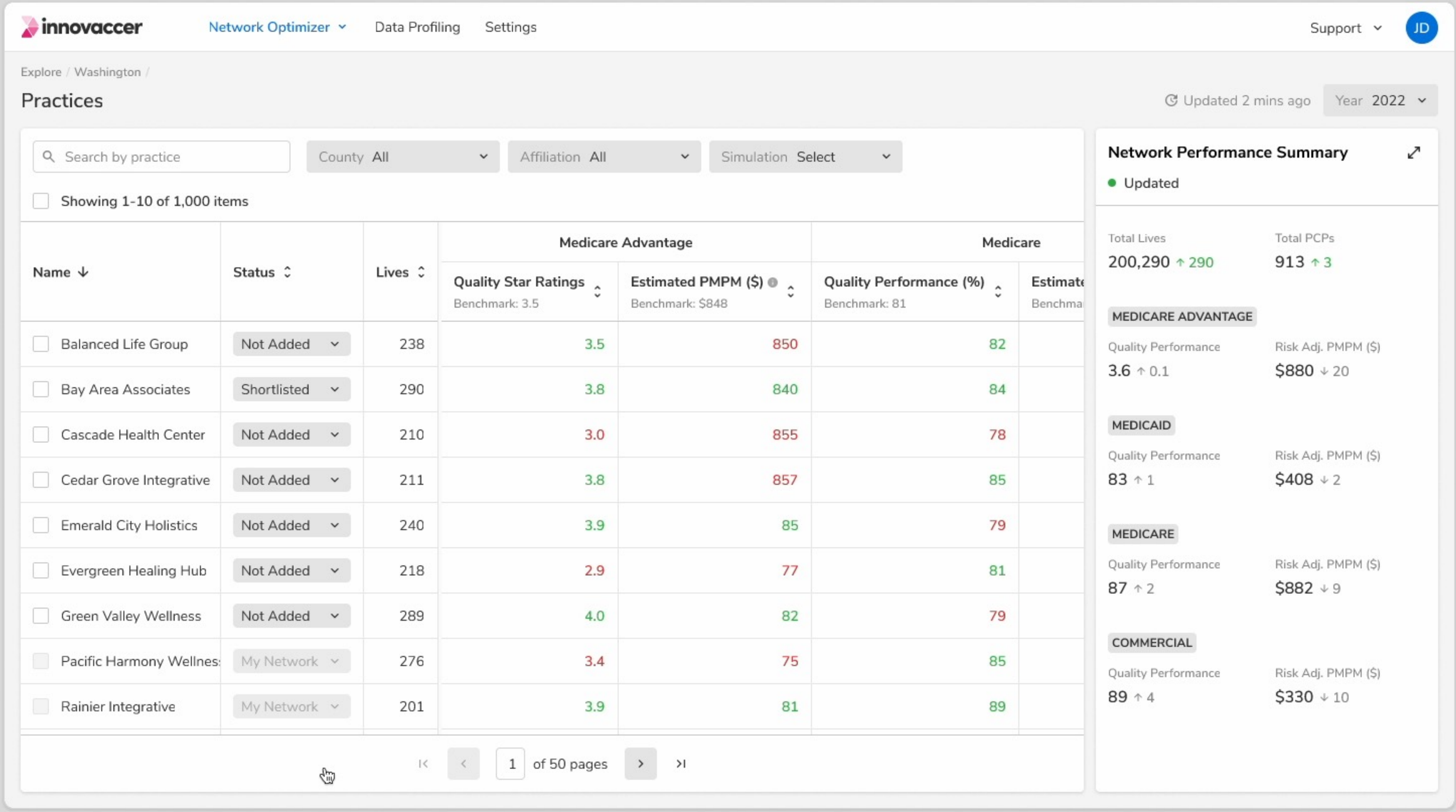
MEDICARE ADVANTAGE
Quality Performance: 3.5
Risk Adj. PMPM ($): $900

MEDICAID
Quality Performance: 82
Risk Adj. PMPM ($): $410

MEDICARE
Quality Performance: 85
Risk Adj. PMPM ($): $891

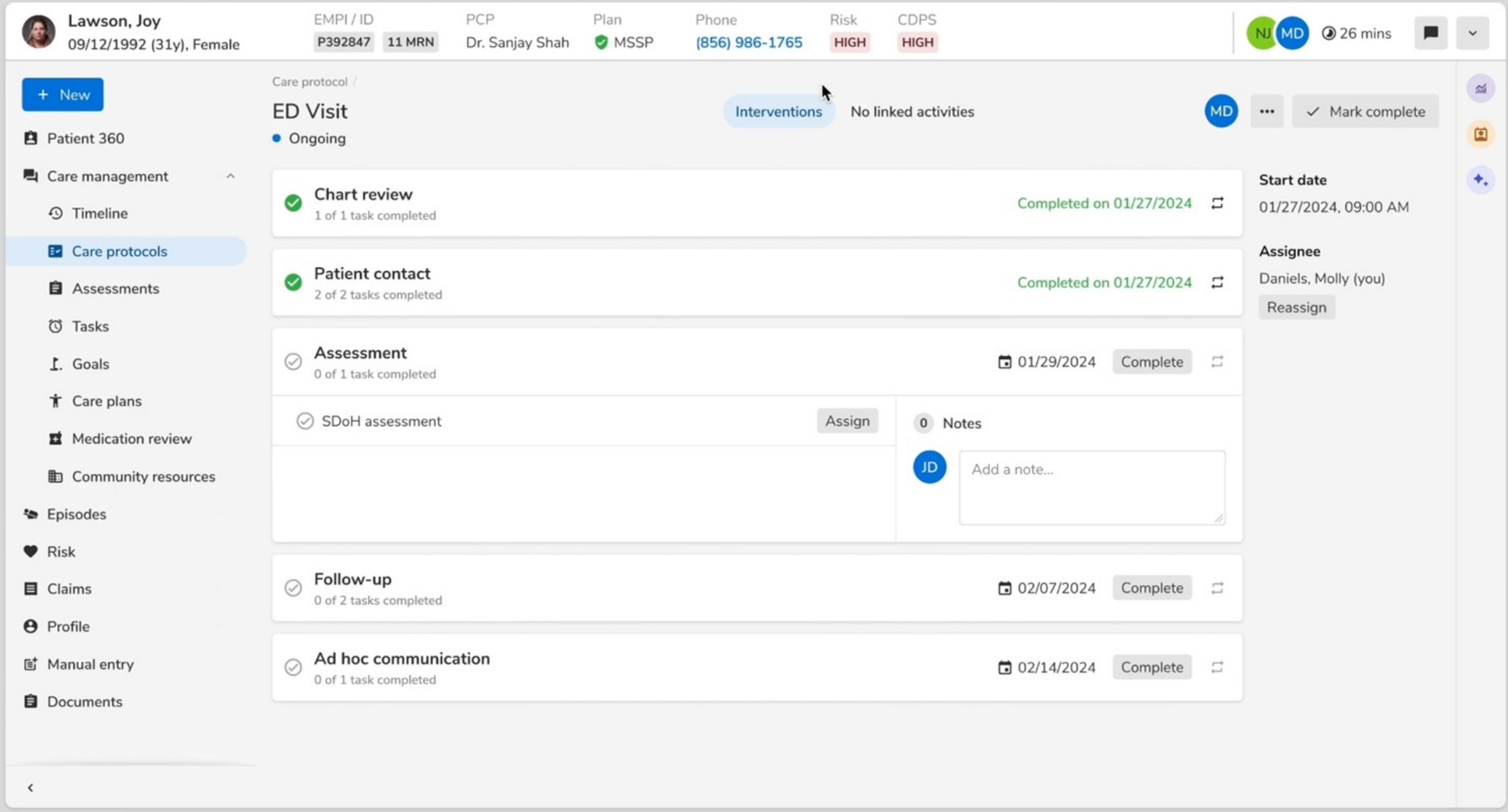
COMMERCIAL
Quality Performance: 85
Risk Adj. PMPM ($): $340

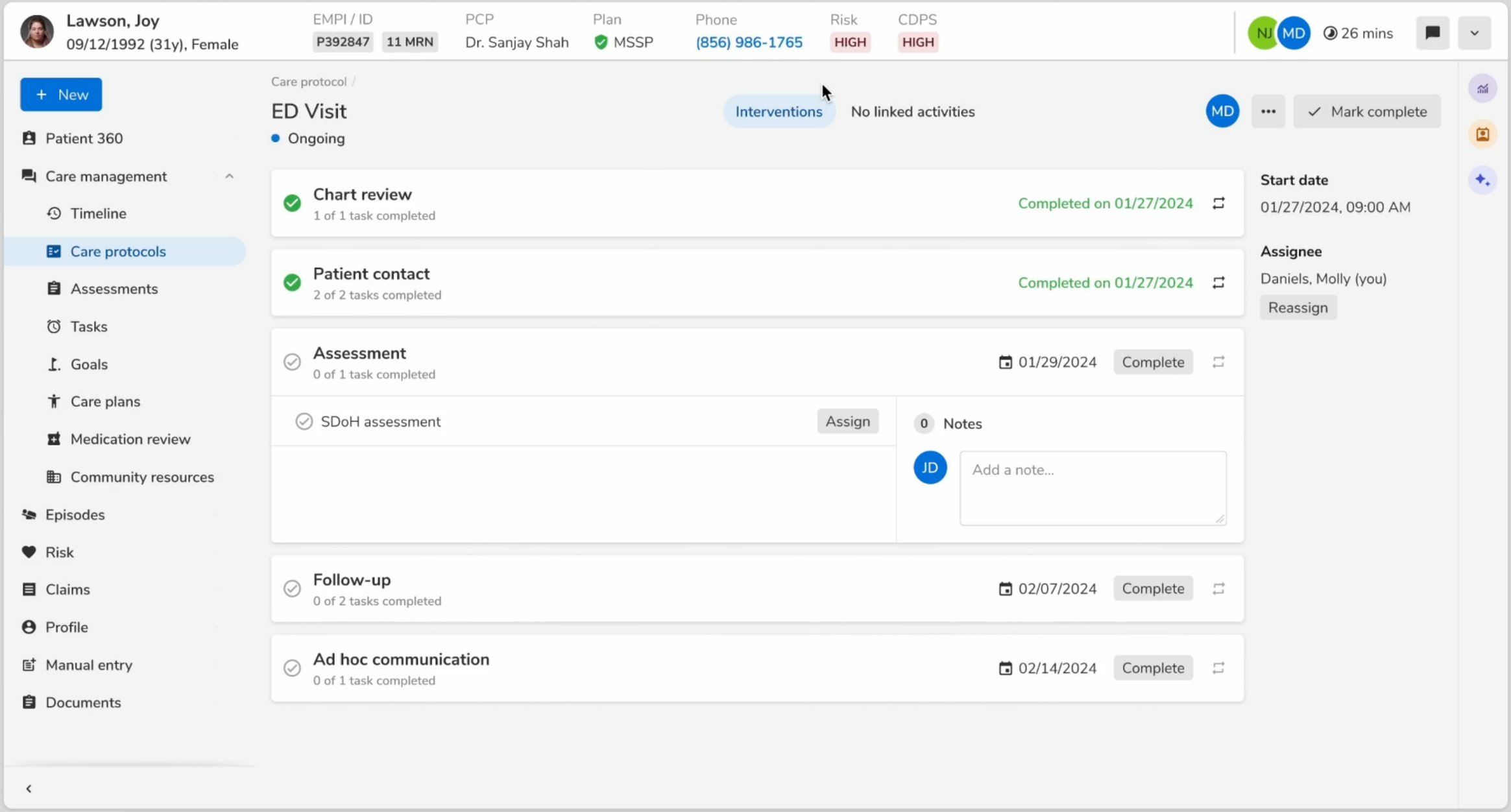

innovaccer
Explore / Washington /
Practices
Search by practice
Showing 1-10 of 1,000 items
Name
Balanced Life Group
Bay Area Associates
Cascade Health Center
Cedar Grove Integrative
Emerald City Holistics
Evergreen Healing Hub
Green Valley Wellness
Pacific Harmony Wellnes
Rainier Integrative
Bay Area Associates in Medicare Advantage
Details
PCPs
Specialists
TIN
879-79-7989
Location
Seattle, Washington
Risk Score
0.8
Patient count
290
PCPs
3
Specialists
2
QUALITY PERFORMANCE
(Average of all the measures)
Practice
3.6
State Benchmark
3.8
ESTIMATED RISK ADJUSTED PMPM ($)
Practice
$900
State Benchmark
$870
Quality Measure
Star Ratings
Benchmarks
Medication Adherence for Diabetes Medications
3.8
3.7
Medication Adherence for Hypertension (RAS antagonists)
4.0
3.9
Medication Adherence for Cholesterol (Statins)
3.8
3.6
Medication Reconciliation Post-Discharge
3.9
3.5
Care for Older Adults – Medication Review
4.8
4.4
Care for Older Adults – Pain Assessment
4.7
4.4
Statin Use in Persons with Diabetes (SUPD)
3.9
3.4
Statin Therapy for Patients with Cardiovascular Disease
3.7
3.5
Utilization Rates
Value
Benchmarks
SNF/1000
45
58
ED/1000
490
500
Admits/1000
168
230
Readmission Rate
12.5%
14%
Length of Stay
3
4
Mark as shortlisted
Add to simulation


innovaccer
Network Optimizer
Data Profiling
Settings
Support
JD
Explore / Washington /
Practices
Updated 2 mins ago
Year 2022
Search by practice
County All
Affiliation All
Simulation Select
Showing 1-10 of 1,000 items
Name
Status
Lives
Medicare Advantage
Medicare
Quality Star Ratings
Benchmark: 3.5
Estimated PMPM ($)
Benchmark: $848
Quality Performance (%)
Benchmark: 81
Balanced Life Group Not Added 238 3.5 850 82
Bay Area Associates Shortlisted 290 3.8 840 84
Cascade Health Center Not Added 210 3.0 855 78
Cedar Grove Integrative Not Added 211 3.8 857 85
Emerald City Holistics Not Added 240 3.9 85 79
Evergreen Healing Hub Not Added 218 2.9 77 81
Green Valley Wellness Not Added 289 4.0 82 79
Pacific Harmony Wellnes My Network 276 3.4 75 85
Rainier Integrative My Network 201 3.9 81 89
1 of 50 pages
Network Performance Summary
Updated
Total Lives
200,290 ↑ 290
Total PCPs
913 ↑ 3
MEDICARE ADVANTAGE
Quality Performance
3.6 ↑ 0.1
Risk Adj. PMPM ($)
$880 ↓ 20
MEDICAID
Quality Performance
83 ↑ 1
Risk Adj. PMPM ($)
$408 ↓ 2
MEDICARE
Quality Performance
87 ↑ 2
Risk Adj. PMPM ($)
$882 ↓ 9
COMMERCIAL
Quality Performance
89 ↑ 4
Risk Adj. PMPM ($)
$330 ↓ 10

Care Management

Autofill Assessments with AI




Lawson, Joy
09/12/1992 (31y), Female
EMPI / ID
P392847
11 MRN
PCP
Dr. Sanjay Shah
Plan
MSSP
Phone
(856) 986-1765
Risk
HIGH
CDPS
HIGH
NJ
MD
26 mins
+ New
Patient 360
Care management
Timeline
Care protocols
Assessments
Tasks
Goals
Care plans
Medication review
Community resources
Episodes
Risk
Claims
Profile
Manual entry
Documents
Care protocol /
ED Visit
Ongoing
Interventions
No linked activities
MD
Mark complete
Chart review
1 of 1 task completed
Completed on 01/27/2024
Patient contact
2 of 2 tasks completed
Completed on 01/27/2024
Assessment
0 of 1 task completed
01/29/2024
Complete
SDoH assessment
Assign
0 Notes
JD
Add a note...
Follow-up
0 of 2 tasks completed
02/07/2024
Complete
Ad hoc communication
0 of 1 task completed
02/14/2024
Complete
Start date
01/27/2024, 09:00 AM
Assignee
Daniels, Molly (you)
Reassign

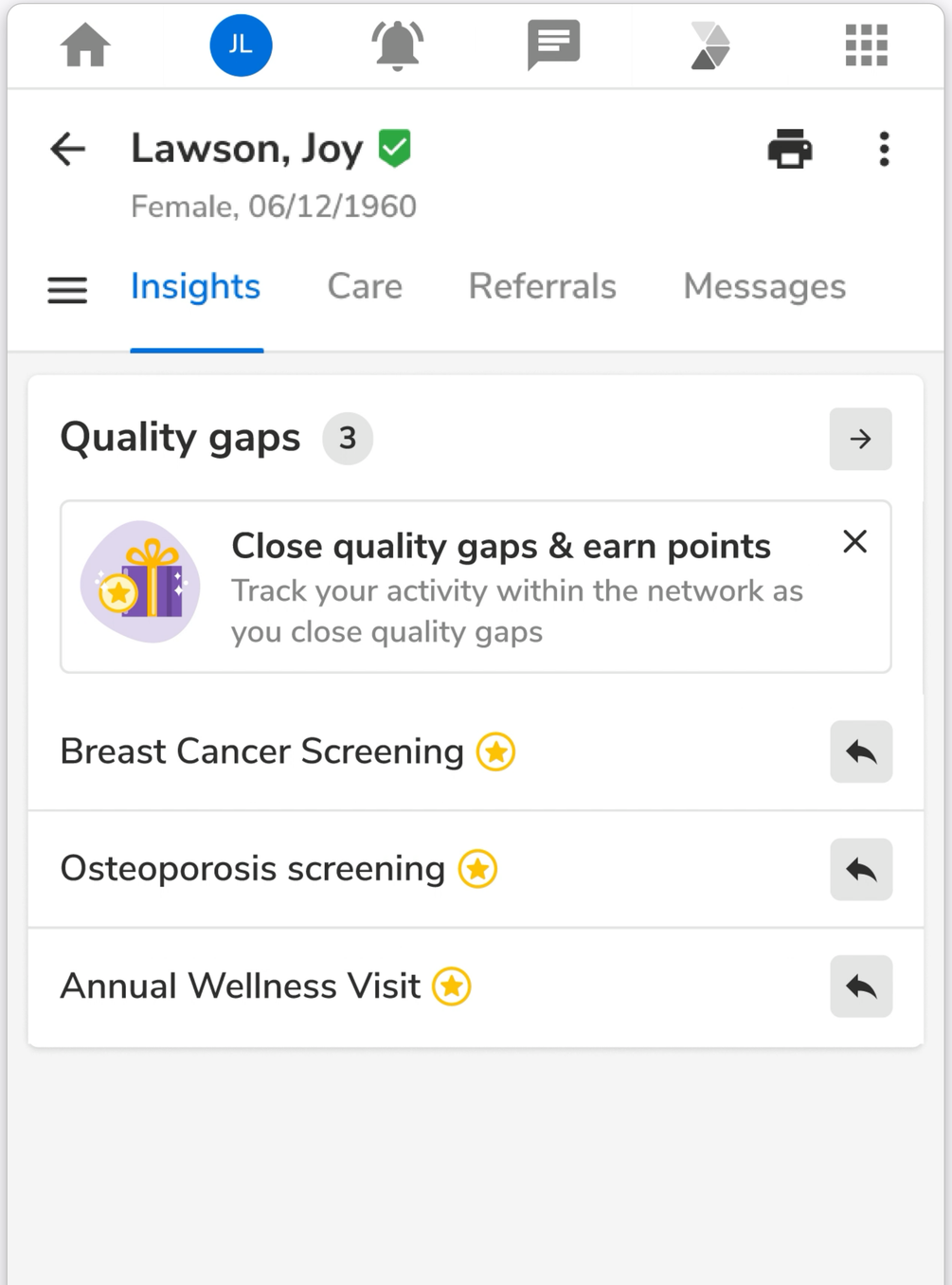
Delegate appointment booking to AI Agents





Quality Management

Quality Gaps on InNote



Assigned to me

13 Open Gaps | 01 On Hold | 09 In Progress | 07 Closed

Group my view: Patients | Care gaps | Closure likelihood | PCP

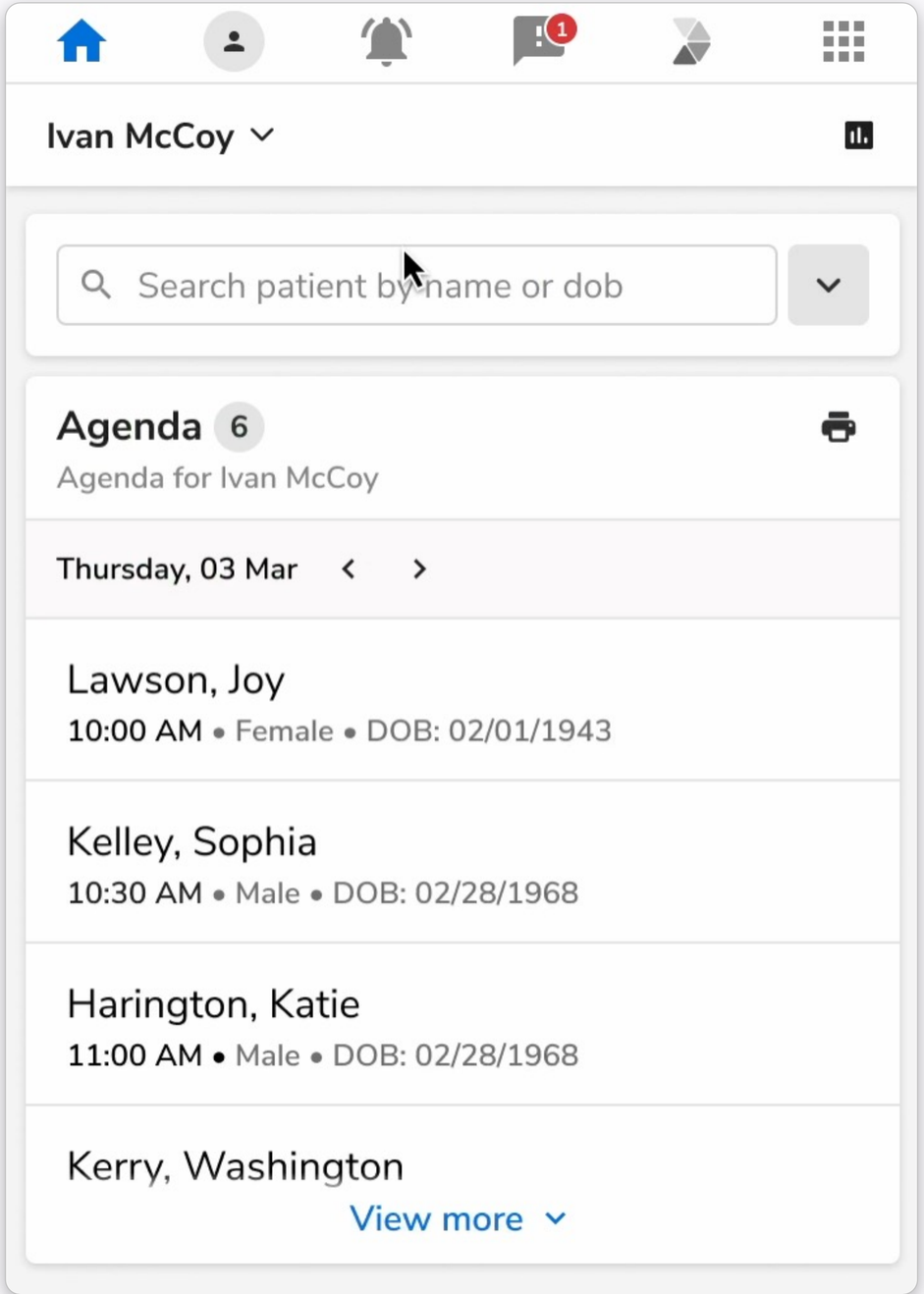
Search

P	Patient	Care gaps	Due date	Closure likelihood	Last worked on	PCP	Facility	Insuranc
	Lawson, Joy 09/12/1965, Female	Breast cancer screening		92%		Ross, Geller	Medi Advanced	Hum
		Annual wellness visit		90%				
		Influenza flu vaccine		80%				
	Poole, Destin 22/03/1955, Male	HbA1c poor control...		80%		Cerez, Aauren	Medi Advanced	BCE
	Miles, Esther 01/06/1958, Male	Annual wellness visit		80%		Cerez, Aauren	Medi Advanced	BCE
		Collateral screening		78%				
	Abbot, James 28/10/1973, Male	Osteoporosis screening		76%		Cerez, Aauren	Medi Advanced	BCE
		Annual wellness visit		74%				
	Smitha, John 06/07/1956, Female	Cervical cancer screen...		72%		Cerez, Aauren	Medi Advanced	BCE
		Annual wellness visit		70%				

Risk Management

Today | Jan 9, 2024 | Day | Week | Search | Filter

	P	Due	Patient	Activity details	Care gaps	PCP	Insurance	HCC
		3:00 - 3:30 PM	Lawson, Joy 02/01/1943, Female	CDI review Provider Response	2	Dr. Sanjay Shah	MSSP	0.58
		3:00 - 3:30 PM	Poole, Destin 02/01/1988, Female	Coding gap review 2 Coding Gaps	3	Dr. Sanjay Shah	MSSP	0.89
		3:00 - 3:30 PM	Whitten, Anaiah 05/18/1947, Female	ED Visit Follow-up Chart Review	0	Dr. David S Boyer	MSSP	0.99
		3:00 - 3:30 PM	Morris, Wyatt 03/10/1967, Male	TCM Protocol 1 Week Follow-Up	1	Dr. Niral C Patel	MSSP	0.12
		3:00 - 3:30 PM	Miles, Esther 08/05/1993, Female	Chronic Care Management Chart Review	4	Dr. David S Boyer	MSSP	0.56
		3:00 - 3:30 PM	Jack, Marvin 12/01/1982, Male	Coding gap review 1 Coding Gap	2	Dr. David S Boyer	MSSP	0.04
		3:00 - 3:30 PM	Jones, Pamela V. 04/10/1992, Female	TCM Protocol 2 Week Follow-Up	0	Dr. Sanjay Shah	MSSP	0.78
		3:00 - 3:30 PM	Lawson, Arlena 11/23/1990, Female	ED Visit Follow-up Chart Review	0	Dr. Niral C Patel	MSSP	0.07
		3:00 - 3:30 PM	Abbot, James 11/05/1951, Male	Chronic Care Management Chart review	6	Dr. Sanjay Shah	MSSP	0.79
		3:00 - 3:30 PM	Smith, John 01/01/1996, Male	ED Visit Follow-up Chart Review	0	Dr. Niral C Patel	MSSP	0.99


1
Ivan McCoy
Search patient by name or dob
Agenda 6
Agenda for Ivan McCoy
Thursday, 03 Mar
Lawson, Joy
10:00 AM • Female • DOB: 02/01/1943
Kelley, Sophia
10:30 AM • Male • DOB: 02/28/1968
Harington, Katie
11:00 AM • Male • DOB: 02/28/1968
Kerry, Washington
View more

Conclusion

PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

A4i

A platform for supporting people with complex behavioral and mental health conditions.

#PNPTCSiliconValley

Join us at **pnptc.com**

App4Independence

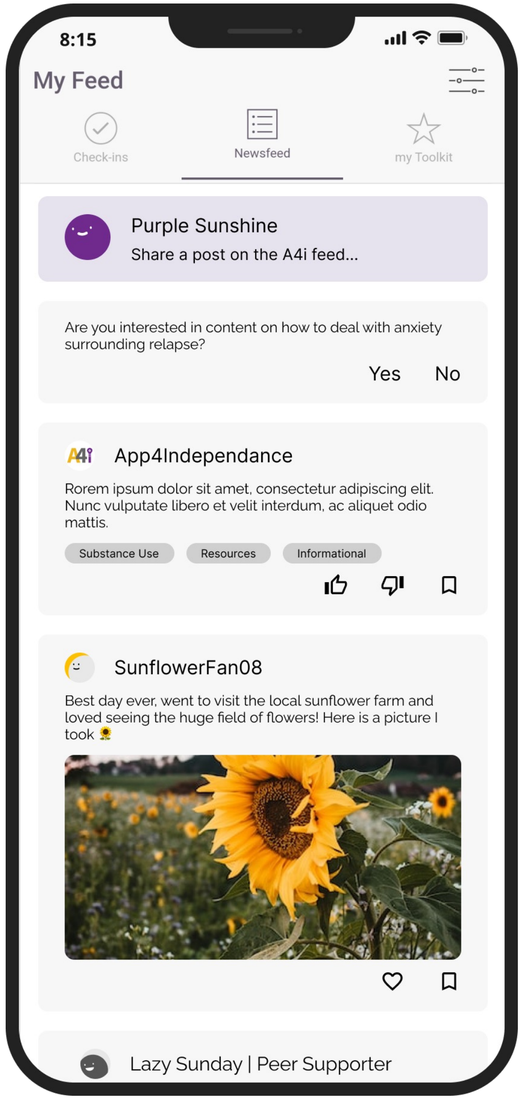
Support. Predict. Impact.

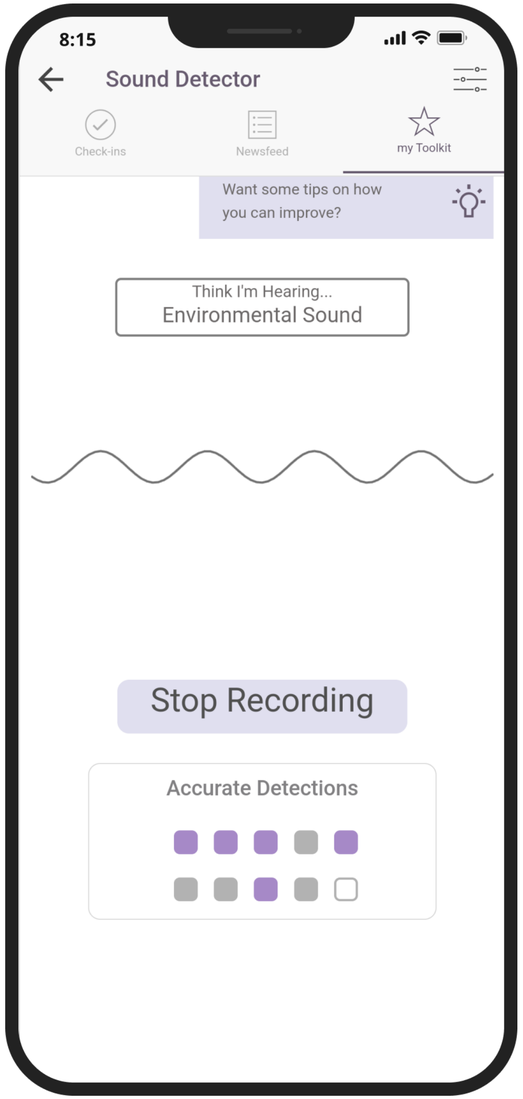
Digital therapeutic mobile app and clinical portal for Severe Mental Illness

Website
A4i.me

Amos Adler M.Sc CEO
amos@memotext.com

Dr. Sean Kidd, CSO
sean.kidd@camh.ca





The Problem in Severe Mental Health

+ Isolation
+ Lack of Insight
+ Disengagement

= Non-adherence
= Relapse
= Readmission



137 million people
suffer from severe mental illness and psychotic illnesses

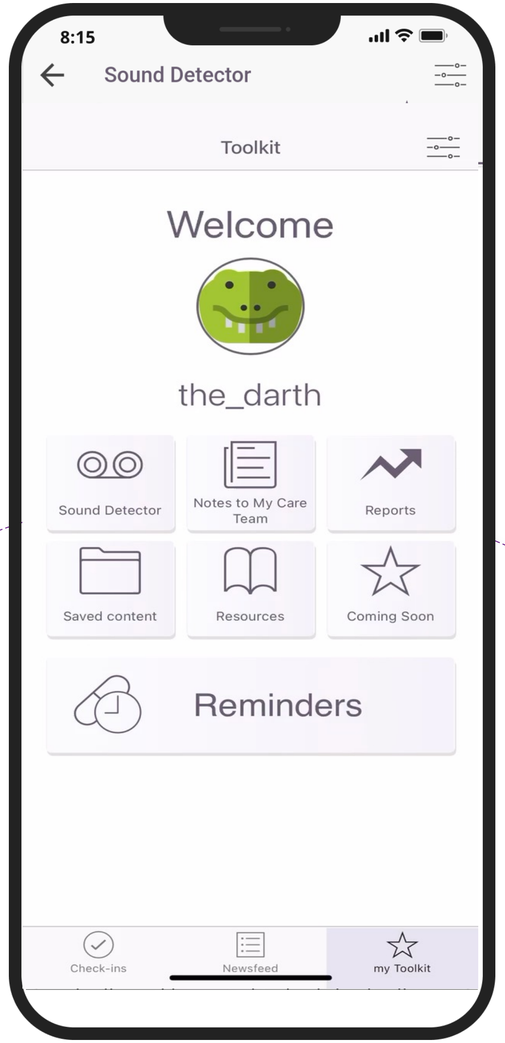
23% of patients
re-hospitalization < 30 days after discharge

75% of patients
discontinue their antipsychotic drug after < 18 months

https://www.ncbi.nlm.nih.gov/pmc/articles/PMC7011222/#B4

The Solution

A4i scales peer-support impact, empowers patients and increases capacity of the care team.



Med Adherence

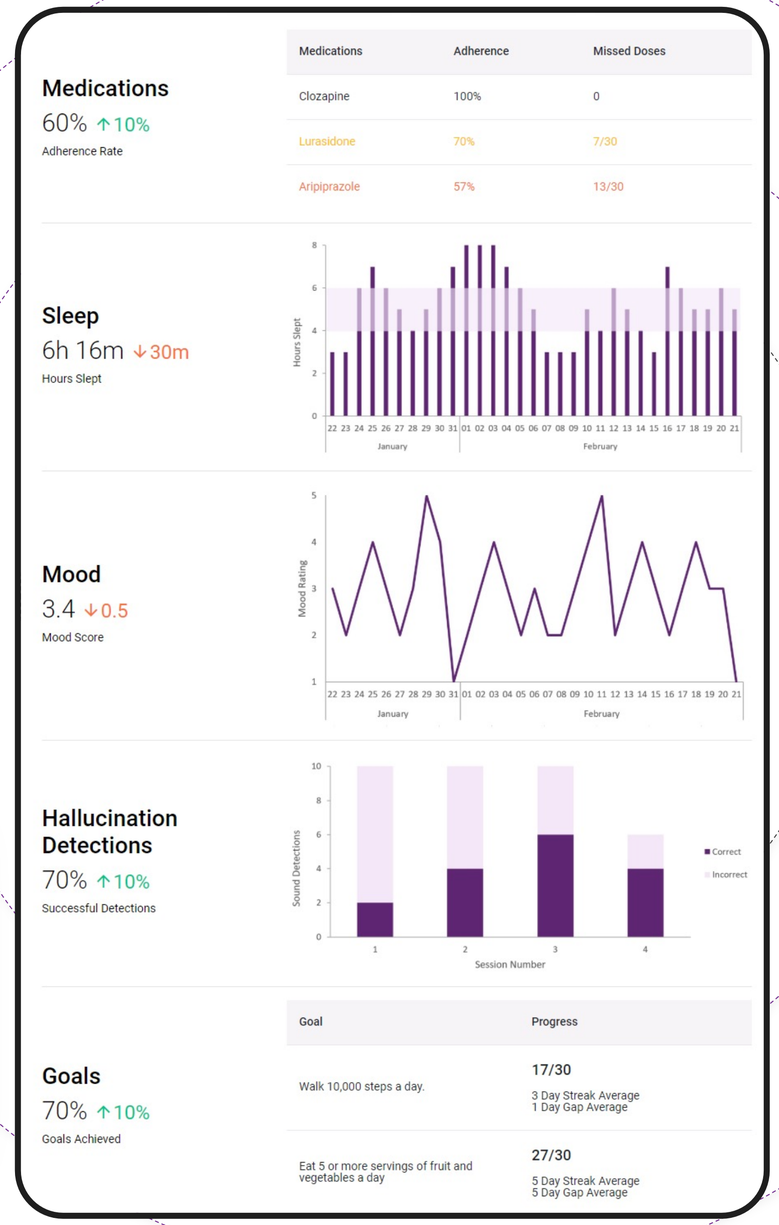
Auditory Hallucinations

Poor Mood

Poor Sleep

NLP Risk Detections

- Secure moderated + AI risk detection using social media engagement
- Patented cognitive remediation tools
- Clinical & peer decision support



The Competition

There are 10,000+ unvalidated mental health apps, those supporting individuals with SMI is limited. **A4i connects, predicts and scales care.**

	Schizophrenia Focus	Evidenced Based	Self-Management	Clinical Decision Making & Support
A4i	✓	✓	✓	✓
Pear	✓	✓	✓	
FOCUS	✓	✓	✓	
mindLAMP	✓	✓	✓	
Click Therapetics	✓	✓	✓	
PIER	✓		✓	
myStrength			✓	
Health Storylines	✓		✓	

Market Opportunity

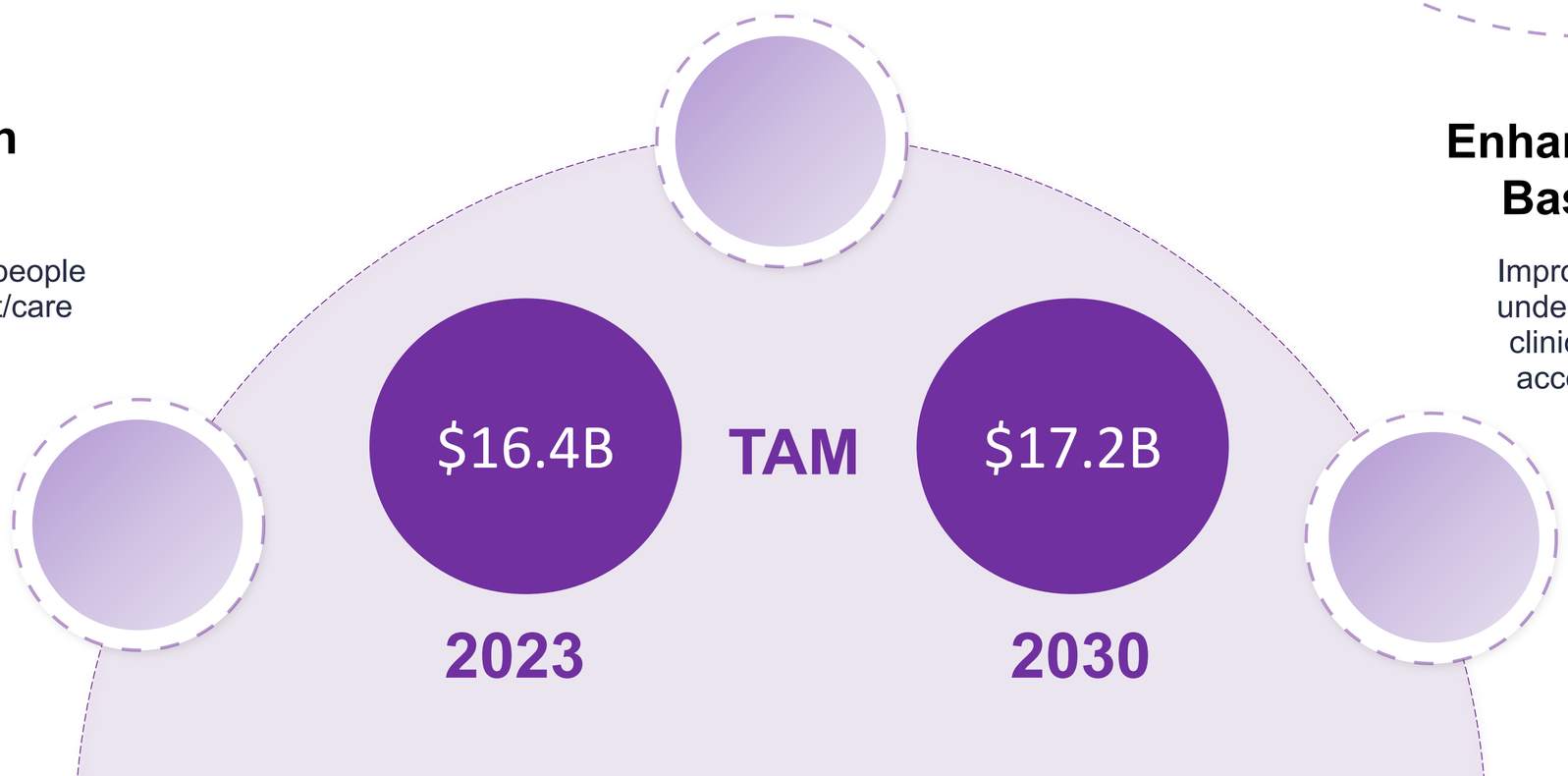
Scaling support services SMI/OUD

Improving Triple Aim of Healthcare

Increase access to care, elevate the patient experience and contain costs associated with hospital admissions, ER visits and transportation.

Address Health Challenges

Reduce the proportion of people who can’t access support/care for SMI.



Enhance Community-Based Programs

Improve access to SMI care for underserved populations. Bring clinical resources and greater access to clinicians closer to patients.

Clinical Validation

Beta Testing and Preliminary Feasibility Clinical Trial Completed

Real World Pilot (Riverside California) CIHR Funded RCT

Clinician adoption validation paid pilots initiated and expanding



CoDesign Beta Testing 2019

Feasibility Study published 2020

Paid Commercial Pilot CalMHSA

CIHR Funded Randomize Control Trial 2022

Clinician Adoption Trial 2022-2023

Royal Ottawa Hospital Pre-Procurement Pilot 2023

OUD Beta Testing & Feasibility 2023

Product-Market Fit

10%
hospital diversion

$2.5:1 ROI

80% of clinicians
identified visible
patient improvements

$50,000+ per month
of billable activity
supported by A4i platform

Riverside University HEALTH SYSTEM
CalMHSA California Mental Health Services Authority
Northwell Health
The Royal
Waypoint CENTRE for MENTAL HEALTH CARE CENTRE de SOINS de SANTÉ MENTALE

A4i Team



CEO
Amos Adler, M.Sc.

12+ years in Digital Health Commercialization

MEMOTEXT



CSO
Dr. Sean Kidd PhD

Div. Chief Psychology CAMH, Assoc. Prof Psychiatry UofT

camh
mental health is health



CPO
Wenjia Zhou, MHI

+5 years Evidence Informed Design

MEMOTEXT



Director of Commercialization
Andrew Hvizd

10+ Years Digital Health and Commercialization Sales

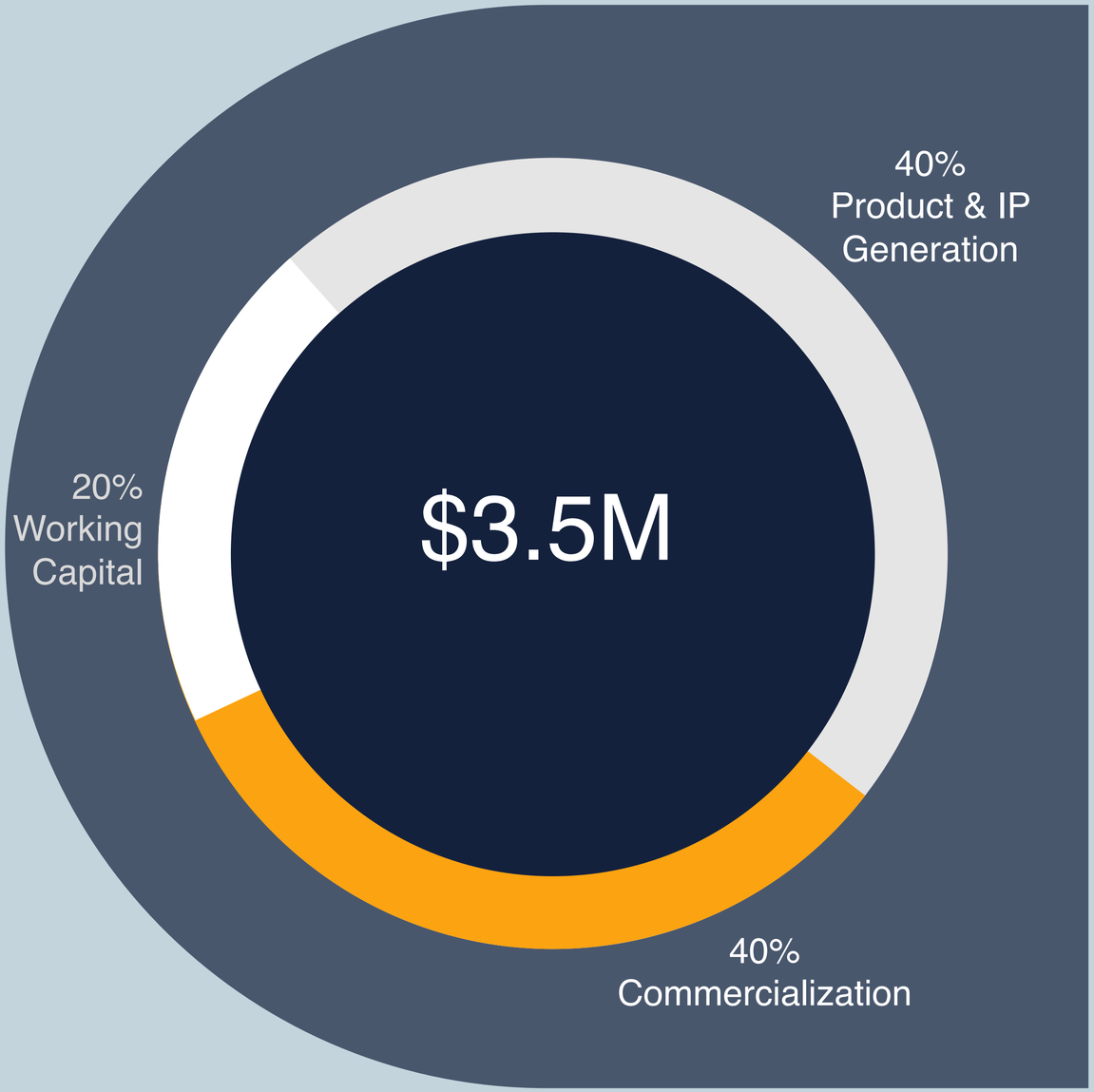
Ontario Bioscience Innovation Organization BIO

A4i App4Independence

camh x MEMOTEXT

The Ask

$3.5M Seed Round



FDA Regulatory Discovery
Q1 2025

Advance product development of AI capabilities
Q1 2025

OUD Indication Commercialization
Q1 2025

Secure 2 Community Behavorial Health Contracts
Q2 2025

Secure $40K MRR
Q4 2025

$1M Pre-Seed Raised
MRR Traction with US Contracts

Thank You...

Amos Adler
CEO, Co-Founder
amos@a4i.me
416.520.3301

https://www.a4i.me

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STARTUP PRESENTATION

Cherry Health

Cherry Health

Canada's medical careers network connecting physicians with thousands of healthcare employers across the country.

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Join us at **pnptc.com**

Cherry Health

Healthcare HR Reimagined



Plug and Play Silicon Valley
November Summit 2024



Healthcare Hiring and Retention is a Disaster

HARD TO PROMOTE JOBS

Outdated job boards make it difficult to stand out during a provider shortage

HEFTY FEES

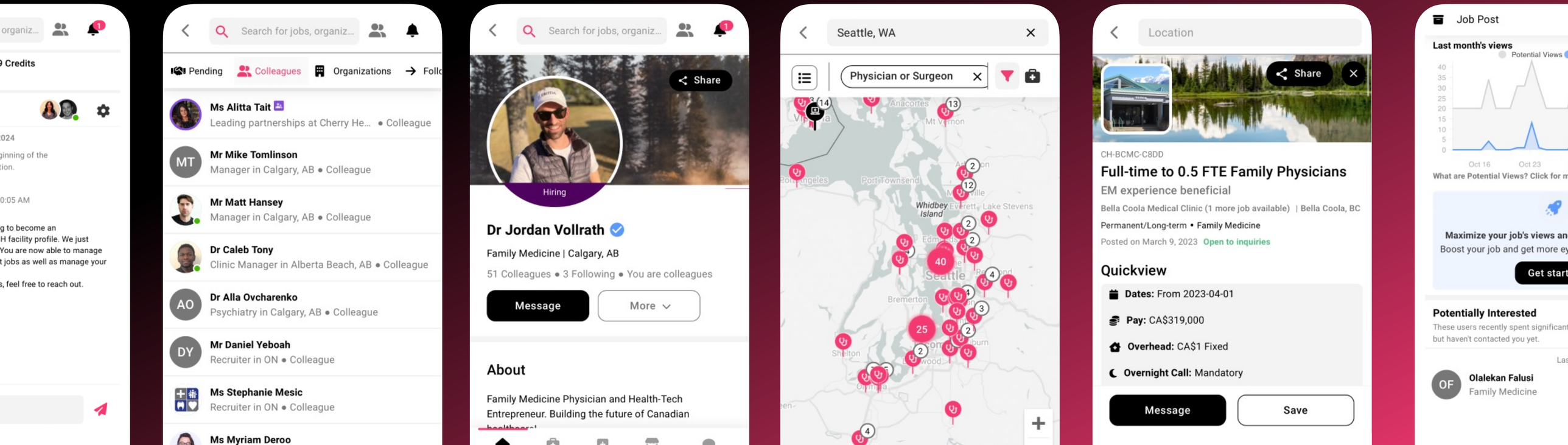
Alternative solutions come at high costs often making it impossible to hire effectively

STAFF CHURN & LOST REVENUE

Health workers and temp workers are prone to high churn as employers often lack a formal retention or internal mobility strategy

Reimagining Healthcare HR

Our platform makes it easy for clinics and healthcare professionals to connect and stay up to date on the latest permanent and short-term job opportunities at their favourite employers.

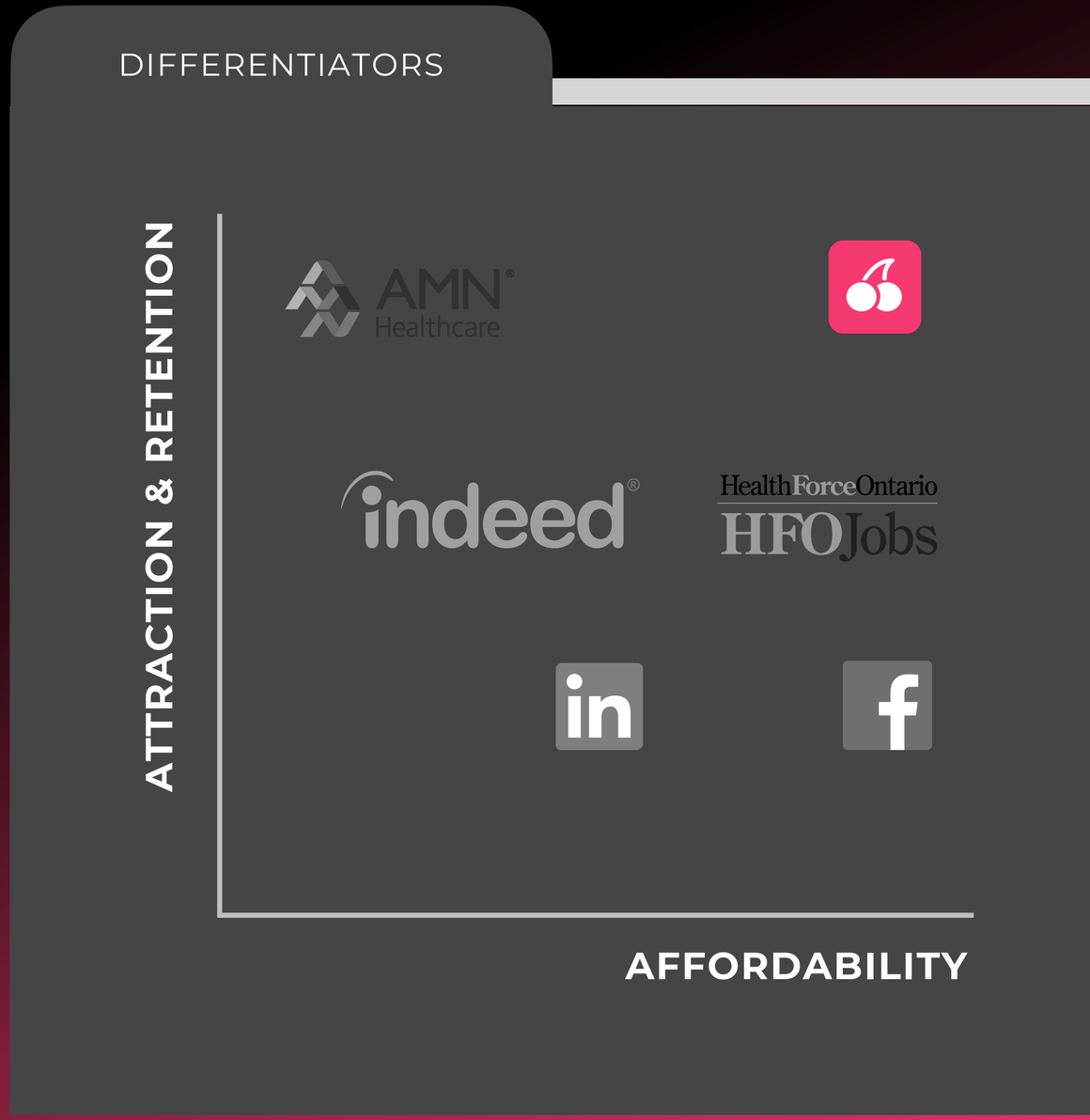


Attract and Manage Healthcare Talent

DIRECT ACCESS
Seamless engagement—no middlemen, no barriers.

ENGAGE PROSPECTIVE TALENT
Engage your existing and prospective healthcare employees about latest job openings and other updates.

HEALTHCARE-BUILT
By healthcare professionals for healthcare needs,



Engaging thousands of providers to fill critical roles across healthcare

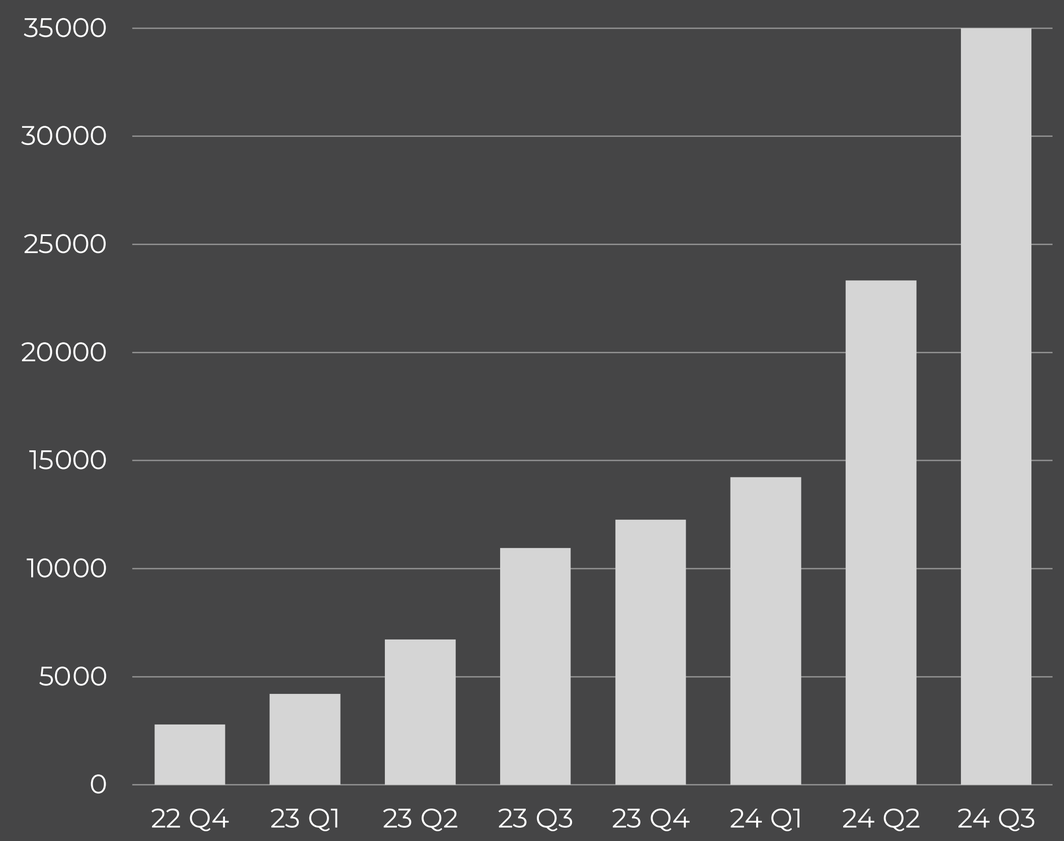
39,000 Healthcare Jobs

8,000 Healthcare Professionals

4,000 Registered Employers

TRACTION

UNIQUE VISITORS PER QUARTER



2024

$500k

REVENUE

3.8x

2023

$130k

REVENUE

DIY

Basic

Unlimited Jobs
Post unlimited permanent and locum jobs for your employer profile

Analytics
See how users engage with your job posts

Patient Awareness
Expand your employer profile to drive patient bookings

$20
Per month

DIY

Advanced

Recruiter Tools
Search the entire network based on profile criteria and message directly

5 Licenses
Manage up to 5 employer profiles

All of Basic
Includes all features of the Basic tier

$100
Per month

Enterprise

Talent Mngmt.
Attract and manage healthcare professionals across your organization's facilities

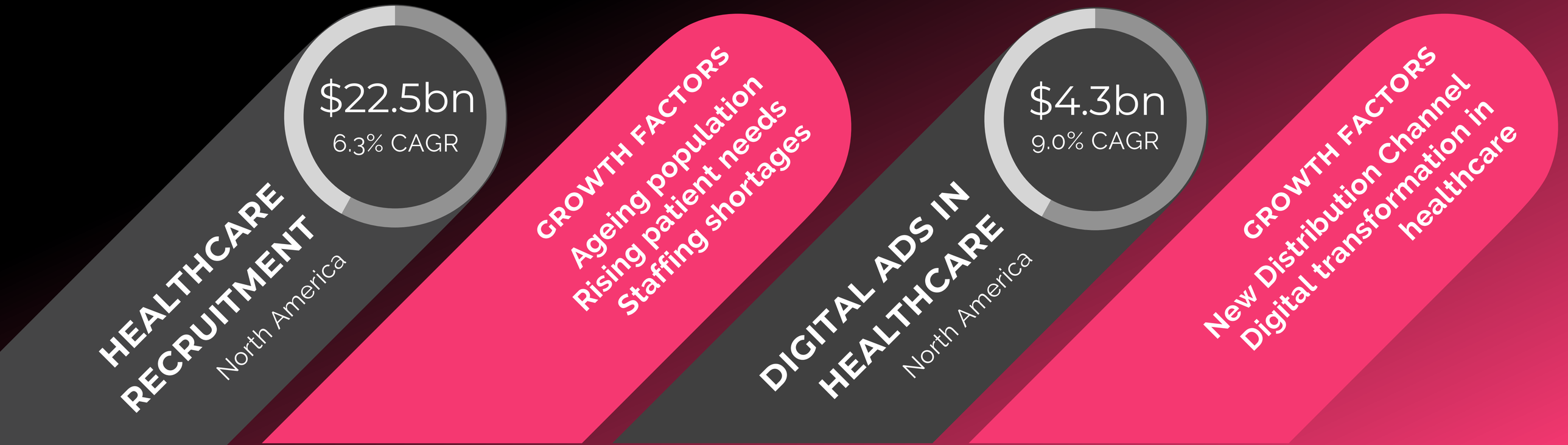
$5k
Per month

Campaign

Marketing
Access the network's proprietary ad platform and marketing channels

$1.5k+
Per month

Cherry Health enters growing markets for healthcare recruitment and digital healthcare advertising.





DR. MAXIMILIAN KERZ | CEO

Harvest Ventures - Led Operations and Spin-Outs
Bayer - Led Technical Due Diligence of Digital Health Investments
PhD at King's College London - Machine Learning and Biostatistics



ALITTA TAIT | CGO

Harvest Ventures – Led Sales & Partnerships; scaling to $2.5M in 18 months
Alberta Health Services – Talent Management Strategies Lead
Multi-Nationals - Senior HR Consultant, incl. Atco and TekSystems



DR. JORDAN VOLLRATH | CMO

Practicing Family Physician – Focus on virtual care
Medical Director – The Aesthetics Room YYC
Alberta Lead Physician - Telus Health MyCare (Formerly Babylon Health)



MICHAEL TOMLINSON | CTO

QuorumSoftware - Lead of multiple development teams across countries
Aucerna - Senior Engineer

A power-house team

Cherry Health is led by a powerhouse team with deep expertise in healthcare, technology, and business growth.

Joined by **3 additional team members**.

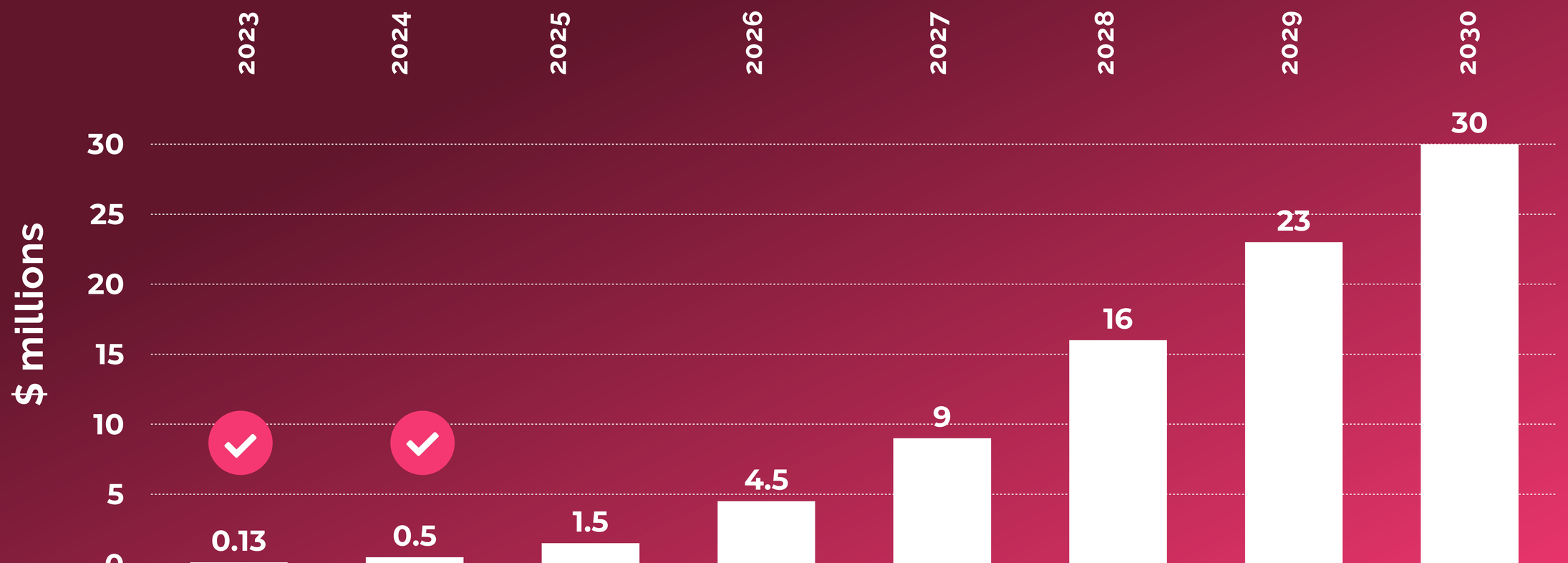
Seed Round
$2.5M

GOALS

1. Expand our userbase to additional healthcare professions
2. Extend sales to larger B2B enterprise customers
3. Launch into the US market

USE OF FUND over 24 months period

People, our **sales-, and engineering team** need to grow. a head of marketing needs to join.



Cherry Health

Healthcare HR Reimagined



Contact

Dr. Maximilian Kerz
maximilian.kerz@cherry.health

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FEATURED SPEAKER

Olivia Chung

Global Healthcare Payer Lead

Roche Diagnostics

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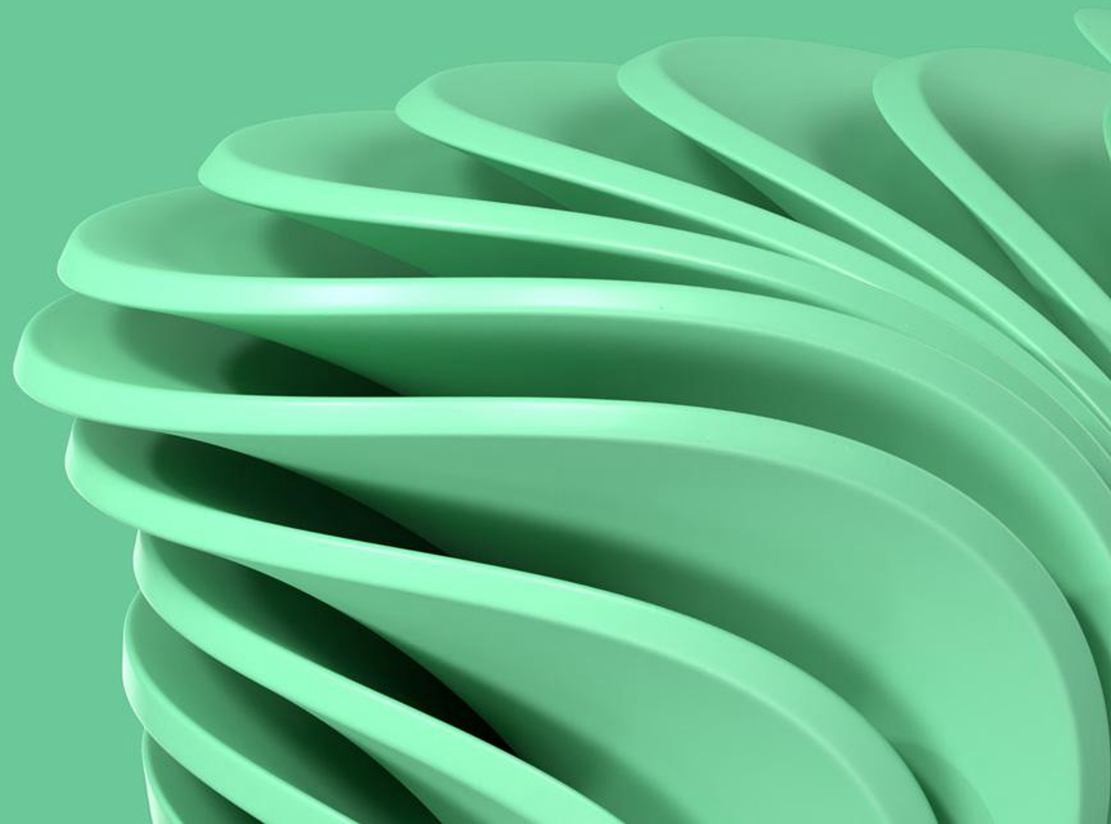
STARTUP CREASPHERE

Roche

Transforming Healthcare Together

Olivia Chung
Global Healthcare Payer Lead
Roche



Startup Creasphere at a glance

Transforming Healthcare Together



Startup Creasphere is a global open innovation platform that creates digital business opportunities through co-creation with 3rd parties transforming healthcare and improving the lives of patients.

Startup Creasphere in a nutshell

One cycle of the program

Selection

- Scouting based on Roche focus areas and strategies
- Evaluation and selection of the best startups worldwide

PLUGANDPLAY

Co-Creation

- Mutual learning from co-working on specific pilot
- Coaching & matchmaking
- Internal & external networking

Follow-up

- Co-development / evidence generation
- Co-marketing / co-commercialisation
- Supplier relationship

Ongoing collaborations with ~50% of startups

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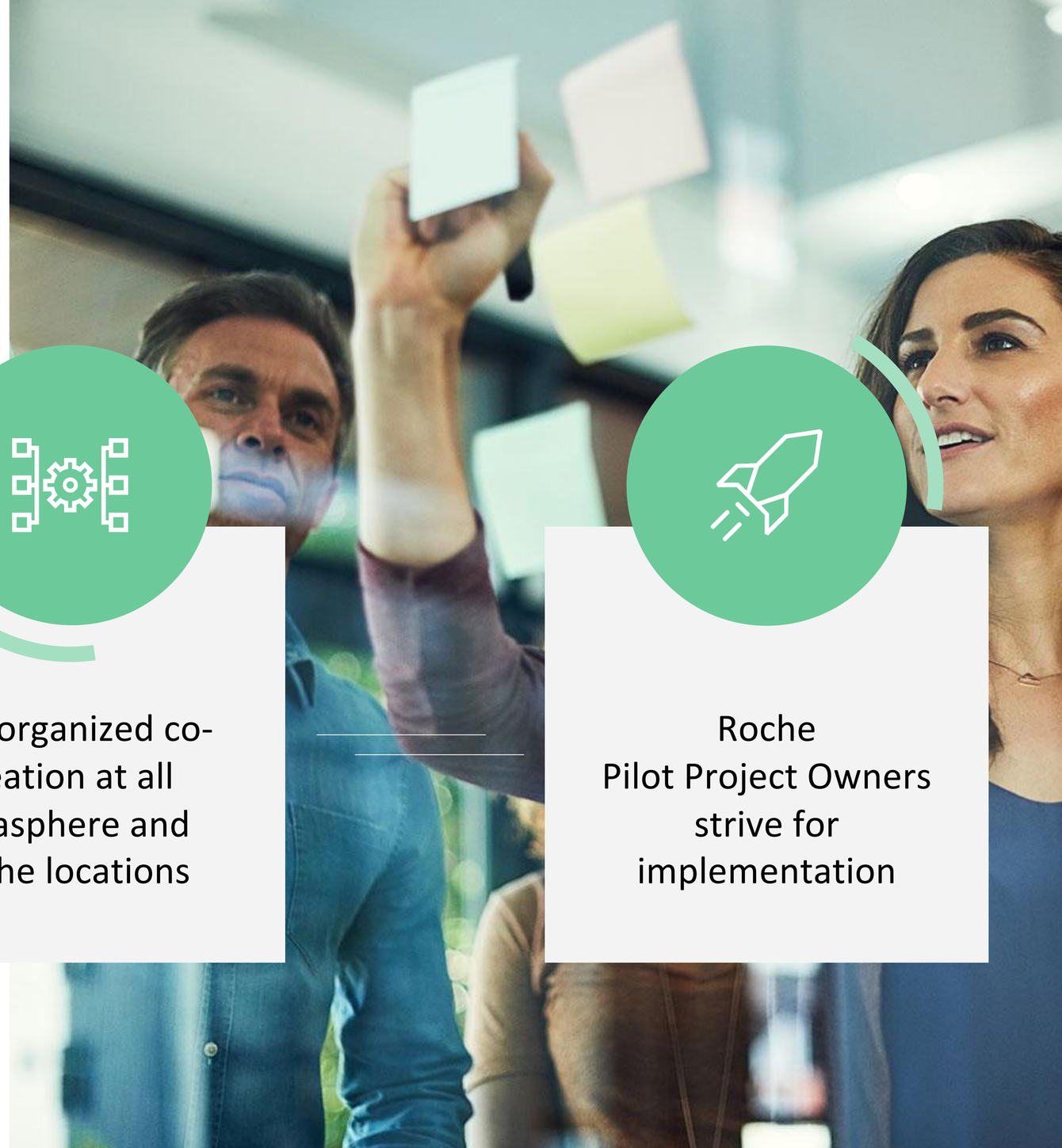
STARTUP CREASPHERE

Our Unique Selling Proposition

It’s all about engagement



Engagement of various experts using our internal and external networks

Well organized co-creation at all Creasphere and Roche locations

Roche Pilot Project Owners strive for implementation

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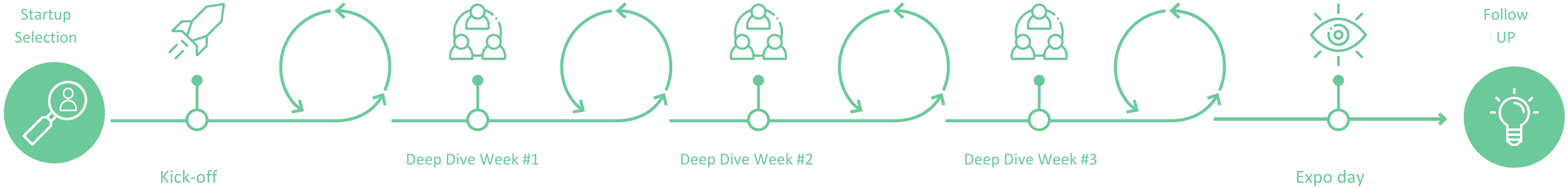
Timeline and events

Three-month innovation program



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Focus areas

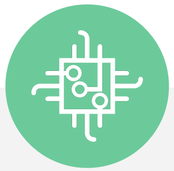
Exploring new digital solutions to boost our purpose “Doing now what patients need next”



Advanced Data Analytics



Clinical Decision Support



Digital Biomarkers



Disease Management



Lab of the Future

And many more…

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Startup Creasphere Funnel

Creating business opportunities since 2018

+90

Completed pilots

50%

Follow-ups

20%

Commercial* partnerships

Startup Creasphere program

Follow-up phase

Commercial phase

3 mo’s

4 -18 mo’s

3-12 mo’s

High follow-up and success rate. Accelerated time to market. Iterative development.



* May focus on end customers or internal value chain

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STARTUP CREASPHERE

Startup overview

Participants for our fall batch 2024

Thailand, APAC

Qure.ai is a provider of automated interpretation solutions for lung, heart, neuro and MSK (6 products on the market).

Opportunity: In Thailand in private sector x-rays are common tool for primary screening. The capabilities of qure.ai's qXR-HF algorithm, which can detect incidental cases of HF through Chest X Ray analysis, should be explored.

Alfred Chng - DIA APAC

Jesdaporn Poungsawai - DIA Thailand

USA, NAM

Arabesque technologies focuses on the design and development of AI based raman spectroscopic and data analysis solutions.

Opportunity: Developing a Raman spectroscopy platform for rapid and versatile diagnostics. Arabesque's innovative approach combines advanced sample preparation techniques with powerful ML/AI algorithms for data analysis. This technology can pave way for introducing Raman spectroscopy in near patient settings as well as centralized labs

Sugosh Prabhu - RRD

Jens Bolle - RRD

Ainaz Abdibolotova - RRD

Visit our website

https://startupcreasphere.com/



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ARABESQUE TECHNOLOGIES

Arabesque Bio

Pioneers advanced cell identification platforms for diagnostics, setting new standards in biomedical innovation.

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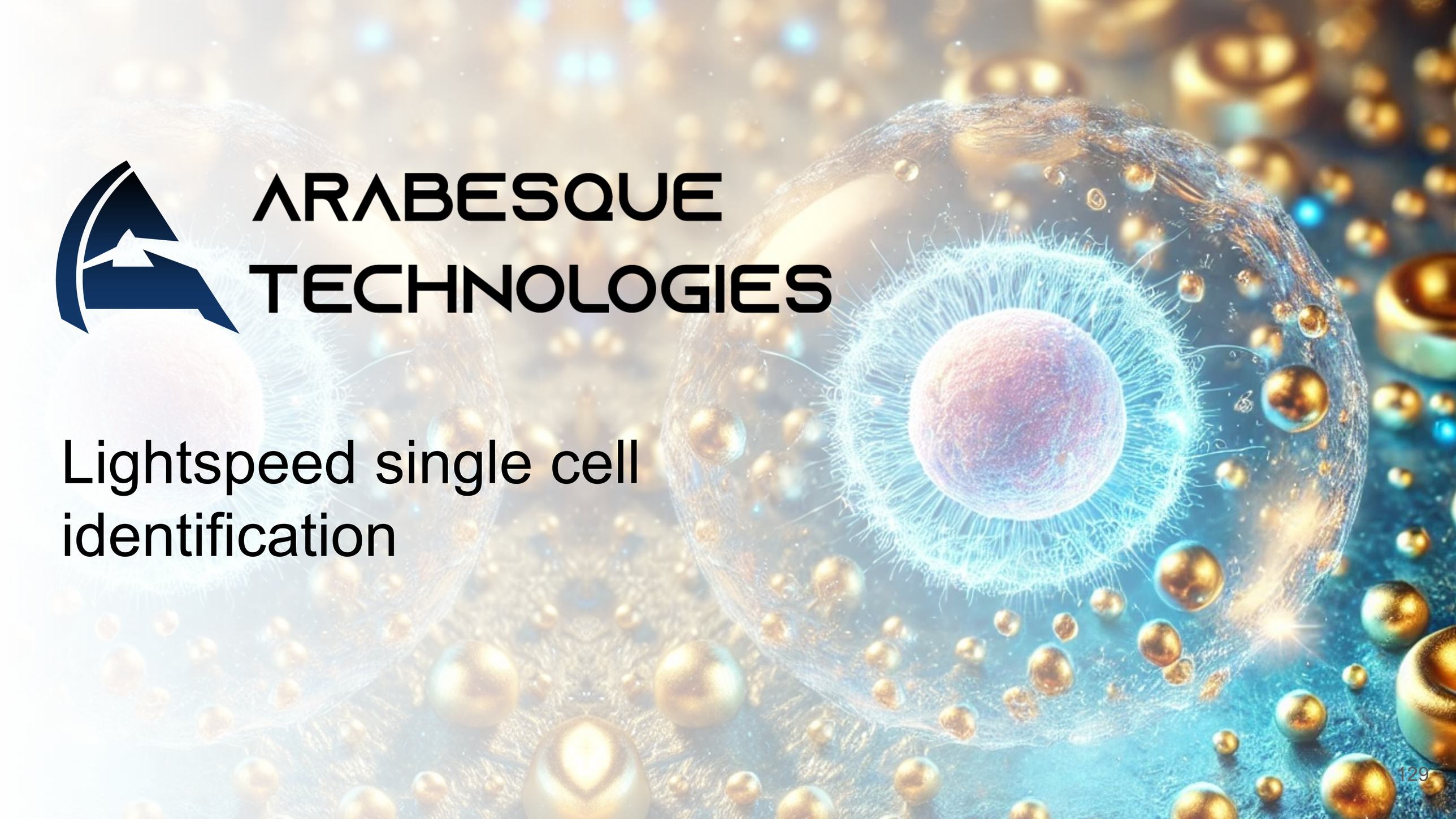


Lightspeed single cell identification

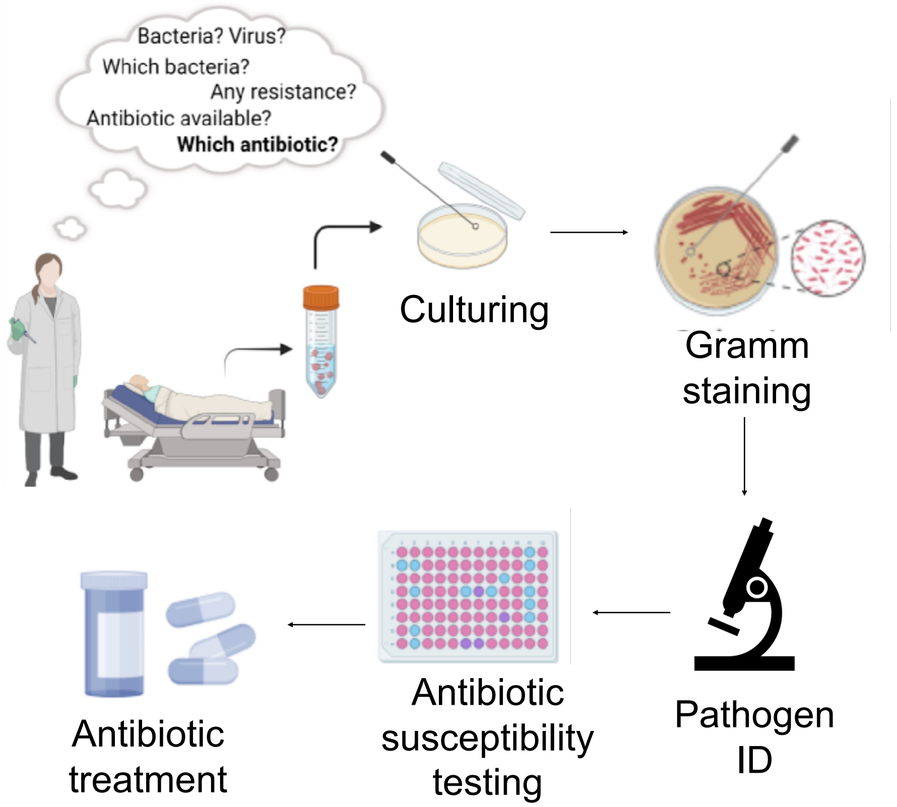
Antibiotic resistance: Growing threat stuck with slow century-old solution





10M
Deaths by 2050

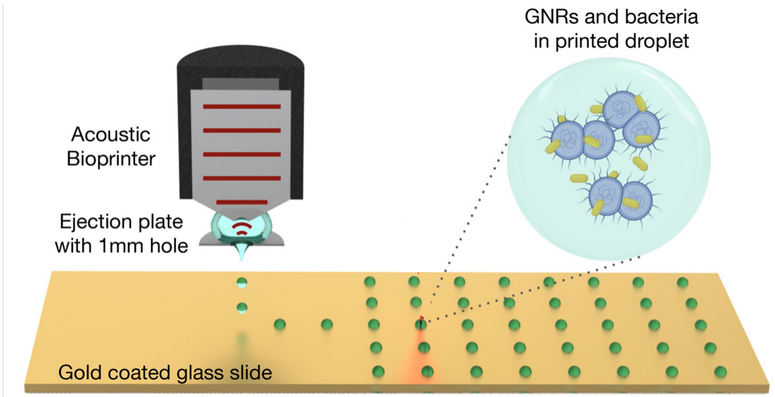
$100 trillion
Cumulative loss



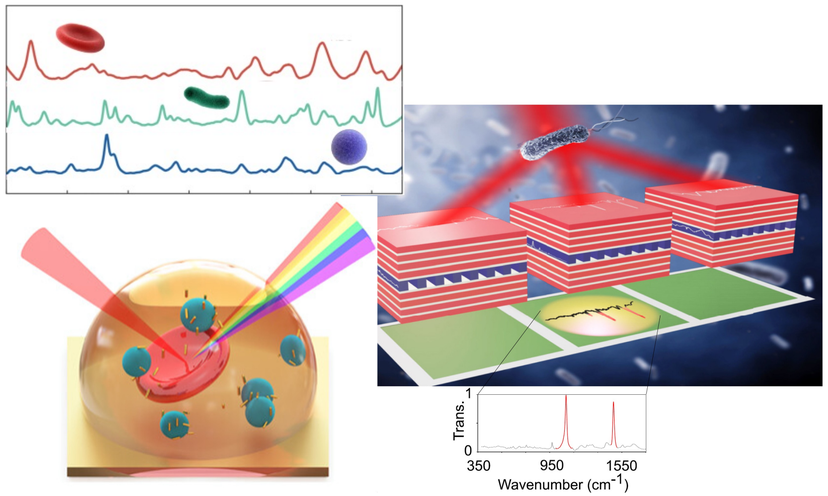
Resistant infections:
leading cause of death
unparalleled economic losses

Current Paradigm:
Slow, **expensive** and **incomplete**

We use sound, light and AI to enable rapid spectral phenotyping of pathogens for culture-free AST



Sound waves are used to enable sample analysis in **< 1 hour**.



Light reflecting from cells for identification with **30X less cost**.

True \ Predicted	Vancomycin	Ceftriaxone	Penicillin	Daptomycin	Meropenem	Ciprofloxacin	TZP	Caspofungin
Vancomycin	99							
Ceftriaxone		98	1					
Penicillin		2	94		2			
Daptomycin				100				
Meropenem		1	2		96			
Ciprofloxacin					1	99		
TZP					3		96	
Caspofungin								100

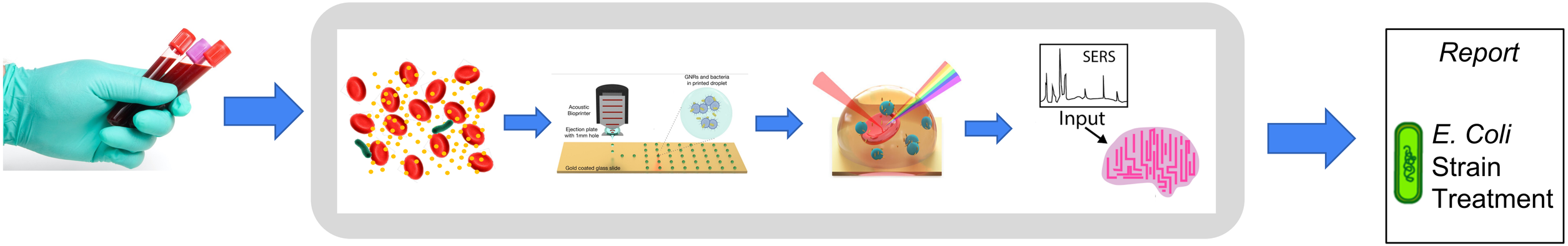
AI to determine ID and antibiotic resistance with **>98% accuracy**.

Arabesque patents:

- "*Systems and Methods of Particle Identification in Solution*" (U.S. Patent App. No. 17/755,204).
- "*Label-free, real-time, whole-cell response monitoring with liquid Raman spectroscopy*" (U.S. Patent App. No. 18/022,201).
- "*Systems and Methods for Compact and Low-Cost Vibrational Spectroscopy Platforms*" (U.S. Patent App. No. 18/552,628).

Our platform transforms how antibiotic resistance is detected and has been supported by top institutes

Time-to-results **< 1hour** with **30x less** cost



30 **pathogen library** and expanding

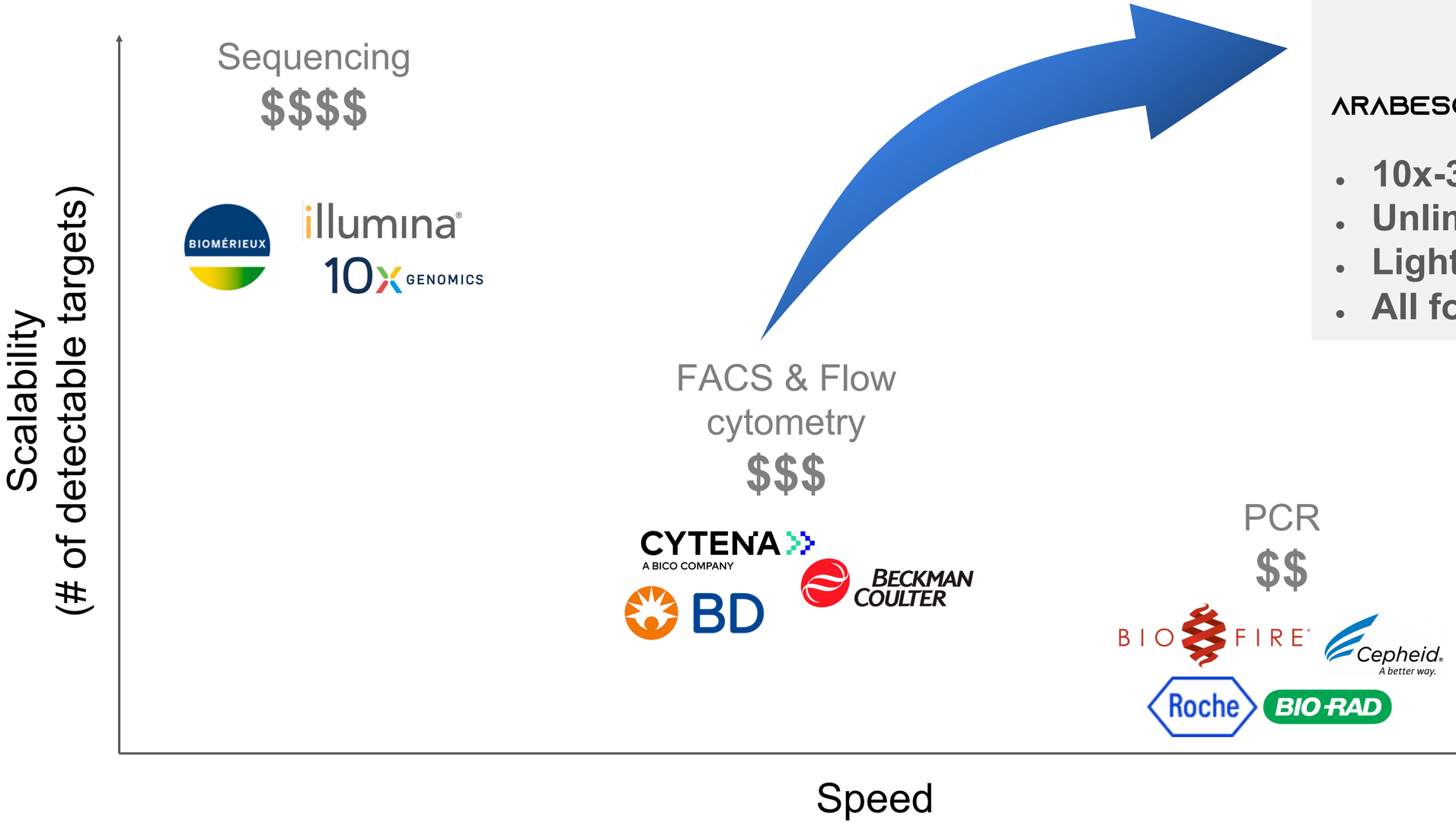
$3.5M **Collective grants**

Stanford | ENGINEERING

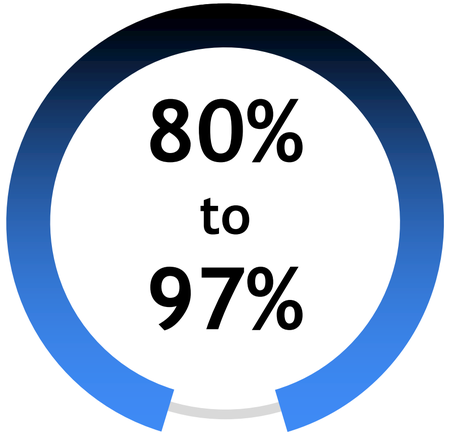
Stanford MEDICINE

BILL & MELINDA GATES foundation

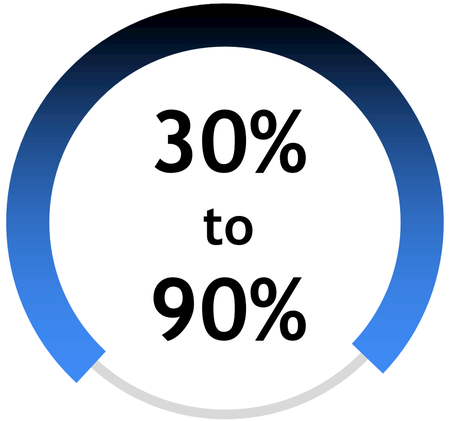
Arabesque outcompetes traditional and emerging methods in speed, scalability, and cost



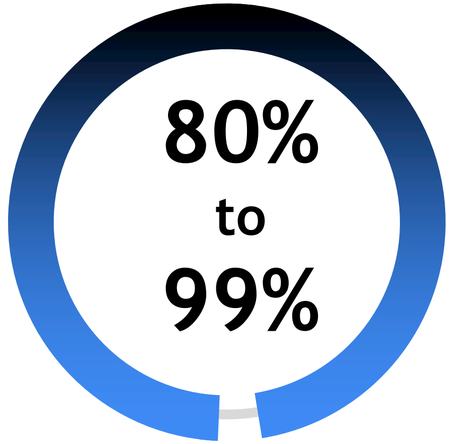
We provide clinics, hospitals, and insurers significant immediate savings and improved outcomes



Reduction in capital cost



Saving on Consumables



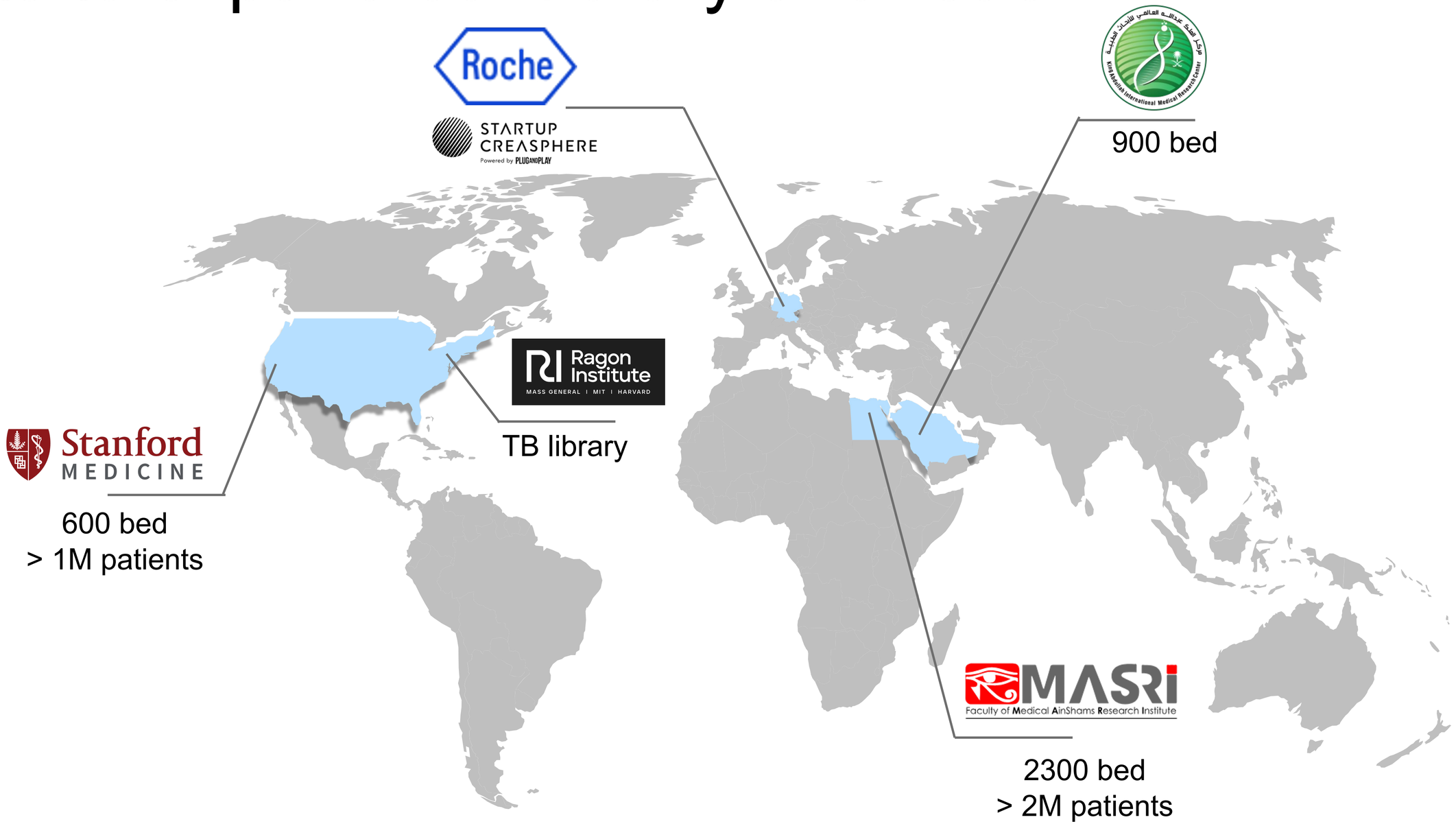
Faster time to results

80% **Saving on antibiotic treatment[2]** (per patient)

1 – 9 days **Shorter hospital stay[2]**

[1]Tran, Anthony, et al., *Journal of clinical microbiology*, *53*(8), 2473-2479.1 (2015).
[2]Nathwani, Dilip, et al., *Antimicrobial Resistance & Infection Control*, *8*, 1-13 (2019).

We have gained international traction and initiated pilots to expand our library and reach



Our business model aims to facilitate quick adoption and achieve critical revenue milestones

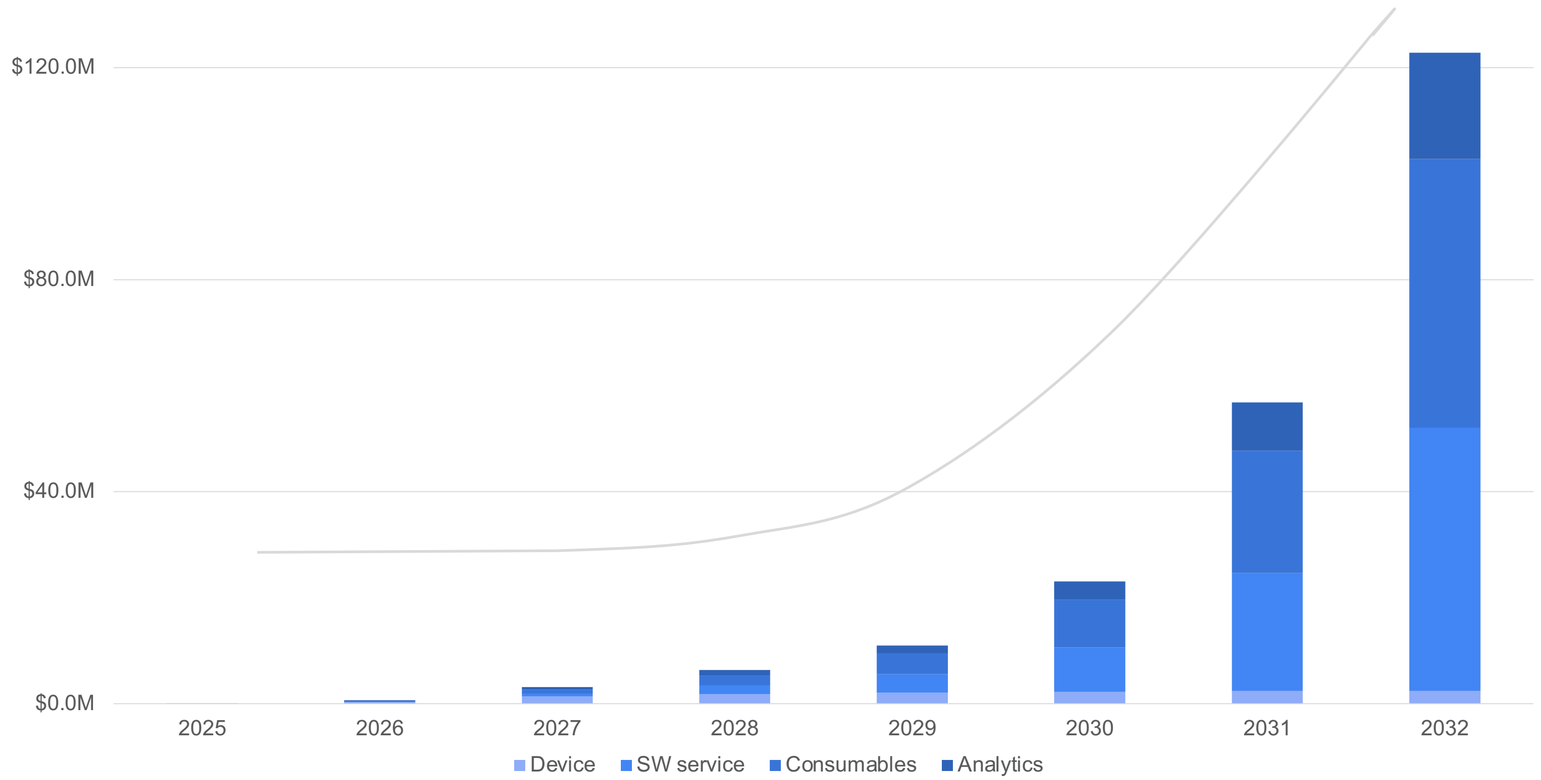
$5k
Instrument

Consumables & library access
$20
Per test

3M
Tests

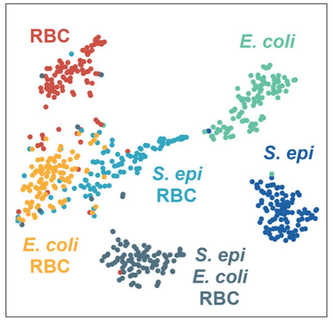
Post FDA approval

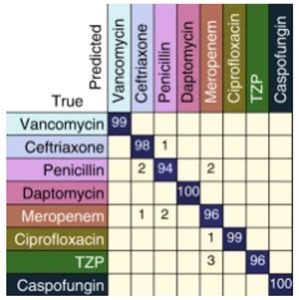
$100M
Annual Recurring Revenue (ARR)

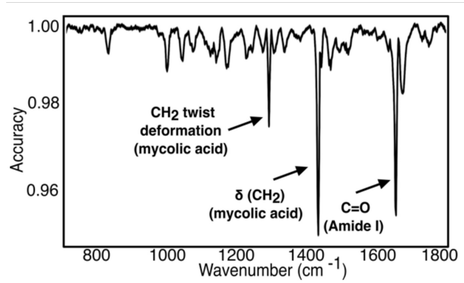


We are raising $4M to expand our pilots, deploy our platform and start the FDA approval process

- Upgrade our catalogue focused on **HAI antibiotic resistance**



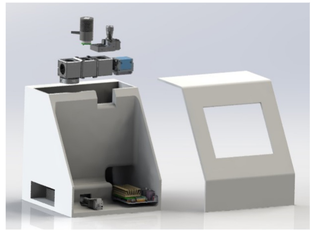


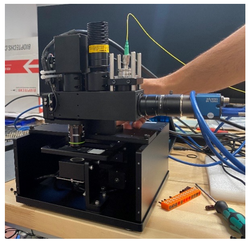


- Delivery of first **RUO device**
- Expand partnerships with academic hospitals for large-scale testing

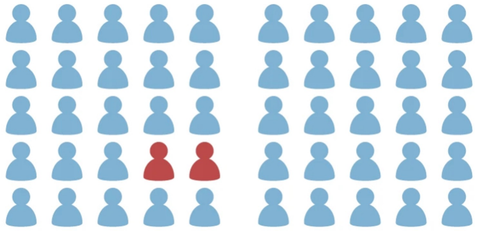
Q4 Q1 Q2 Q3 Q4 Q1 Q2

2025





- Hiring
- Build the first 10 devices and deploy in partner hospitals.



- Introduce Research-use only (**RUO**) solution for academic labs
- Large-scale clinical validation of AB resistance (Urine samples) **(1000 patients)**

2026

- **Initiate FDA** approval process
- Biopharma market research for analytics services

FDA

Our team combines expertise in optics, acoustics, and AI

Founders

Amr Saleh, PhD

Co-founder, CEO

- Stanford PhD in Electrical Engineering, Associate Professor at Cairo University.
- Recipient of $3M Catalyst fund, Stanford GSB *Ignite fellowship*.
- *Photonics and data expert, Inventor on 5 patents.*
- *Egyptian State Award in Advanced Technologies.*





Jennifer Dionne, PhD

Scientific Co-founder, advisor

- Caltech PhD in Applied Physics, Stanford Associate Professor of Materials Science.
- Chan Zuckerberg Biohub Investigator, Senior Associate Vice Provost of Research Platforms.
- Alan T. Waterman Awardee, and NIH New Innovator Awardee

Advisors



Pierre Khuri-Yakub, PhD

- Stanford Professor (Emeritus) of Electrical Engineering.
- Acoustics and ultrasonic expert, inventor on >110 patents.
- IEEE Rayleigh Award, and Stanford outstanding Inventor Award.



Abdullah Assal, MBA

- Stanford Graduate School of Business.
- Co-founder and CEO of Sahl.
- VP of globaltronics.
- Serial entrepreneur in high tech and software solutions domains.



Niaz Banaei, MD

- Stanford Professor of Pathology and Infectious Diseases.
- Infectious diseases diagnostics expert.
- Medical Director of Stanford Clinical Microbiology Laboratory.

Innovating Beyond antibiotic resistance: Market Opportunities and Growth Potential



$40M
Sales & ARR by 2030

Cell-based research & assays development

(No FDA)

Targeted customer: Research institutes and universities.
Direct Competing technologies: Flow-cytometry & Microfluidics.
$12B annual sales for instruments and consumables.
Assumption: 1% replacement of instruments.
$50k-$200k per device.
Every machine generates $50k/yr.

$100M
Sales & ARR by 2031

Infectious Diseases Diagnostics

(FDA-required)

Targeted customer: Hospitals and clinical labs.
Direct Competing technologies: Traditional and genetic methods. $13B market size.
Assumption: 3% of US hospitals.
Free-$50k per device/$40-$150 per test.
Every machine generates ~ $160k/yr

$250M
Sales & ARR by 2031

Biologics & drug discovery

(No FDA)

Targeted customer: Biopharma companies.
Direct Competing technologies: flow cytometry, cell morphology and genetics methods.
Assumption: Offer services and equipment.
$300k-$500k per device/$250 per run.
Every machine generates ~ $160k/yr.

$20M
Sales & ARR by 2028

Analytics services

(No FDA)

Targeted customer: Biopharma, oil and gas, food industries.
Direct Competing technologies: flow cytometry, cell morphology and genetics methods.
Assumption: Offer contract-based services and fees for data access.

A vision for a healthier, more sustainable future with light-speed phenotyping

Combating antimicrobial resistance





Wastewater-based epidemiology of pathogens

ARABESQUE TECHNOLOGIES

Cell therapy and personalized medicine





Preventing food recalls

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CORPORATE INNOVATION AWARD

Luis Muniz, Ph.D.

Head of Global External Partnerships - IT Strategy & Digital Transformation

BAYER

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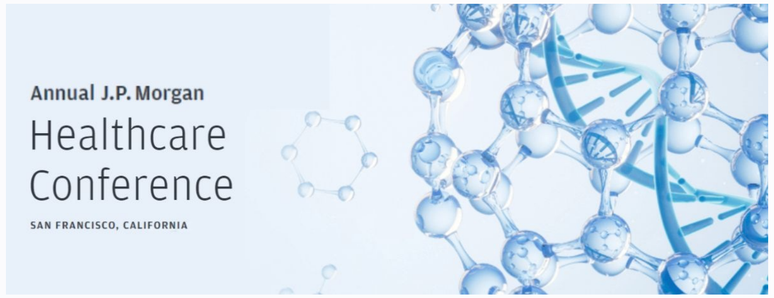
UPCOMING EVENTS



January 13-16, 2025 - San Francisco



February 16-19, 2025 - Nashville

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Brella

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2. Create profile
3. Set meeting time availability
4. Connect with other attendees
5. Meeting tables upstairs in 2nd Floor Cafeteria

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