

PLUGANDPLAY

SU SUMMIT

HEALTH EXPO

BATCH 21

#PNPTCSummit

Join us at pnptc.com

PLUGANDPLAY

SU SUMMIT

HEALTH EXPO

BATCH 21

#PNPTCSummit

Join us at pnptc.com

PLUGANDPLAY

SU SUMMIT



OPENING REMARKS

Ayah Hamdan

Director & Ventures
Plug and Play

#PNPTCSummit

Join us at pnptc.com

Agenda

- 11:00 AM Opening Remarks
- 11:15 AM Fireside Chat with David Ko, CEO of Calm
- 11:30 AM Special Remarks: Rochester Regional Health
- 11:35 AM Panel Discussion: Hub71, Rochester Regional Health & Moffitt Cancer Center
- 11:55 AM Corporate Innovation Award
- 12:00 PM Startup pitches
- 12:30 PM Closing Remarks

Meet the Team



Ayah Hamdan
Head of Health



Osama Alsaleh
Head of Partnerships



Ava Asgari
Program Director



Laura Soto
Sr. Ventures Analyst



Rene Torre
Partner Success
Manager

11 Health Locations



2025 Plug and Play Health Investments

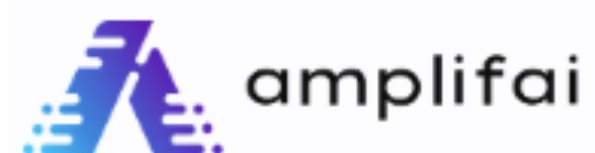
14 Investments in 2025
185 Total Investments



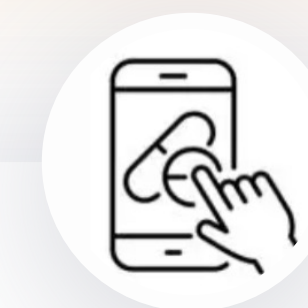
TechBio & MedTech



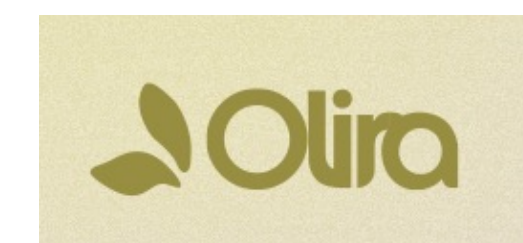
Health Tech



Healthcare IT



Digital Health



Thank You to Our Global Health Partners!

Hospital Systems



Pharmaceuticals



Industry / Government



Welcoming our New Partners!

ROCHESTER
REGIONAL **HEALTH**

 **Biogen**

K INNOVATION
CENTER

 **Benchmark**

MOFFITT
CANCER CENTER 

PLUGANDPLAY

SU SUMMIT

Orlando Launch

Aug 4th



Selection Day

Aug 12th



Indianapolis Launch

Sept 30th



PLUGANDPLAY

SU SUMMIT

HEALTH FIRESIDE CHAT



Ayah Hamdan

Director & Ventures, Health
Plug and Play



David Ko

CEO
Calm



Order your copy of
David's book!

Join us at pnptc.com

PLUGANDPLAY

SU SUMMIT

HEALTH FIRESIDE CHAT



Ayah Hamdan

Director & Ventures, Health
Plug and Play



David Ko

CEO
Calm

#PNPTCSummit

Join us at pnptc.com

PLUGANDPLAY

SU SUMMIT



FEATURED SPEAKER

Mandy Teeter, MBA, MSW

SVP, Transformation
Rochester Regional Health

#PNPTCSummit

Join us at pnptc.com

Daring to Design a Better Future for our Patients

ROCHESTER
REGIONAL HEALTH

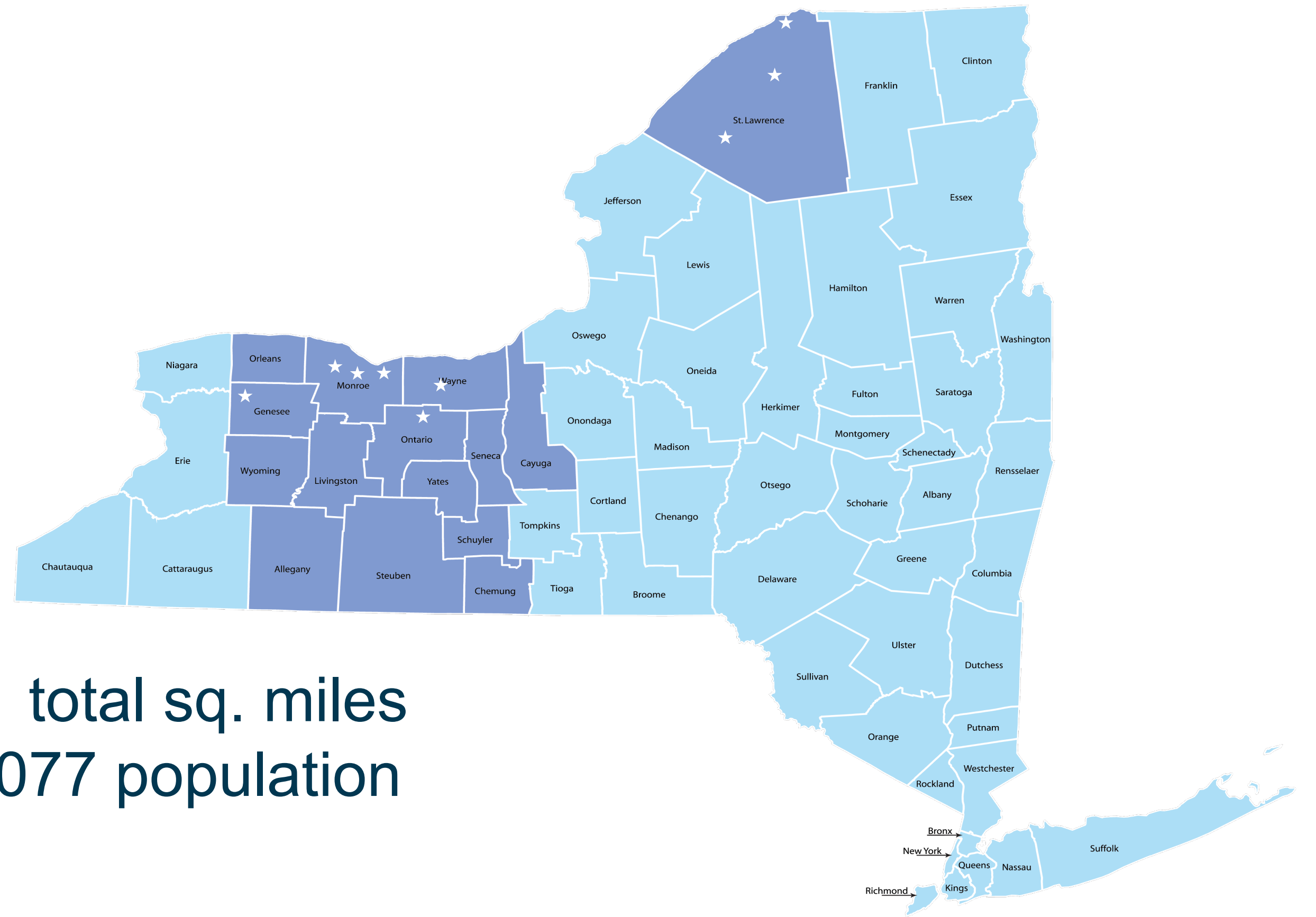


Overview | RRH serves 1.6M patients across Upstate NY, with nine hospitals and ~600 outpatient locations



RRH Summary

Category	RRH
Licensed Beds	1,463
Discharges	62K
ED Visits	186K
Urgent Care Visits	108K
Ambulatory Surgery Cases	54K
Hospitals	9
Outpatient Locations	~600
Skilled Nursing Facilities	5
Cancer Center Locations	6



13,161 total sq. miles
1,633,077 population

Our system cares for patients, living in urban, suburban, and rural communities – across every stage of care

Healthcare Challenges | Shrinking workforce, negative margins, and high demand from an aging patient population

1

Shortage of 187K+ physicians and 500K+ Nurses (RNs and LPNs) by 2037

- Physician shortage include 87K Primary Care Physicians, nearly 10K Ob-Gyn physicians, & 8K+ anesthesiologists
- 42 out of 50 States are expected to experience a nursing shortage
- Nearly 10K Physical Therapists, 17K Pharmacists, and 6K+ Respiratory Therapists

2

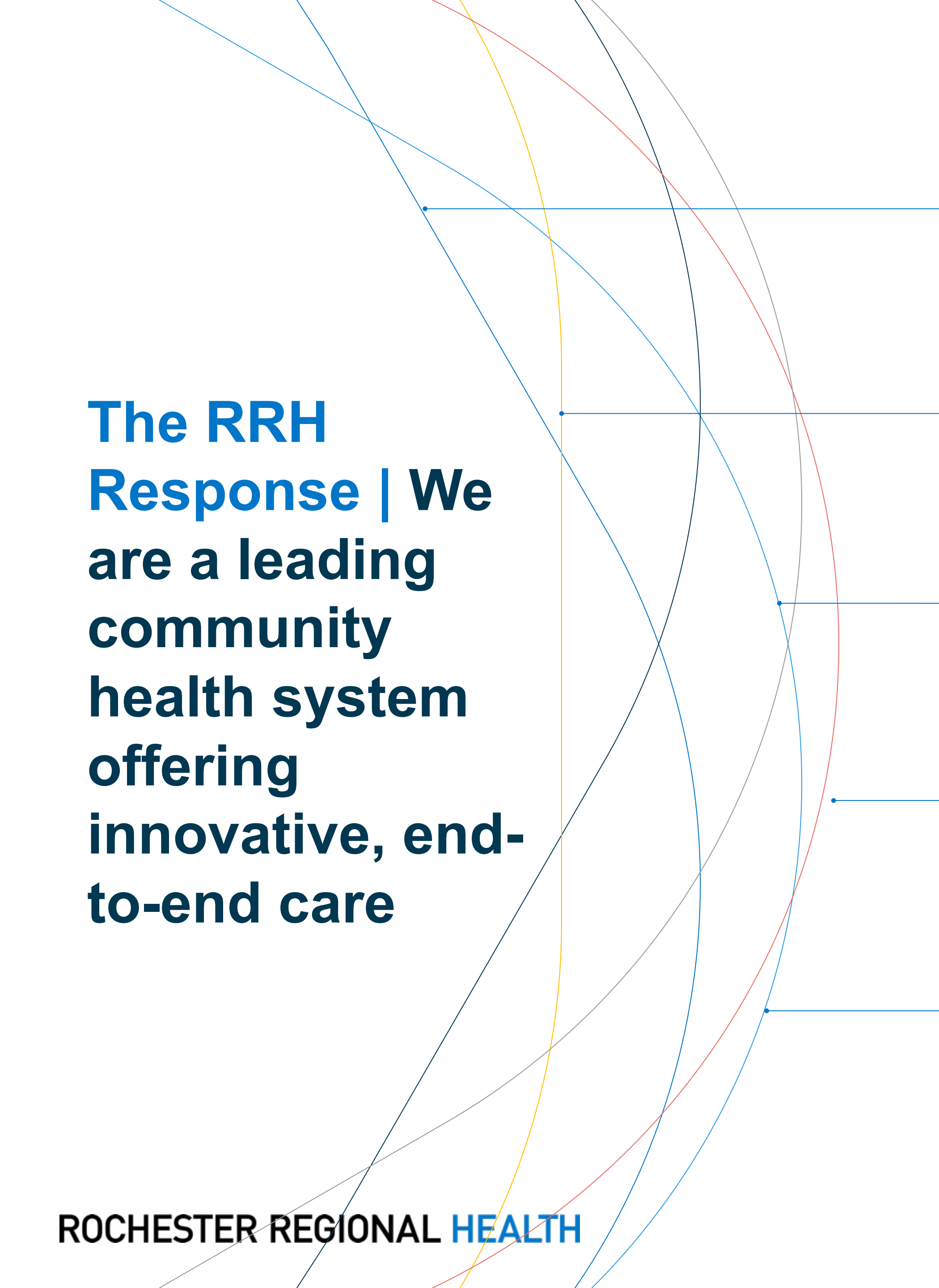
Aging Population Pressure

- Total number of Americans aged 65+ is projected to reach 83.9 million by 2050
- AHA projects there will be only ~2.9 working-age people for every senior by 2030, down from ~4 today

3

Health Equity Gaps along with Regulatory and Policy Uncertainty

- 25–50% of rural hospitals are at risk of closing in the next 2–3 years
- 46% of rural hospitals are currently operating at a loss
- Projections show that by 2034, policy-induced coverage losses could result in 1.6 million people delaying care annually and 1.9 million cases of medication nonadherence



**The RRH
Response | We
are a leading
community
health system
offering
innovative, end-
to-end care**

1 Large, Clinically Integrated Network

Network comprised of ~2.2k primary care and specialty providers across a wide variety of specialties

2 Leading Tertiary Care

SCHI cardiac center of excellence, comprehensive stroke, neurosurgery, advanced neonatal care, etc.

3 All-Inclusive, Innovative Care

Leader in the region for innovative, all-inclusive programs (e.g., ElderOne – our PACE Program, Women's Health & Wellness Center)

4 Technology-Enabled Care

Advanced use of technology to pioneer what the future of care looks like with telemedicine, virtual nursing, innovation hubs, and more

5 System-Level Care Integration

Command and transfer center, including real-time monitoring of capacity and proactive coordination

The RRH Response | Healthcare Innovation Hub



Academic

Education

- Licensed Practical Nurse
- Registered Nurse
- Nurse Anesthetists
- Surgical Tech
- Rad Tech
- RIT Collaboration
- Medical School Collaboration



Innovation & Learning Campus

Reimaging Healthcare

- AI Exploration & Adoption
- Product Development
- Vendor Partnerships
- Start Up Support
- Healthcare Accelerator
- PE & VC Partnerships



Innovation



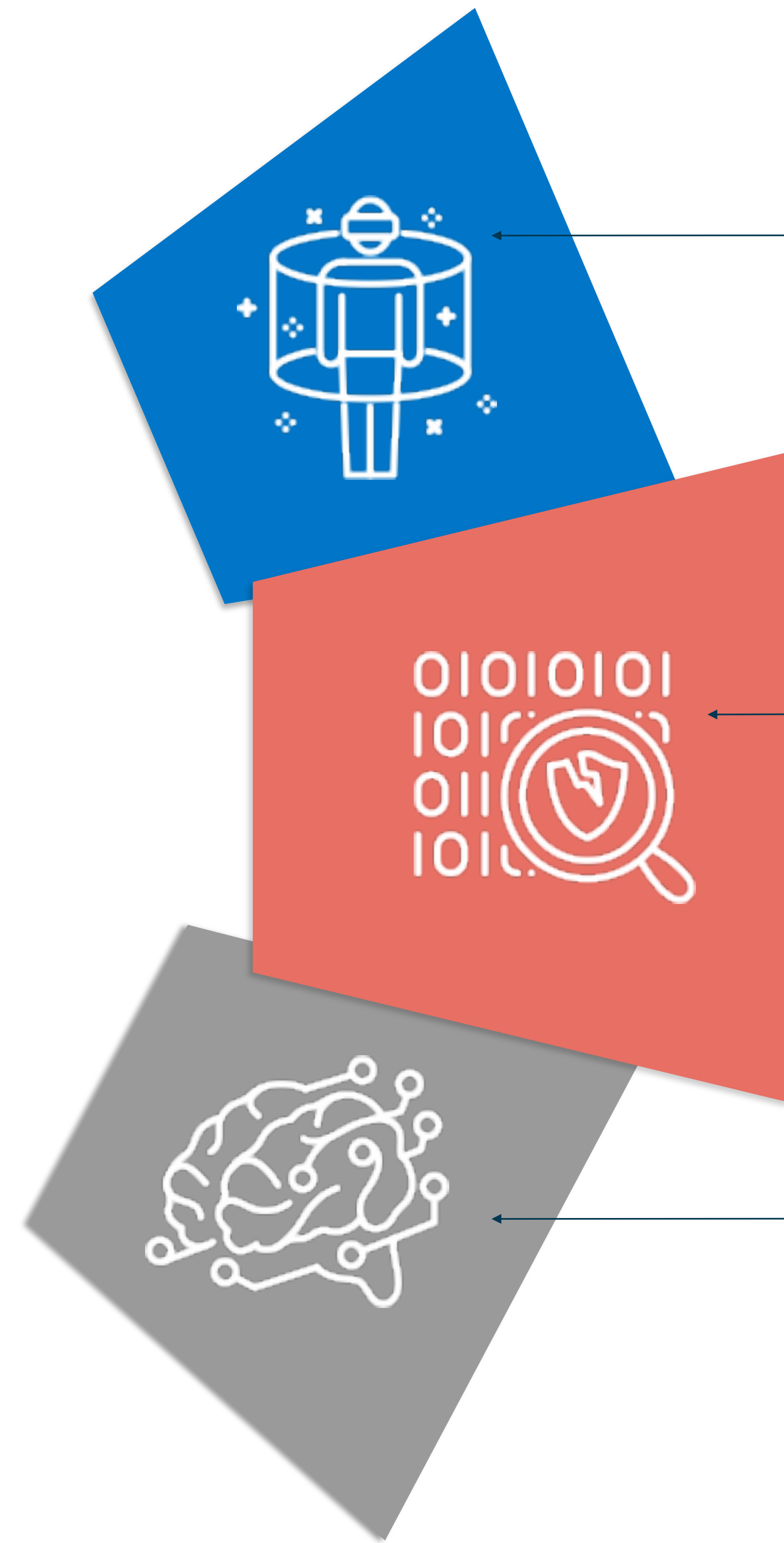
Operations

Training & Simulation Center

- Simulation Labs
- Smart Hospital Rooms
- Virtual Training
- Design Thinking & Maker Spaces

Rochester's location is strategically located to leverage the Innovation Corridor between Buffalo and Syracuse

The RRH Response | Our Approach to AI



AI for Clinical Ops

- AI Literacy
- Targeted
- Platform Adoption
- Opportunistic
- Market Competitive

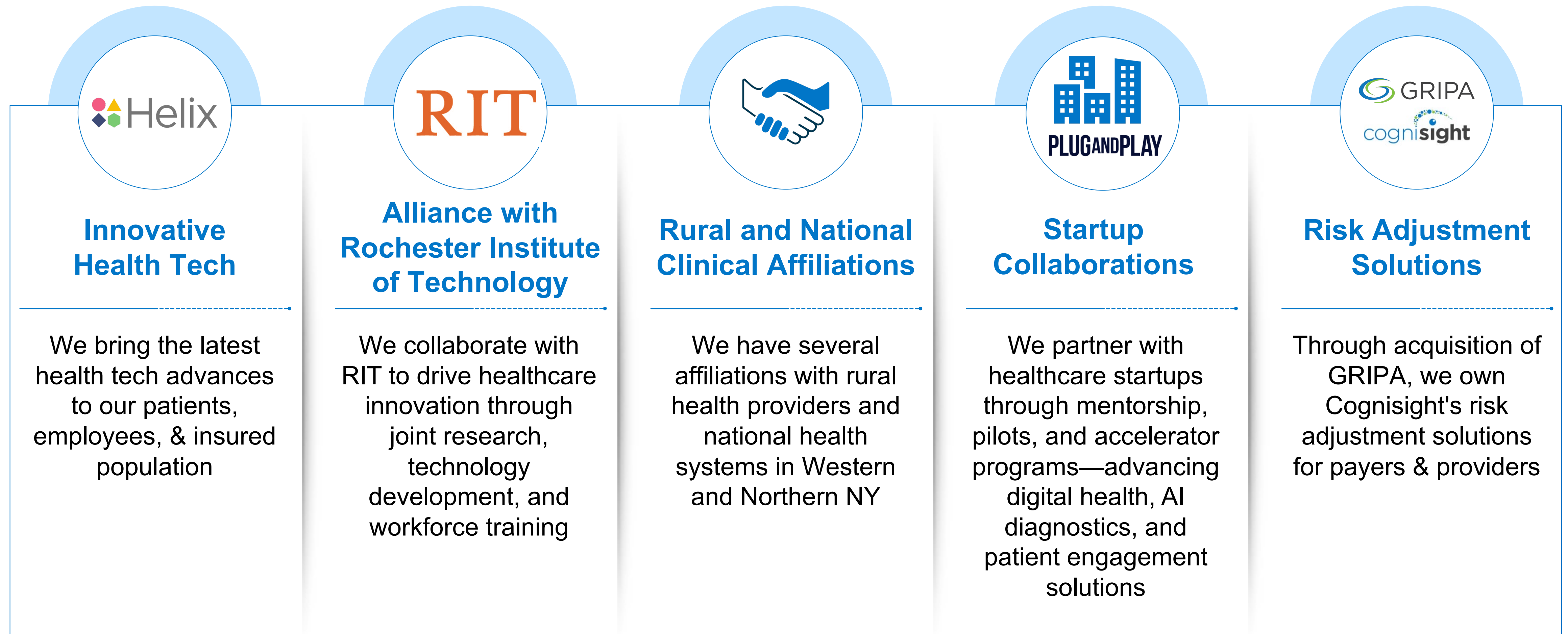
AI for IT

- Early Adopters
- Clawing Back Capacity
- Top of License
- Upskilling
- Burden Reduction

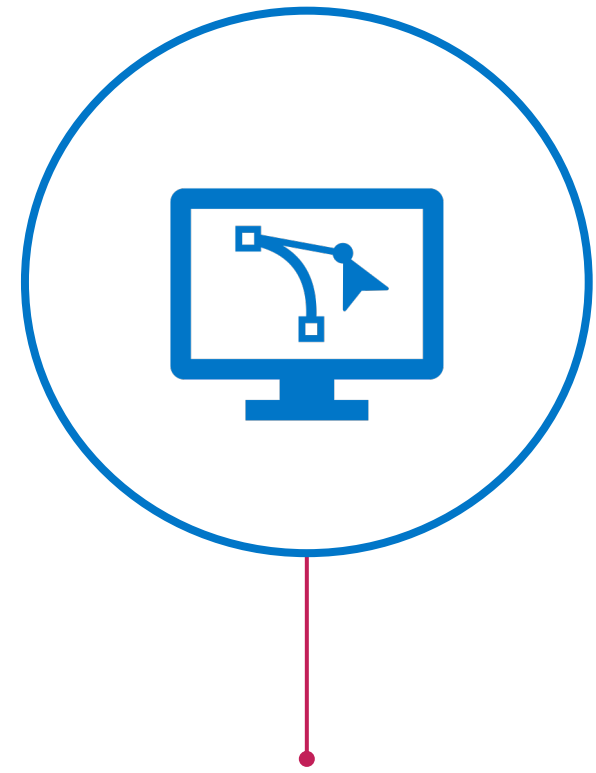
AI for Innovation

- Pushing Beyond Platforms
- Novel Applications
- Art of the Possible
- Product Adjacencies

The RRH Response | Actively developing partnerships to bring best-in-class care to our community



The RRH Response | Value Proposition for Startups



Technology & Infrastructure Access

Sandbox environments for testing and validation; integration support with RRH's enterprise systems



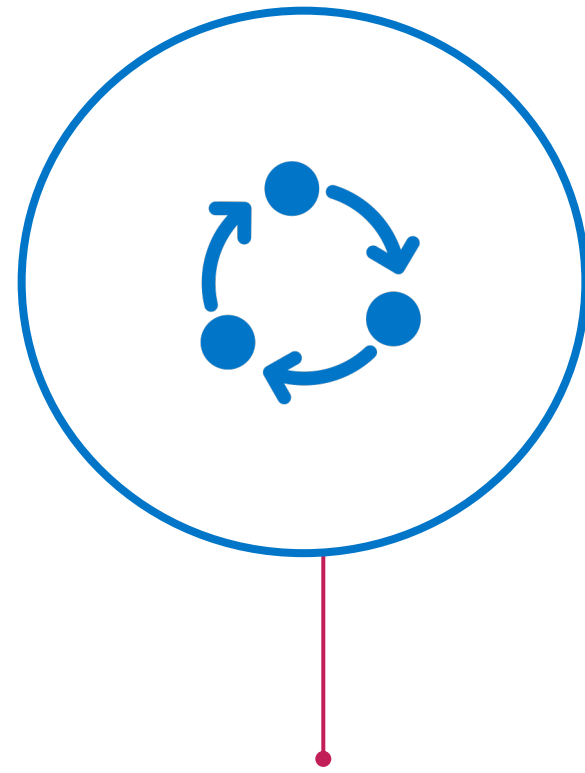
Clinical Subject Matter Experts (SMEs)

Access to frontline clinicians and operational leaders; Co-development opportunities with healthcare experts



Design Partners for Early-Stage Ideas

Real-world feedback from diverse care settings (urban, suburban, rural)



Deployment Playbooks & Operational Guidance

Proven frameworks from past engagements ; Support across legal, procurement, and IT for smoother onboarding



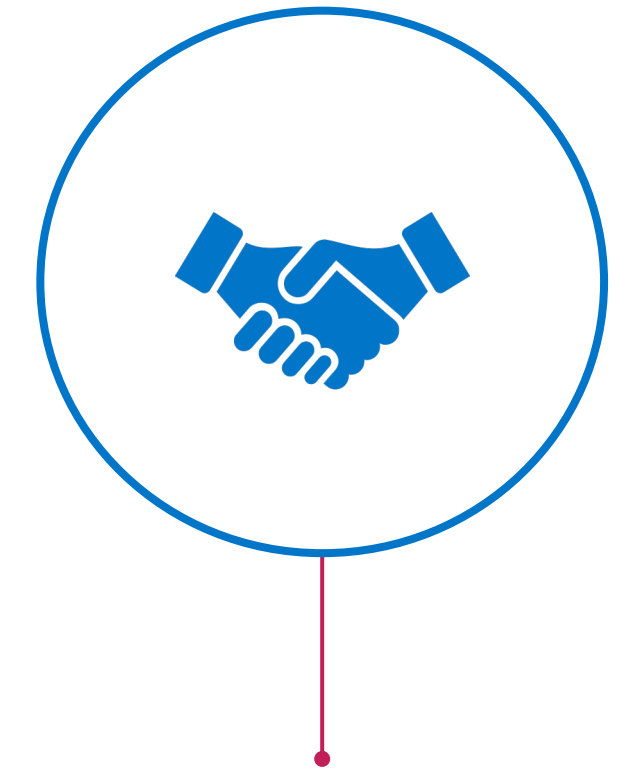
Strategic & Financial Partnership

Opportunity for equity investment and beta customer engagement



Market Access & Scaling Potential

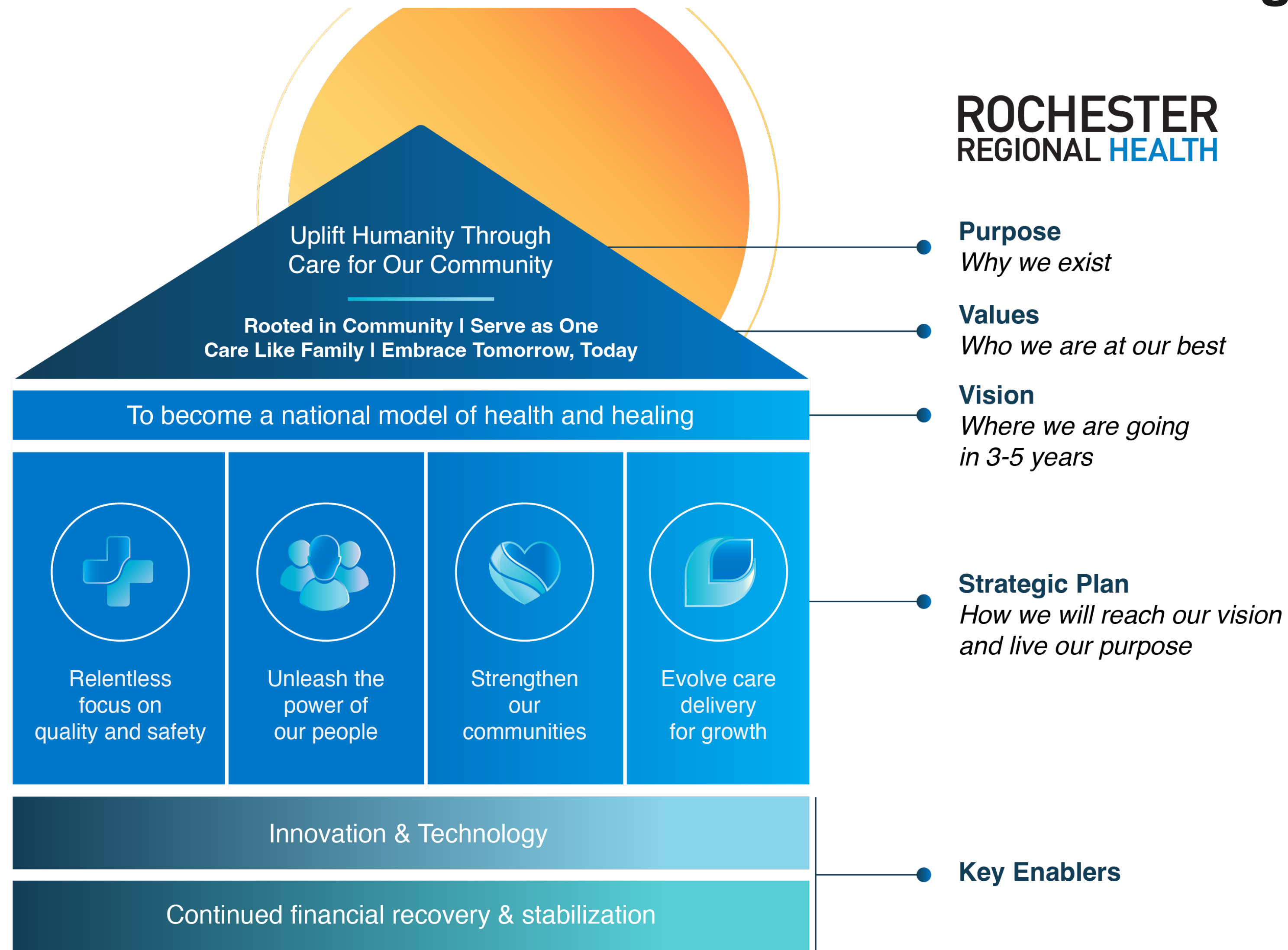
Regional innovation network and university partnerships



Dual Role Advantage

RRH as both customer and investor: aligned incentives for product evolution and success

Our Vision | To become a national model of health and healing.



ROCHESTER
REGIONAL HEALTH

FROM LOCAL IMPACT TO GLOBAL SCALE



MODERATOR

Osama Alsaleh

Head of Health Partnerships
Plug and Play



Mandy Teeter, MBA, MSW

SVP, Transformation
Rochester Regional Health



Kamal Jethwani

VP Digital Ventures and CEO
*Moffitt Cancer Center &
AccelerOnc Studio*



Peter Abou Hachem

Head of Growth & Strategy
Hub71

PLUGANDPLAY

SU SUMMIT



CORPORATE INNOVATION AWARD

Brandon Noll

Director

Plug and Play Indiana

#PNPTCSummit

Join us at pnptc.com

PLUGANDPLAY

SU SUMMIT

HEALTH

WARD AWARD AWARD AWARD

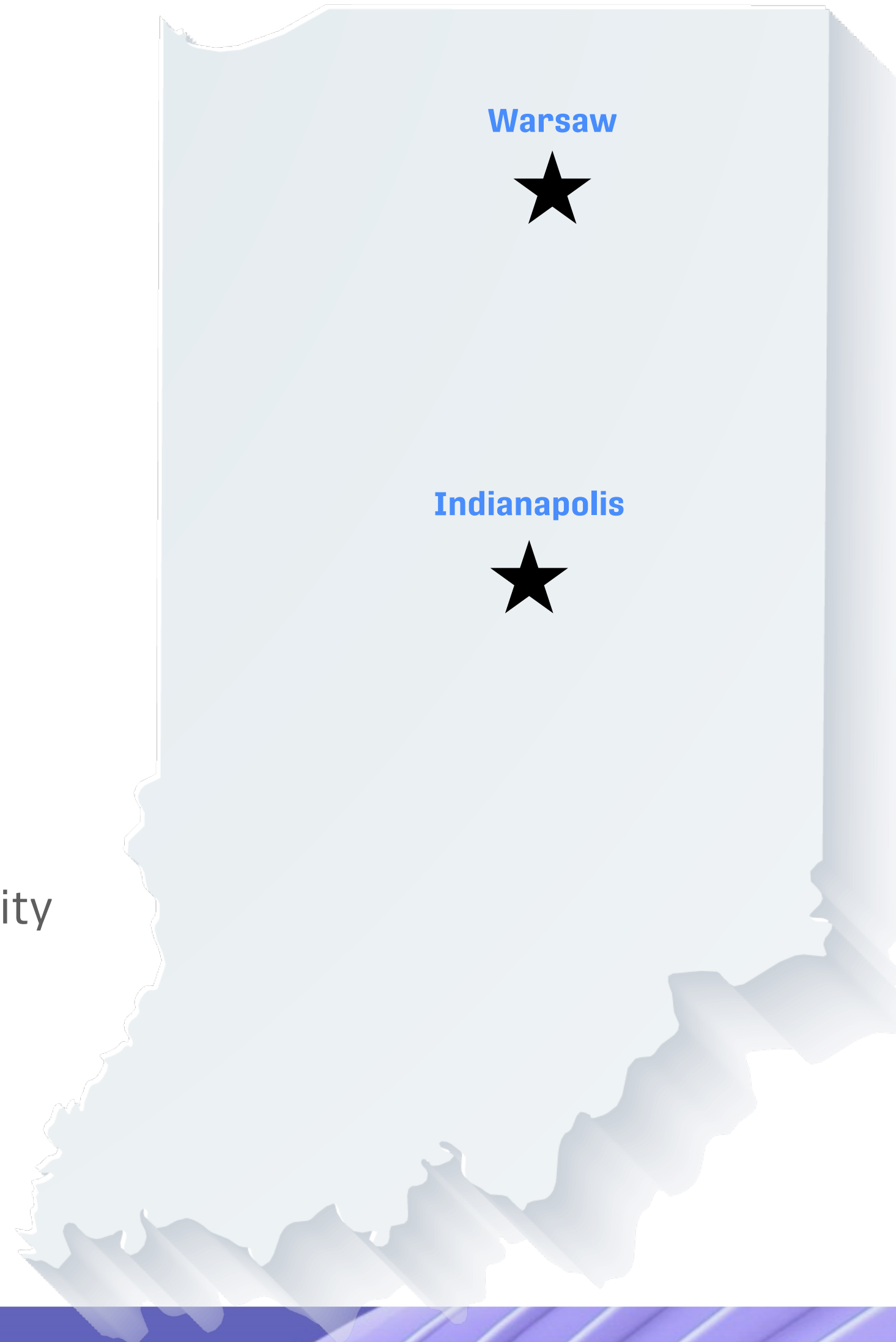
#PNPTCSiliconValley

Join us at pnptc.com

PLUGANDPLAY
MEDTECH

PLUGANDPLAY
LIFETECH

- Orthopedics Capital of the World
- Radio-pharmaceutic Capital of the World
- #1 Exporter in Life Sciences
- Global Headquarters of Zimmer Biomet and Eli Lilly
- \$99 Billion in Economic Development Activity
- #1 Exporting in Pharmaceuticals



 **ZIMMER BIOMET**
Moving You Forward.™

- Medtech Program Founded: 2024
- Over **500** Startups added to the Plug and Play Ecosystem (Medtech and Lifetech)
- Zimmer Biomet has reviewed over **300** Startups
- Over **50** startups have been accelerated
- Zimmer Biomet commits multiple people and business units to startups
- Hosted over **30** community events with over **1,600** attendees (Expos, Plugged-ins, Focus Days, Selection Days)

[#PNPTCSiliconValley](#)

Join us at pnptc.com

SU SUMMIT

HEALTH
AWARD



PLUGANDPLAY

SU SUMMIT



STARTUP PITCHES

Laura Soto Polo

Sr. Ventures Analyst
Plug and Play

#PNPTCSummit

Join us at pnptc.com

PLUGANDPLAY

SU SUMMIT

STARTUP PRESENTATION

GenMD

GenMD

Building the first synthetic healthcare data marketplace, enabling health systems to monetize their data and deliver HIPAA/GDPR-exempt datasets for academic and pharmaceutical research.

#PNPTCSummit

Join us at pnptc.com

GenMD

Unlocking the 97% of healthcare data that is unused

Ayin Vala
Co-Founder/CEO



We built Stanford Medicine's Datahub, 2,000 researchers accessing millions of patients data



Ayin Vala

Co-Founder/CEO

2X exits, raised \$15M

Stanford Med - Associate Director of AI



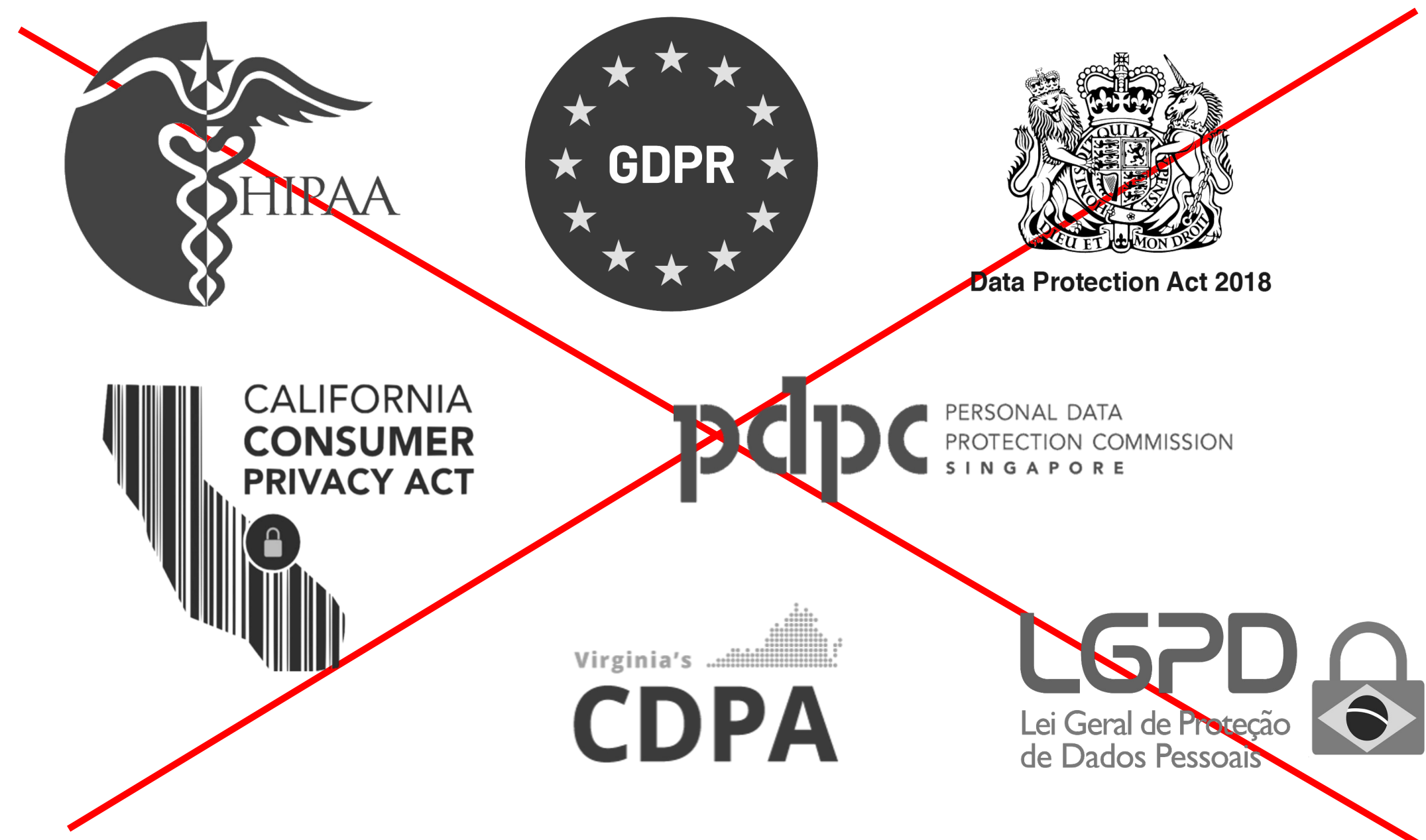
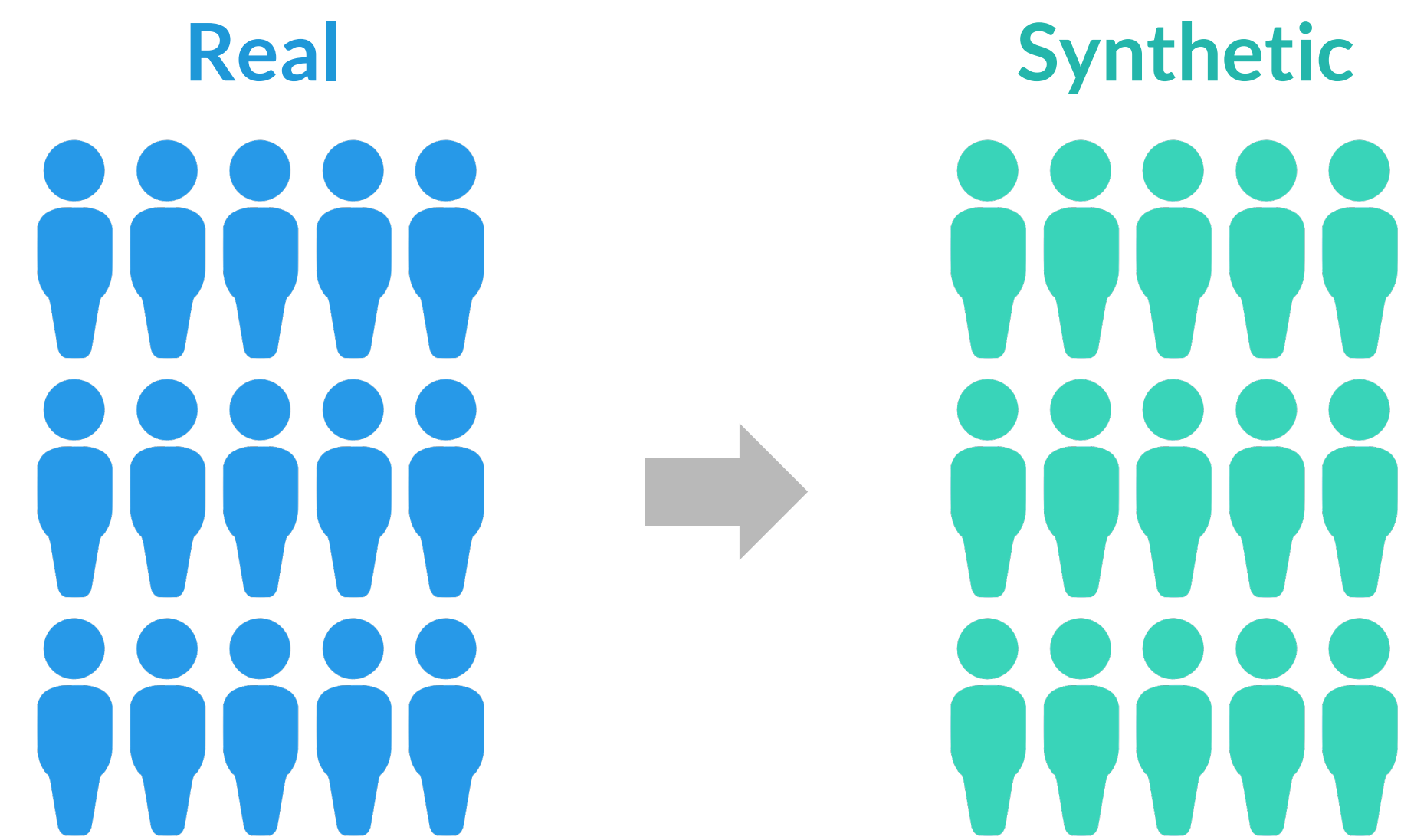
Dr. David Rehkopf, ScD

Co-Founder

Stanford Med - Professor



Generate HIPAA-free synthetic clones of patients



Same Day

Access to Synthetic Data

Results

Run on Real Data

Compliant

SOC2/FedRAMP

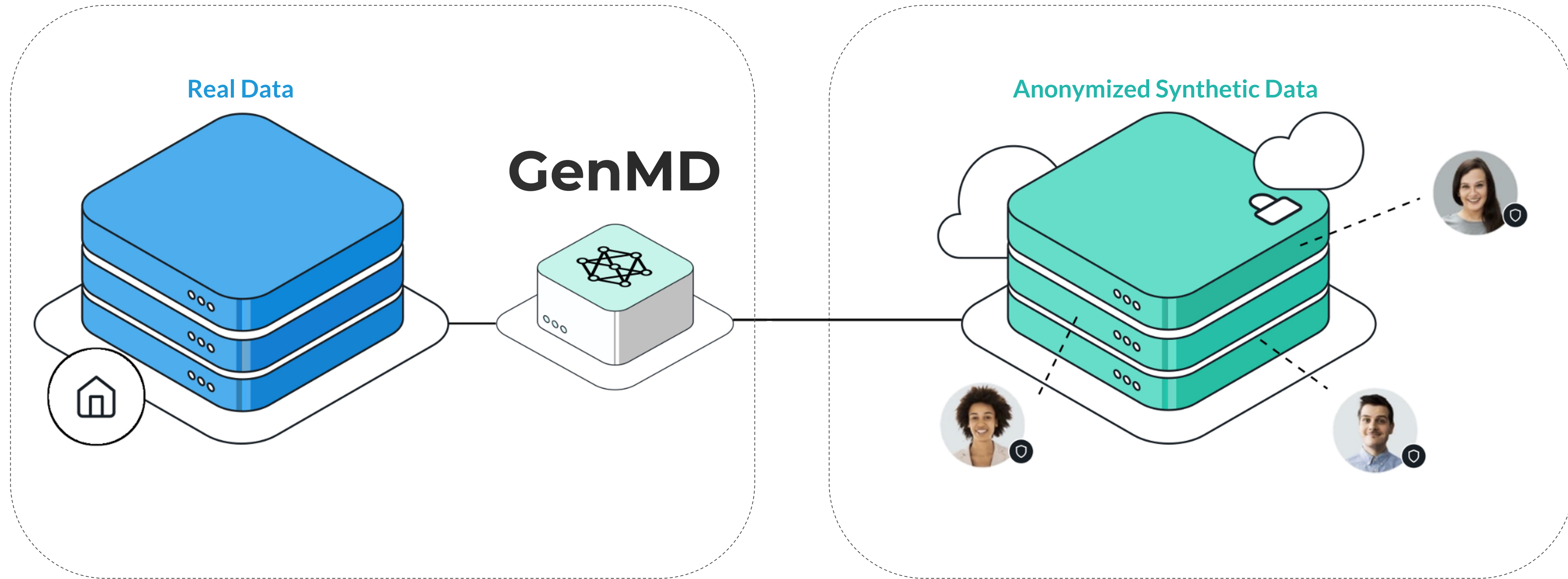
HEALTHCARE ORG

DATAHUB

Real Data

Anonymized Synthetic Data

GenMD



120M
Patients Profiles

\$600K
ARR

Used by Teams at:



Vision Roadmap

V1

Marketplace for health data

V2

AI lab in healthcare vertical

V3

Generate patient data on demand

Making the library of the largest carbon copy of the US's healthcare data.

Raising \$4M Seed Round (\$2.7M Committed)

18-Month Milestones

- 50 datasets live (5 M synthetic patients)
- \$5M ARR (120-300 paid users)
- 5 AI labs as design partners

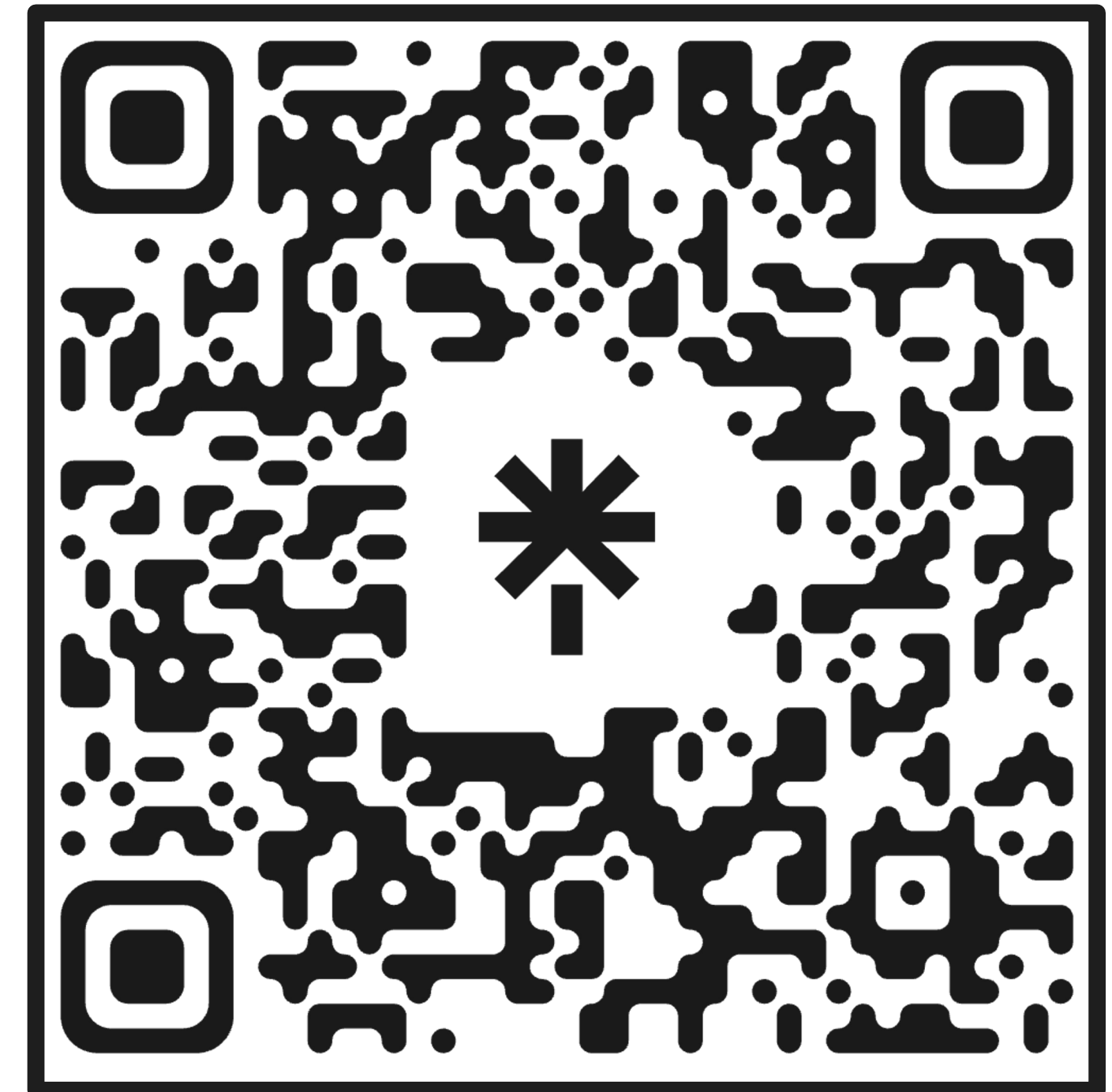
GenMD

Make health data safe, compliant, and abundant.

Ayin Vala - Founder/CEO

hello@genmd.ai

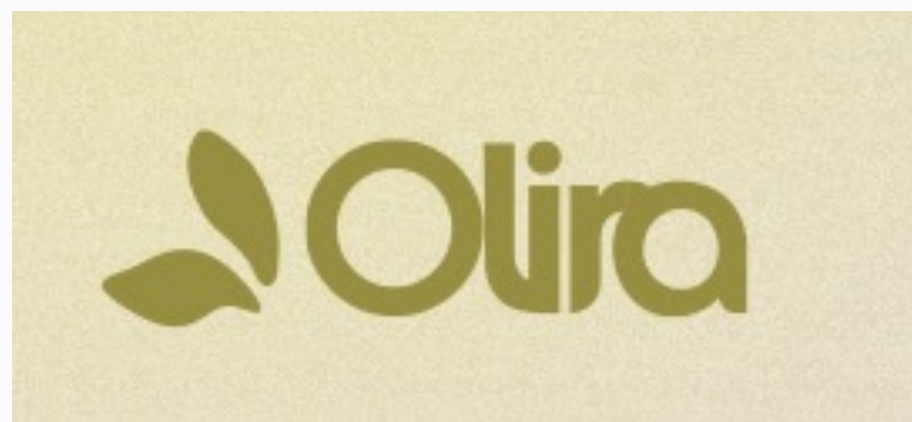
Let's Talk!



PLUGANDPLAY

SU SUMMIT

STARTUP PRESENTATION



Olira Health

Personalized AI “healthcare companion” apps to support people going through cancer treatment, offering daily guidance and support tailored to their individual journey.

#PNPTCSummit

Join us at pnptc.com



AI-Native Monitoring And Navigation For Proactive Patient Care.

Transforming the patient experience into clinical intelligence.



Olira is built by experts in clinical practice and AI.

We provide clinical teams with the complete patient story through data-driven insights to deliver better care to more patients.

The Olira Team



Founder & CEO

Patrick Emedom-Nnamdi
PhD in Biostatistics,
Harvard University
Prev. DeepMind Research
Scientist



Founding Machine Learning Engineer

Georgios Efstathiadis
MS in Health Data Science,
Harvard University
Prev. Brooklyn Health



Founding Software Engineer

Jorge Rincon Arias
Prev. Lead Software
Engineer, EVC



Founding Product Designer

Liv Beruti,
BFA, Parsons School of
Design
Prev. Decimal Studios



Founding Head of Growth

Gaurav Thakur
MBA, Columbia University
Prev. Product Manager
Oscar Health



HARVARD
UNIVERSITY



Stanford
University



DeepMind



MASSACHUSETTS
GENERAL HOSPITAL



The US Oncology
Network

OSCAR

Our Advisors

Our advisory board brings decades of clinical expertise and AI leadership to guide our mission of transforming patient care.



Chair, Stanford University
Department of Linguistics
& Professor of Computer
Science

Chris Potts, PhD



Chair, US Oncology
Network
Prev. President, Virginia
Oncology Associates

Mark Fleming, MD



CEO, Verus Advisory
Prev. CIO Fedex, Aviva,
American Express

Toby Eduardo Redshaw



Medical Oncologist,
Massachusetts General
Hospital

Patrick C Johnson, MD

Backed by Leaders in AI

Backed by leading venture capital and strategic partners who share our vision for the future of AI in healthcare.

Jeff Dean

Chief Scientist, Google DeepMind & Google Research

Jonathan Frankle

Chief AI Scientist, Databricks

PLUGANDPLAY

dria





SMARTER MONITORING & NAVIGATION

While novel cancer therapies show promise, current treatments have high outpatient care navigation and supportive care needs.

Intensified Care Navigation Demand

Novel oral and infused therapies require a higher frequency and complexity of outpatient monitoring (symptom burden, adherence, quality of life) than ever before, creating a new standard of care.

Realizing Long-Term Persistence

As therapies shift cancer to a chronic illness model, the burden moves from short-term adherence to indefinite long-term persistence, requiring continuous patient engagement and support.

Operational Strain on Clinics

Resource-constrained clinics face crippling staff shortages—with a projected nurse deficit of 200,000 by 2030—making it difficult to adopt the rigorous workflows novel therapies require.

Existing “Care Gap” Between Visits

The clinical blind spot between visits is significant: with patients under-reporting 50-85% of symptoms, both clinical and pharma teams lack the crucial real-world data needed to understand the drivers of non-persistence.

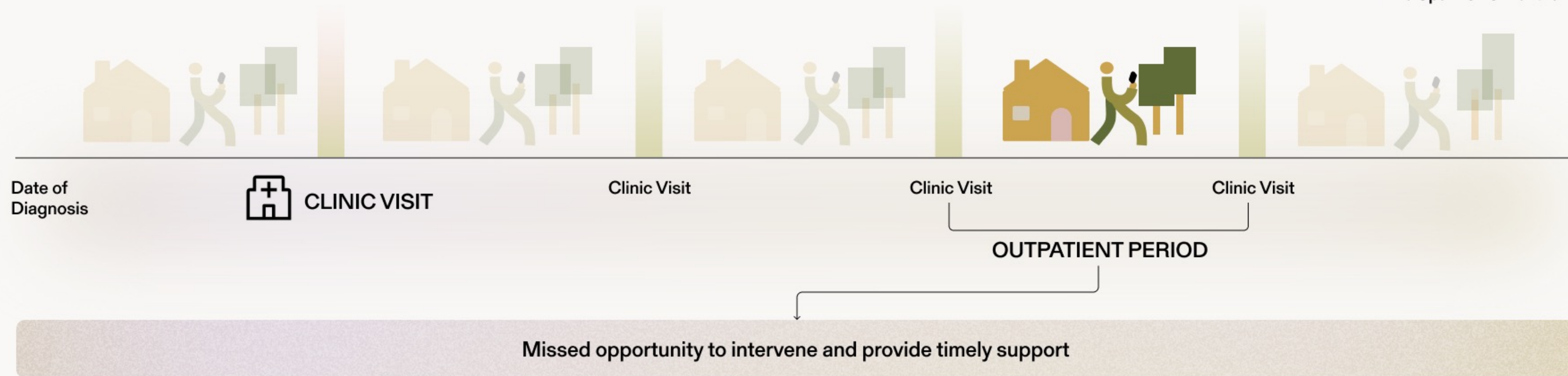


SMARTER MONITORING & NAVIGATION

As care shifts from the clinic to the home, a critical blind spot emerges in the patient journey.

Example Care Continuum During Active Systemic Treatment

Time Span: 3-18 months



OPERATIONAL BLIND SPOT FOR PROVIDERS

- Episodic data creates an incomplete patient picture
- Patient-reported symptoms are often underreported
- Hidden social and economic barriers impact treatment adherence

CURRENT CARE NAVIGATION EFFORTS ARE DISJOINTED AND UNSCALABLE

- Reliant on subjective patient recall and nurse-led outreach
- Static ePROs that generate data overload and alert fatigue for clinical teams
- Navigation services typically reserved for the highest-risk patients



SMARTER MONITORING & NAVIGATION

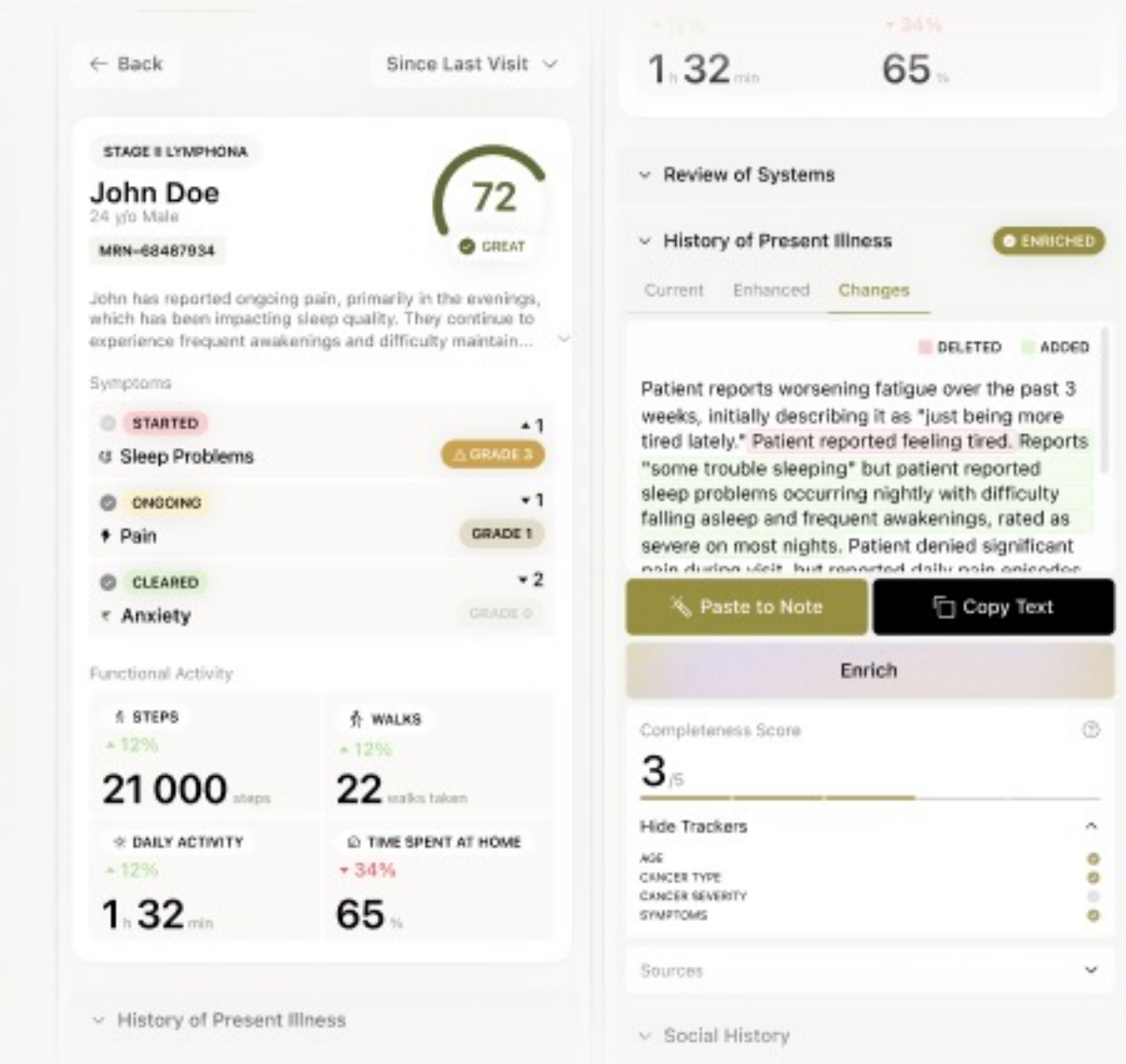
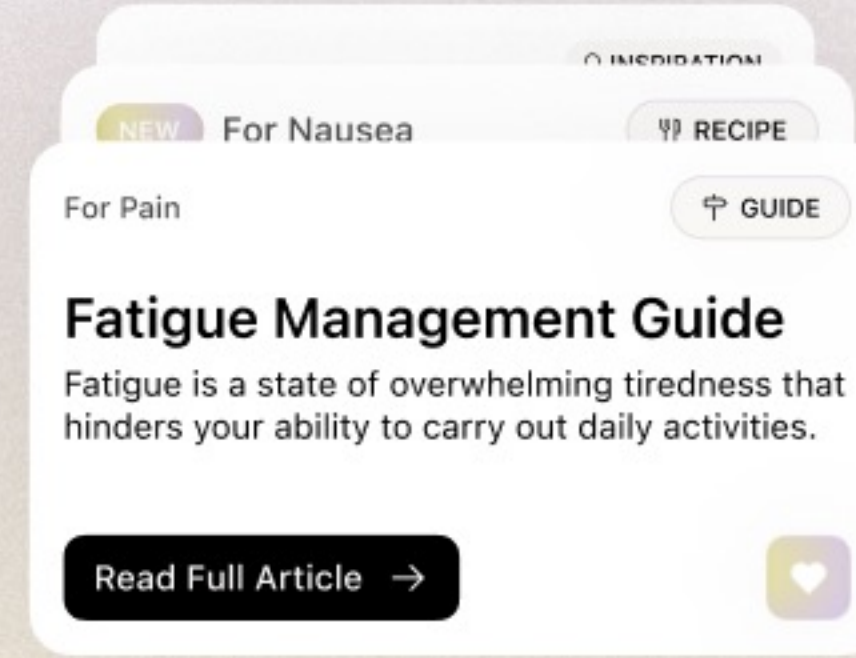
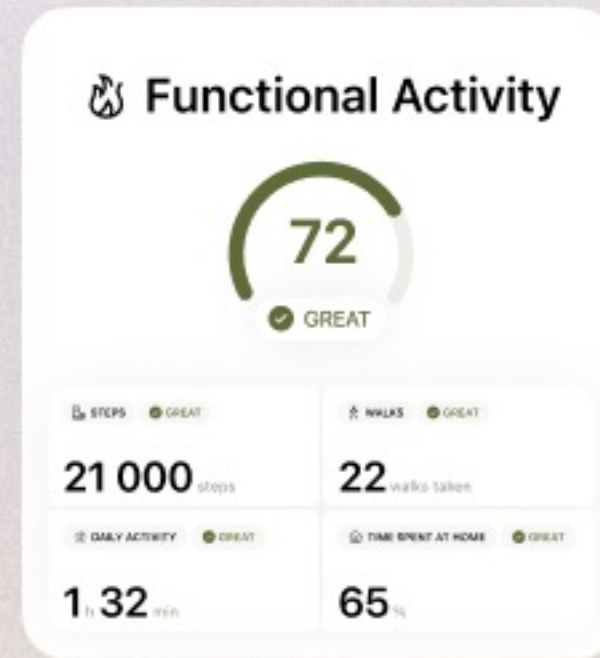
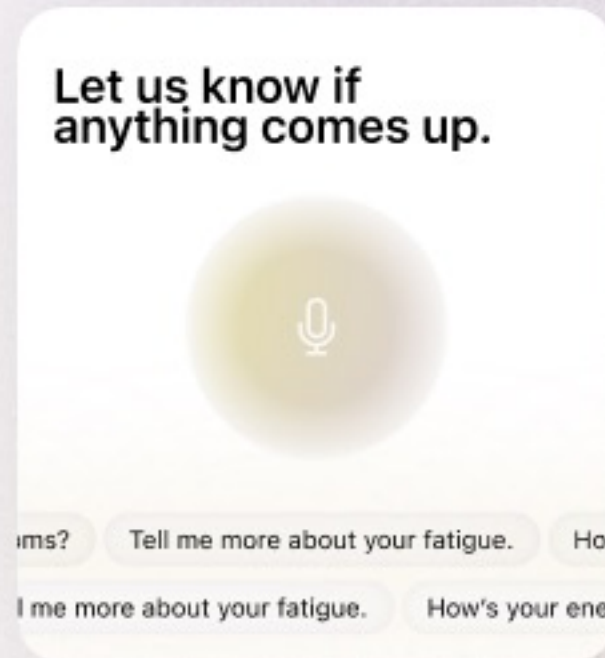
Our AI platform learns from the longitudinal patient lifecycle to deliver dynamic, adaptive, and timely support between and during visits.

🏠 AT HOME 3-5 WEEK PERIOD

🏥 AT THE CLINIC

WHAT THE PATIENT BENEFITS FROM

PRODUCTIVITY TOOLS FOR PROVIDERS



Capture the complete patient story by combining what patients express in their own voice through our AI agent with their real-world functional activity, collected passively via smartphone-based digital phenotyping.

Deliver adaptive, clinically-vetted supportive care to help patients manage symptoms and stay on track between visits, offering personalized journey recommendations.

Synthesize patient data into AI-drafted narratives that autofill the EMR, saving providers hours of clinical documentation

Reveals key insights & social determinants of health (SDOH) beyond regional market-research through mobility, physical activity, and patient-reported outcomes

HIPAA-Compliant, SOC-2 Ready: Olira safeguards patient content with strict privacy controls, ensuring it's securely shared only between patients and your care team.



Demo Of The Patient Experience



THE DAILY CHECK-IN EXPERIENCE



SMARTER MONITORING & NAVIGATION

Enabling your care team to detect issues early and navigate patient care.

Autofill My Profile

Back Since Last Visit

STAGE II LYMPHOMA

John Doe
24 y/o Male
MRN-68487934

72
GREAT

John has reported ongoing pain, primarily in the evenings, which has been impacting sleep quality. They continue to experience frequent awakenings and difficulty maintain...

Symptoms

- STARTED 1
 - Sleep Problems GRADE 3
- ONGOING 1
 - Pain GRADE 1
- CLEARED 2
 - Anxiety GRADE 0

Functional Activity

STEPS WALKS

21 000 22

Functional Activity

STEPS WALKS

21 000 22

DAILY ACTIVITY TIME SPENT AT HOME

1 h 32 min 65%

Review of Systems

History of Present Illness ENRICHED

Current Enhanced Changes

DELETED ADDED

Patient reports worsening fatigue over the past 3 weeks, initially describing it as "just being more tired lately." Patient reported feeling tired. Reports "some trouble sleeping" but patient reported sleep problems occurring nightly with difficulty falling asleep and frequent awakenings, rated as severe on most nights. Patient denied significant pain during visit, but reported daily pain episodes

Paste to Note Copy Text

Enrich

Seamless EHR Integration

The Olira browser extension works silently in the background. When you open an Olira member's chart in the EMR, the platform intelligently appears, ready with insights—no extra logins or windows needed. We work with Redox to integrate across all EHRs.

Data-driven Insights Before Your Visit

Instantly get up to speed. Olira presents a concise synthesis of the patient's entire between-visit period, highlighting significant symptom trends, functional changes, and their top-reported concerns, freeing up visit time for providers to deliver better care.

AI-Powered Clinical Narratives

Eliminate hours of documentation. Olira provides AI-drafted summaries of the outpatient period that can be reviewed and seamlessly integrated into key sections of your clinical note, turning a tedious task into a quick review.

We handle the full reimbursement documentation workflow for Principal Illness Navigation (PIN) codes and SDOH codes, with RTM and RPM billing capabilities coming as we expand our device integrations.

HIPAA-Compliant, SOC-2 Ready: Olira safeguards patient content with strict privacy controls, ensuring it's securely shared only between patients and your care team.



OUR STARTING GROUND - ONCOLOGY

We leverage clinical AI to deliver smarter care, improve patient outcomes, and enable operational efficiency.

IMPACT



By reducing the operational burden on clinics, we make it easier for them to prescribe, manage, and navigate patients on your novel therapies.



We capture unique active and passive data on quality of life and functional status, providing a channel for high-quality real-world evidence.



Our continuous support model keeps patients engaged and on therapy, directly impacting long-term outcomes and revenue.



Expand care team capacity by reducing charting, directly enabling clinics to treat more patients on novel therapies and drive sustained asset growth.

WHERE WE ARE TODAY

We're enrolling patients in a clinical trial at an academic cancer center and are launching with community oncology practices.

We're partnering with cancer charities and support groups to empower patients with high-quality, timely resources.



You're all set.

I'm ready to be your
companion in your journey.

Open Olira



Let's Partner Together

Implementation Time: 3 weeks, including EMR
integrations (Epic, etc.)

Email us at patrick@olira.ai.

PLUGANDPLAY

SU SUMMIT

STARTUP PRESENTATION

opus health

Opus Health

Builds software that simplifies paying for healthcare—starting with managing health savings accounts (HSAs), flexible spending accounts (FSAs), and membership-based healthcare.

#PNPTCSummit

Join us at pnptc.com



Opus Health

Copilot for Health and Benefits Payments

AI-powered finance infrastructure to better serve the fastest growing payor:
patients

• Problem

Patients are the fastest growing payor in U.S. healthcare, yet the system still treats them like an afterthought, affecting both patients and providers

\$505B

total annual out of pocket medical spending¹

\$496B+






wasted annually by healthcare providers on billing and related costs⁴

Financial rails of healthcare were built for insurers, not patients

• Problem

HSA's and FSA's alone can save patients billions annually, but they are complex, and underutilized.

Consumer Friction Points

-  Lack of Awareness & Education
-  Complex Payment Experience
-  Account Fragmentation
-  Manual Reimbursement Process
-  Lack of Real-Time Balance Visibility

\$137+ Billion

in underutilized HSA benefits annually

\$9.7 Billion

forfeited FSA dollars between 2022 and 2023

The Opus Solution:

An AI-powered Payments and Benefits optimization system, enabling healthcare payments that are

cheaper, efficient, stress-free

For Patients: We turn confusing healthcare benefits into a clear, simple and automated process while making it **cost-effective**

Visibility into Available Benefits for Payment

Accounts Hide

Total Balance	\$5201.50
HealthEquity HSA	\$3250.75
Contributed: \$2500	Limit: \$3850
Company FSA	\$1200.50
Contributed: \$1500	Limit: \$3050
Employer HRA	\$750.25
Contributed: \$750	Limit: \$2000

+ Add Account

Savings and Payment Optimization at Checkout

Comprehensive Eye Exam HSA/FSA	\$250.00
Annual comprehensive examination	
Retinal Imaging HSA/FSA	\$75.00
Digital retinal photography	
Insurance Coverage	-\$125.00
Total Due	\$200.00

HSA/FSA Eligible

Both services qualify for tax-free payment. Potential savings: **\$60.00 (30%)**

AI Agent powered Documentation and Reimbursement Hub

Complete the claim form

We will generate all your HSA Bank claim forms with this information. You only need to do this once.

Health Savings Account (HSA) Withdrawal Form

Instructions: Complete this form to request a distribution from HSA Bank. Do not use this form for reimbursement requests, account closing, or balance transfer.

First Name, Middle Initial, Last Name, Current Mailing Address, State, ZIP Code, Account Number, City, State, Zip Code, Account Number (8 or 12 digits), SSN

***Note: Full Account Number OR Full SSN Required (Failure to provide the required information may result in a delayed processing of your request)**





Normal (Qualified medical expenses)
 Disability

Normal Distributions are distributions required for payment or reimbursement of IRS qualified medical expenses and all other distributions except disability, death, transfer, prohibited transaction, revocation and correction of excess contribution.
Disability Distributions are distributions due to a disability, as defined under IRC Section 72(n)(7), that renders you unable to engage in any substantial, gainful activity and which can be expected to continue for at least 12 months or lead to your death.

I certify that I am the account party to receive payments from this Health Savings Account (HSA) and that all information provided on this form is true and accurate.

We help service providers scale client revenue and increase profits with **payment automation**

Solving For:

-  Delayed or Rejected Payments
-  Lack of Integrated Payment Tools
-  Operational Complexity
-  Eligibility Confusion



↑30-50% Revenue
per patient when using HSA/FSA Funds



↑30% Conversion
people are electing services faster when using
HSA/FSA's



↓66%+ costs
given proprietary ACH rails across benefits

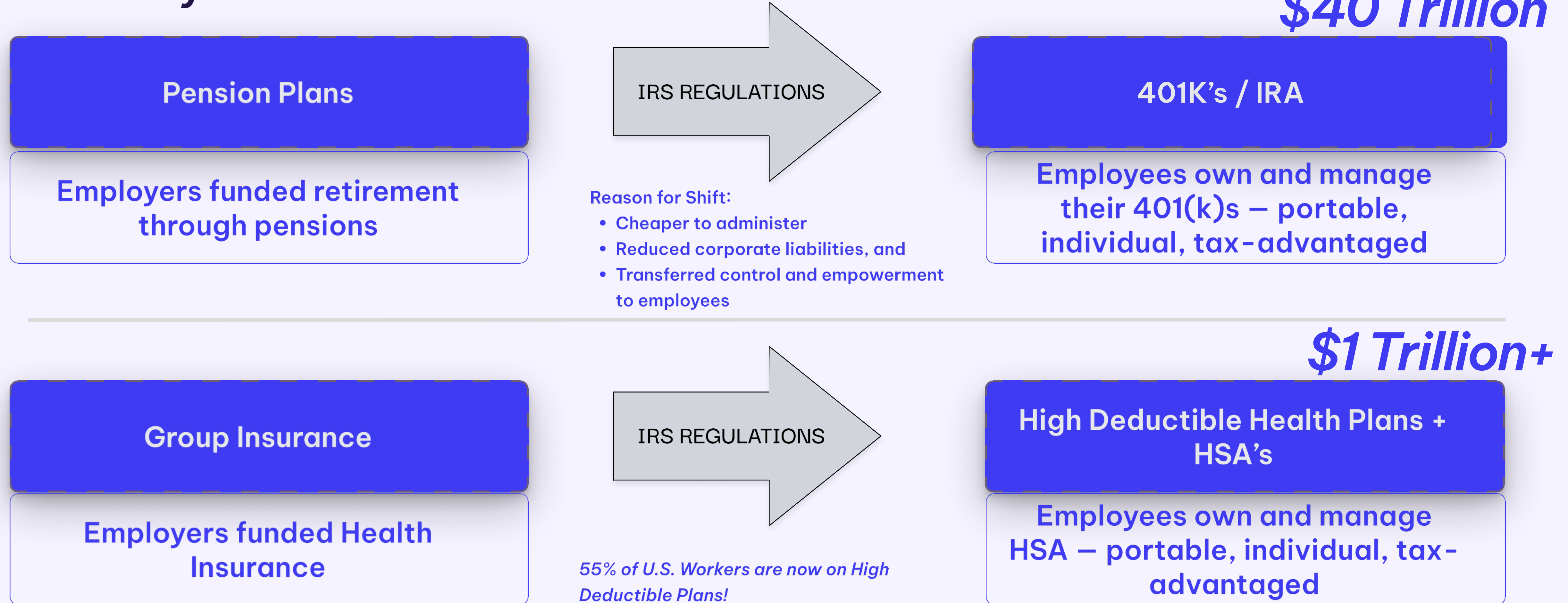
•Competitive Edge

We're the only platform providing an all-in-one solution to automate benefits payments at check-out

		HSA/FSA Payment Solutions		HSA/FSA Custodians		EMR/EMR Financial Solutions		Patient Financial Solutions	
	Opus Health	flex	Truemed.	HealthEquity	firstdollar.	athenahealth	Epic	Cherry	CareCredit [™] Making care possible...today.
HSA/FSA Payments Infrastructure	✓	Limited	Limited	✗	✗	✗	✗	✗	✗
Verify Insurance Eligibility & Open HSA	✓	✗	✗	Limited	Limited	✗	✗	✗	✗
AI Agent for Letter of Medical Necessity	✓	✗	✗	✗	✗	✗	✗	✗	✗
Automated HSA/FSA Reimbursements	✓	Limited	Limited	Manual	Manual	✗	✗	✗	✗
Full EMR/EMR Integration Capabilities	✓	✗	✗	✗	✗	✗	✗	✗	Limited
HSA/FSA Eligible Membership Solution	✓	✗	✗	✗	✗	✗	✗	✗	✗
HSA/FSA Unified Account Visibility	✓	✗	✗	✗	✗	✗	✗	✗	✗

No system is providing an end-to-end solution for both benefits optimization and low-cost ACH and digital check rails for healthcare payments

Healthcare Is Having Its “401(k) Moment”, causing patients to be the “Payor of First Resort”



•Why Now?

Recent regulations are boosting growth of HSA's/FSA's and direct care models

OBBB REGULATIONS PASSED JULY 2025 - EFFECTIVE 1/1/2026

- ACA Bronze & Catastrophic Plans HSA-Eligible (*7 M+ Americans now eligible for an HSA*)
- Direct Primary Care (DPC) Is Now HSA-Compatible (*up to \$300/month/family*)

APPROVED REGULATIONS

- Price Transparency Act (2022)
- Health Reimbursement Arrangements (HRAs) and Individual Coverage HRAs (ICHRAs) (2020):
ICHRAs allow employers to provide tax-advantaged funds to employees for purchasing individual health insurance, and excess funds are rolled into HRA vehicles (function like an FSA)



PENDING REGULATIONS

- HSA For All Act (2024): *allowing every individual, regardless of their health plan type, to open and contribute to an HSA.*

•Market Opportunity

Our target market represents a **significant and expanding opportunity** with strong vertical tailwinds

ELIGIBLE ANNUAL SPEND

HSA

\$260 Billion*

(GROWING ~19% YOY)

FSA

\$40 Billion

(REGULATION IS EXPANDING
ANNUAL CONTRIBUTION FROM \$5K TO \$7.5K)

HRA

\$15 Billion

(GROWING 600% YOY)

DIRECT CARE MODELS

\$64 Billion

(DIRECT PRIMARY CARE
GROWING 36%+ YOY)

TOTAL OUT-OF-POCKET HEALTHCARE

\$500 Billion

TOTAL ADDRESSABLE MARKET

\$900 Billion+

Healthcare is a \$4.5 T industry with no revenue cycle management system built with a focus on consumer payments optimization

•Testimonials

Feedback has been **overwhelmingly positive** in our ability to provide a novel solution to a consistent problem

"I've seen a lot of software companies, but this is the **first time I see anything like this**. This is a very **novel concept** and I'd love to discuss a pilot. "

— Founder, Dental Practice with 3 locations in PA and NJ

"I would **roll it out to all of my locations tomorrow!**"

— Founding Dentist (4 location Cosmetic Dental Provider in Colorado)

"This seems like a **no-brainer** - let's chat through a partnership to integrate this offering with our Payment Processor"

— Holding Company, Owner/ Operator of 250 Healthcare Practices

Early traction confirms **strong demand and clear value**

- ④ **\$20M+ ARR** potential in active pipeline – including PE firms and Medical Software partners, representing thousands of providers
- ④ **\$1M+** in launched and near-term pilots; representing notable modern clinics and distributors
- ④ **\$7M+ in monthly payments volume** represented from live and near-term pilots

• Team

We're Combining Healthcare, Technology, and Go-To-Market Expertise



CAROLINA ROJAS
FOUNDER, CEO



SARAH GRIFFIS
CTO



SAMAY JAIN
FOUNDING ENGINEER

ADVISORS



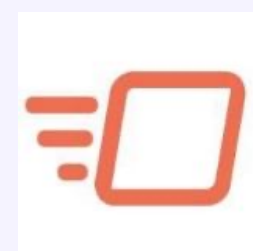
TASNEEM MINADAKIS
DIRECTOR OF ENGINEERING AT YOUTUBE

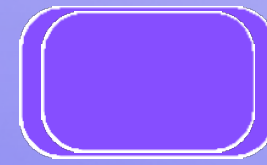


SHEENA HINSON
FOUNDER AT UPLEVEL PRACTICE SOLUTIONS



ROSS GWALTNEY
VP OF BD AT TENDO





Opus Health

Join us as we transform the Financial Stack for Healthcare – making benefits and payments transparent, efficient, and patient-focused

PLUGANDPLAY

SU SUMMIT

STARTUP PRESENTATION



Intelligyn

AI-driven ultrasound interpretation, reducing unnecessary surgeries and improving patient outcomes.

#PNPTCSummit

Join us at pnptc.com

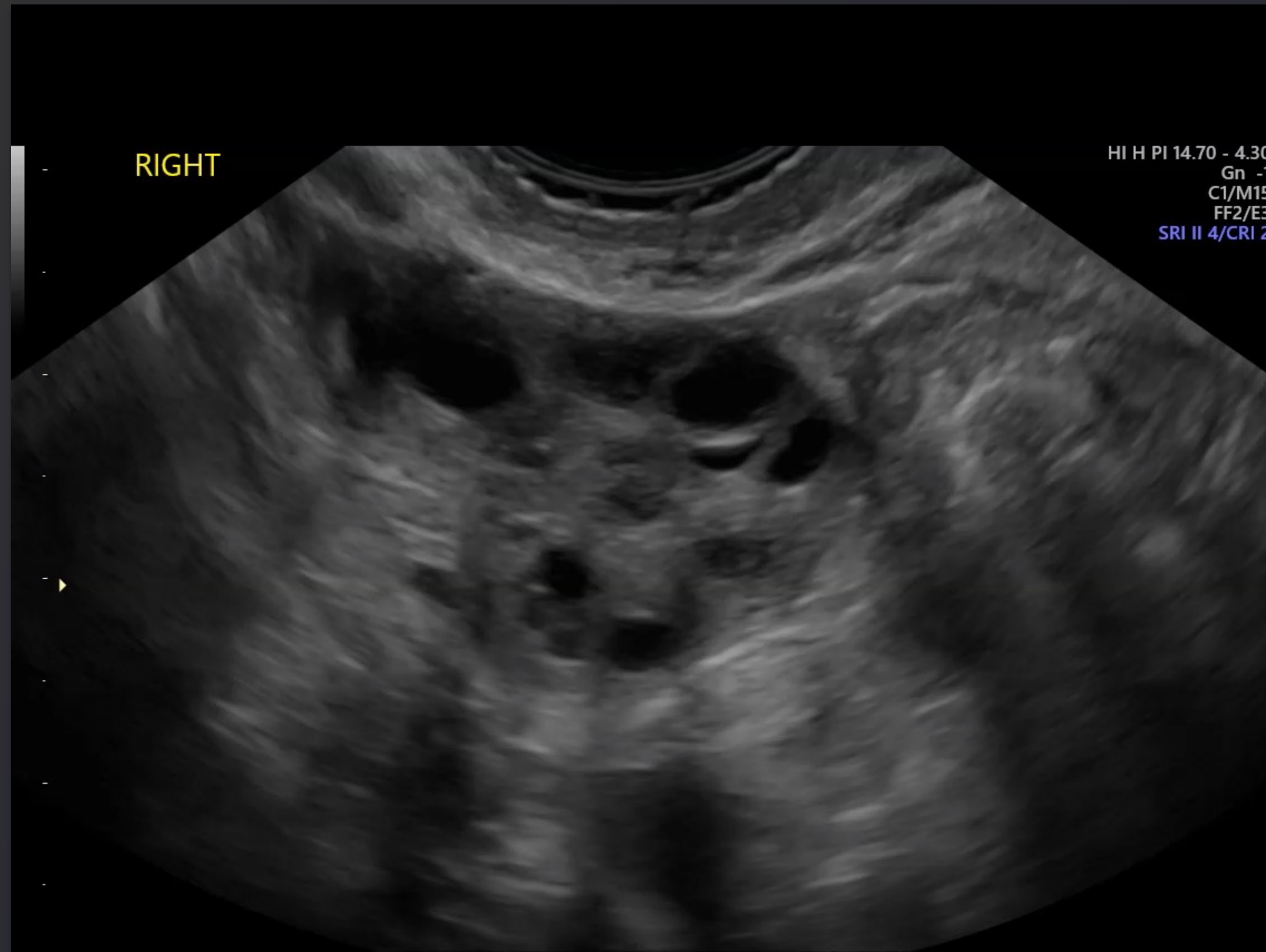


A lifetime of imaging and issues

Infertility Cervical Cancer Endometrial Cancer Vulvar Cancer **Ovarian Cancer** Vaginal Cancer
Ovarian Cysts Hormonal Imbalance **Endometriosis** Endometrial Hypoplasia **Polycystic Ovary
Syndrome** Uterine Polyps Pelvic Inflammatory Disease Ectopic Pregnancy Pelvic Pain **Fibroids** Placenta
Accreta Ovarian Torsion **Menopause** Amenorrhea Bartholin Cyst Miscarriage Asherman Syndrome Placenta
Previa Endometrial Hyperplasia Abnormal Uterine Bleeding **Adenomyosis** Cervicitis
Perimenopause Oligomenorrhea Oophoritis **Premenstrual Syndrome** Dyspareunia
Hydrosalpinx Vaginitis Hematometra Salpingitis Recurrent Miscarriage Müllerian Anomalies
Chronic Pelvic Pain **Dysmenorrhea**

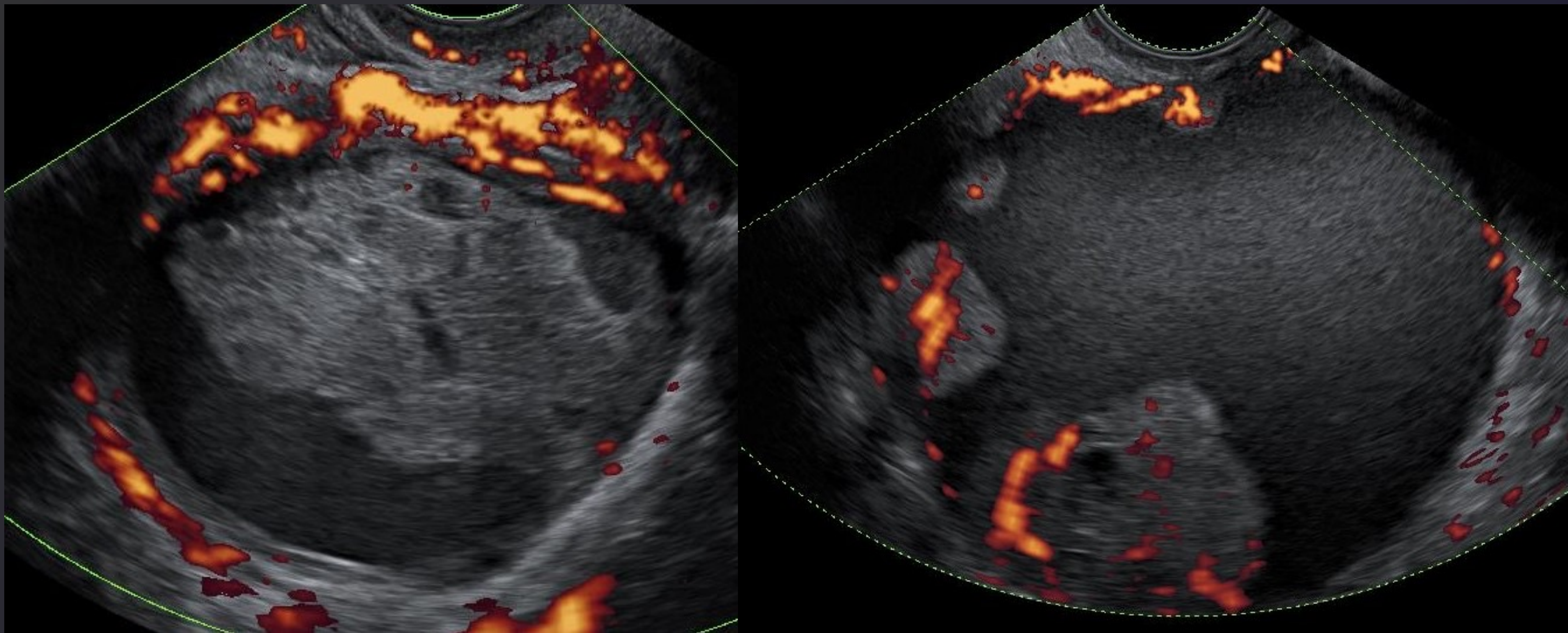
Puberty – Fertility – Pregnancy – Midlife - Menopause

Ultrasound is the first line tool

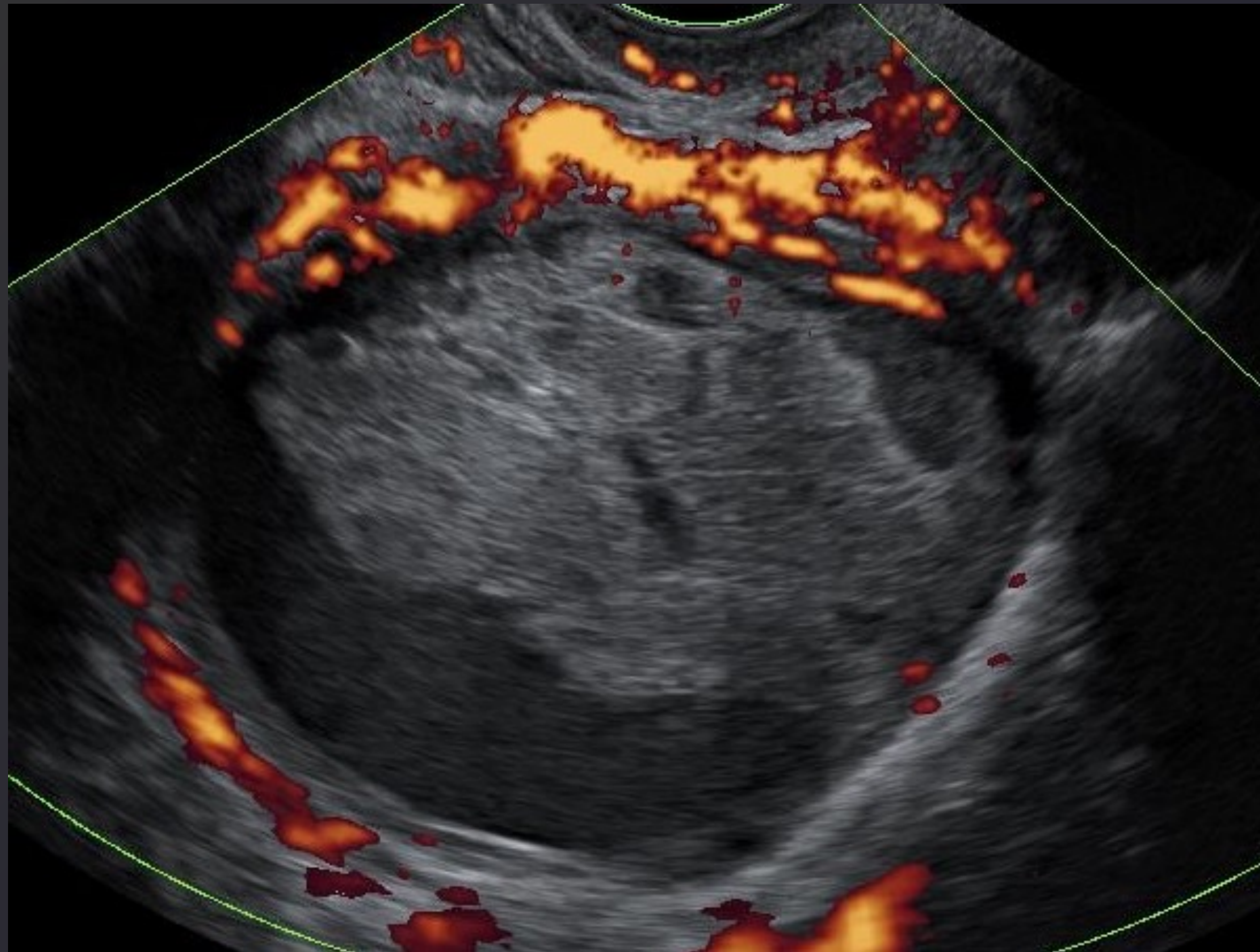


Non experts perform **90%**
of the 300M pelvic ultrasounds globally each
year

Diagnosis is challenging



Healthcare shouldn't be a guessing game



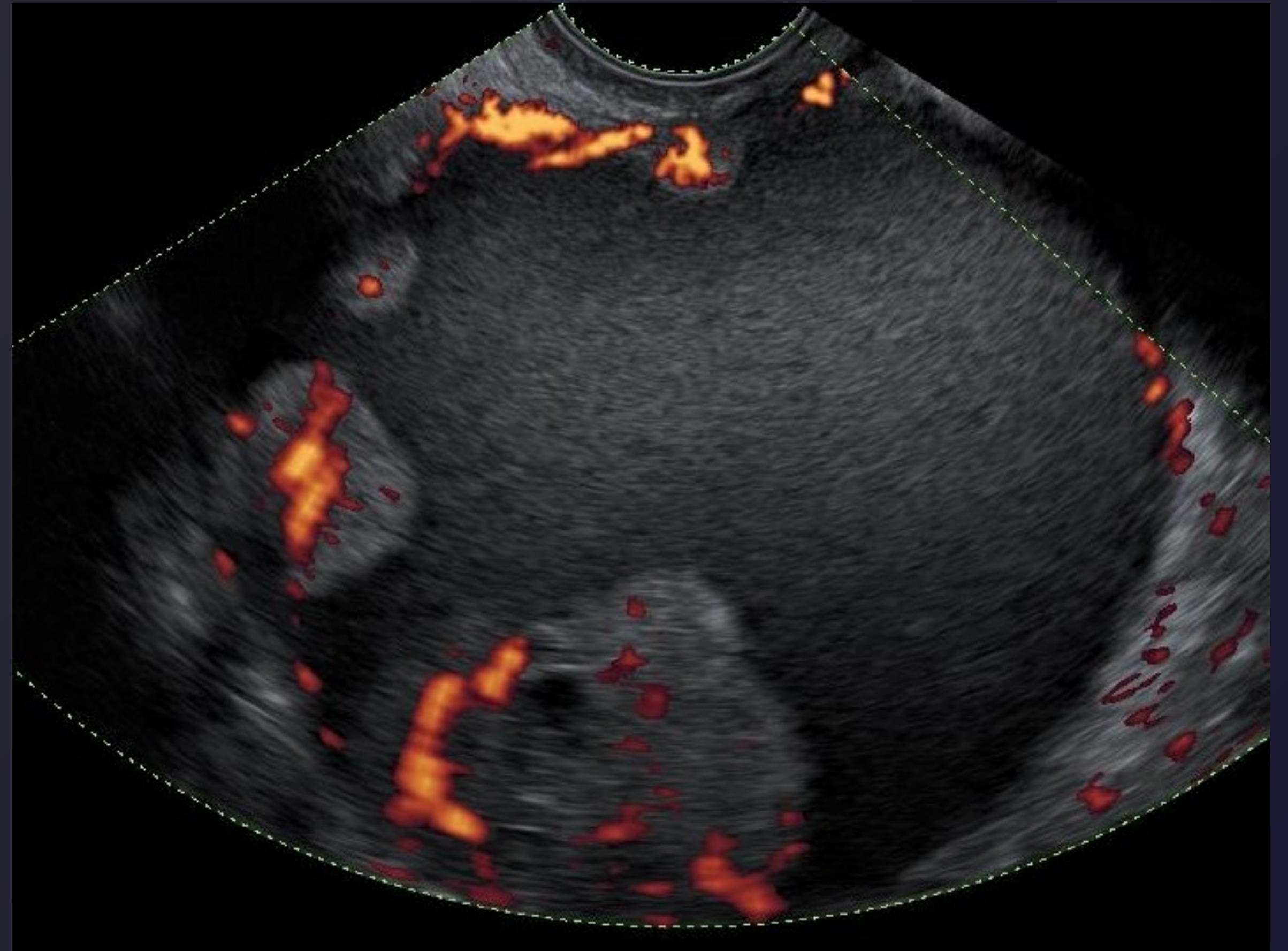
1 in 4

Benign tumours misclassified as cancer

Healthcare shouldn't be a guessing game

1 in 5

Cancers classified as benign

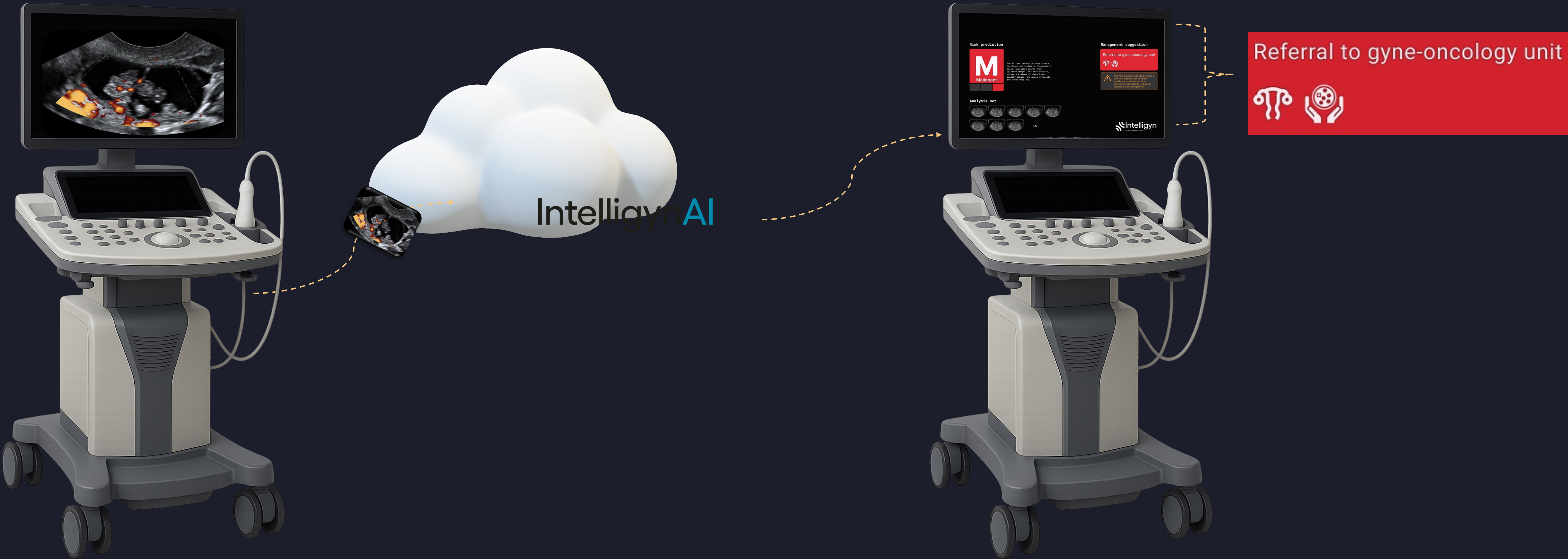


Imaging needs to be accurate



Biopsy is not an option

An intelligent co-pilot for gynecology



Ultrasound scan by clinician

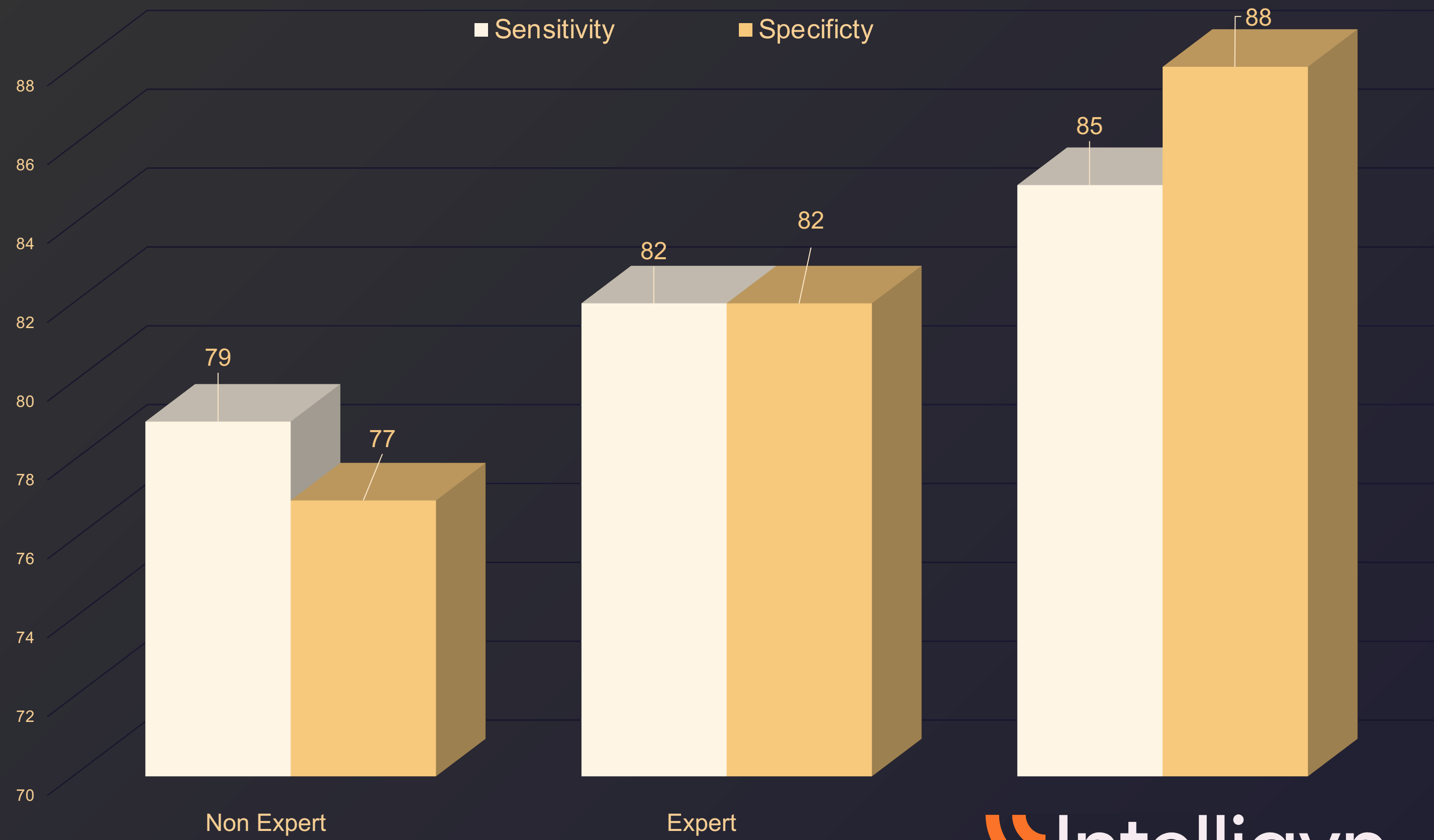
----- Analysis

----- Diagnosis & Triage

“...it’s like having a trusted expert quietly looking over your shoulder...”

(Radiologist, Stanford Medicine)

Validated in Nature Medicine



- 3500+ patients
- 20 hospitals
- 8 countries
- 66 physicians

*2025 Christiansen, F., Epstein, E et al.



Clinical performance driving ROI

34%

reduction in misdiagnosis

63%

reduction in unnecessary referrals

~ €1.1M in annual savings at Södersjukhuset, Stockholm, Sweden

Team Intelligyn



Founder/CEO
Prof Elisabeth Epstein
Karolinska Institute
Ultrasound Expert
Stockholm, Sweden



CoFounder/COO
Hayley McLaughlin
MedTech Specialist
Sonographer
Palo Alto, CA, USA



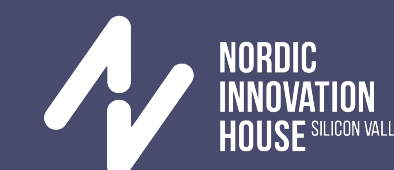
CoFounder/CTO
Filip Christiansen
ML Engineer
Computer Vision
Stockholm, Sweden



Solution Architect
Måns Åkerlund
IT Network & Integration
Stockholm, Sweden



Senior Regulatory advisor,
PRRC
Maria Sandqvist
Stockholm, Sweden

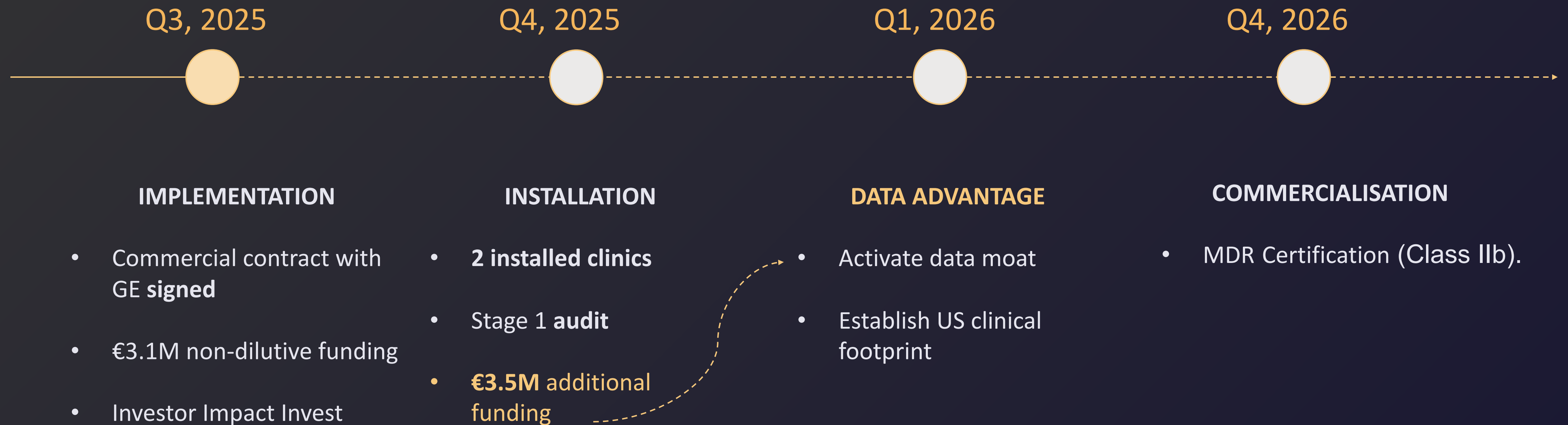




Holly Uber

Innovation Catalyst / Investor / Advisor

Traction & Data



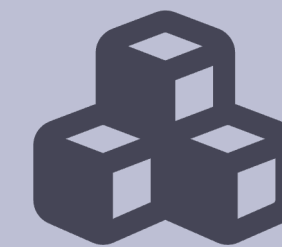
Need

\$1M pre-seed
to hit our next milestones



Regulatory

- MDR
- DeNovo FDA
- US Clinical Footprint



Commercialization

- Sales model testing
- Sales organization
- Partners & distribution channels

Join us transforming gynecological care —
IntelligynAI co-pilot for first time right diagnosis



elisabeth@intelligyn.ai

PLUGANDPLAY

SU SUMMIT

STARTUP PRESENTATION



WaveView Imaging

Developing pain-free and timely breast imaging.

#PNPTCSummit

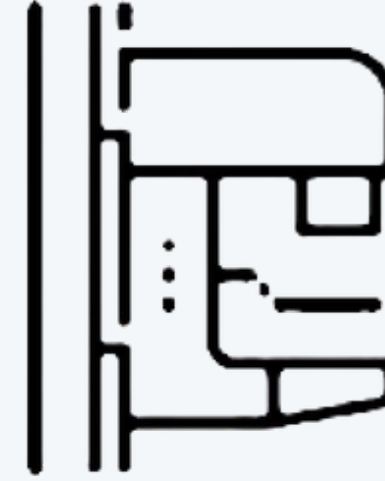
Join us at pnptc.com



BREAST HEALTH MONITORING
FOR
EVERYONE



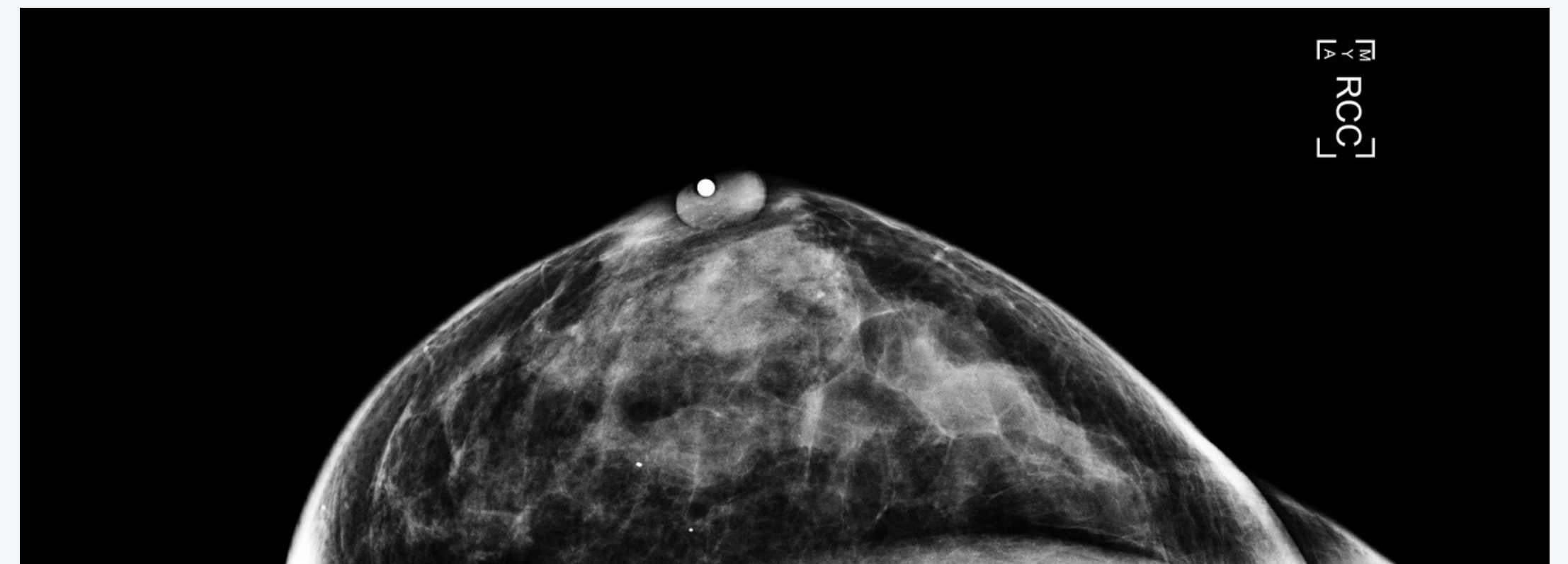
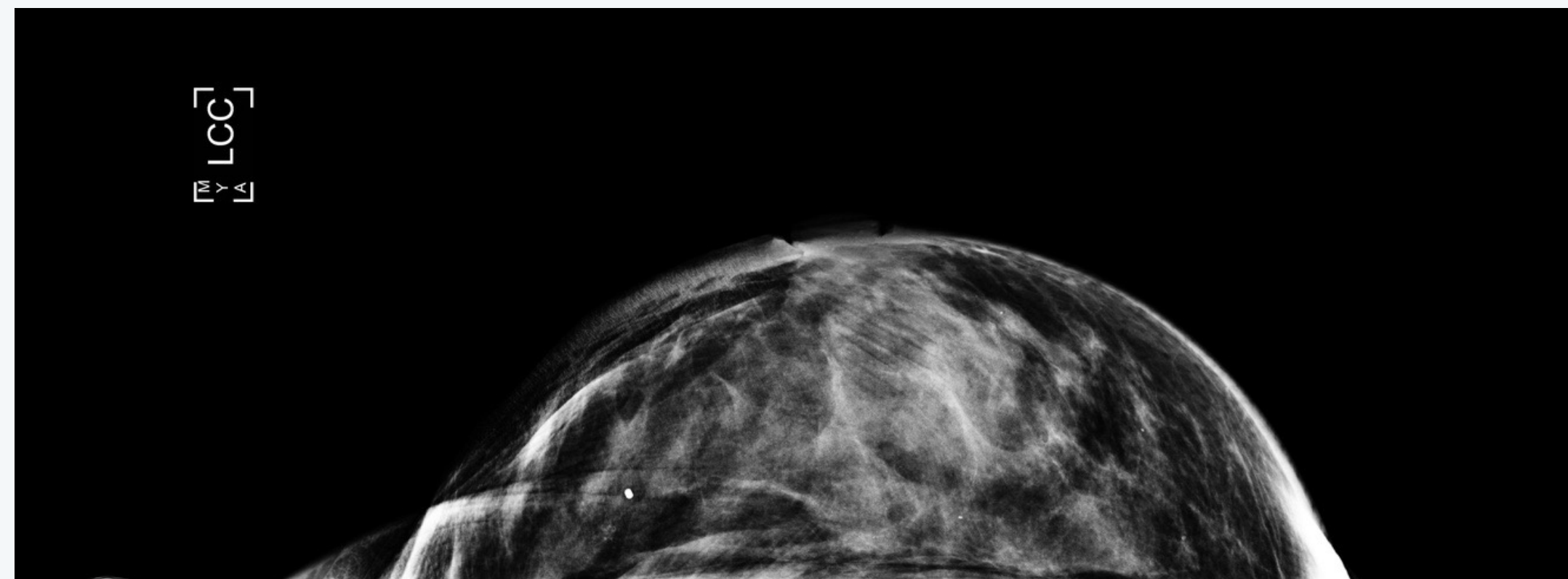
Winner of Pfizer Canada's
Healthcare Hub Prize 2023



X-ray
Mammo

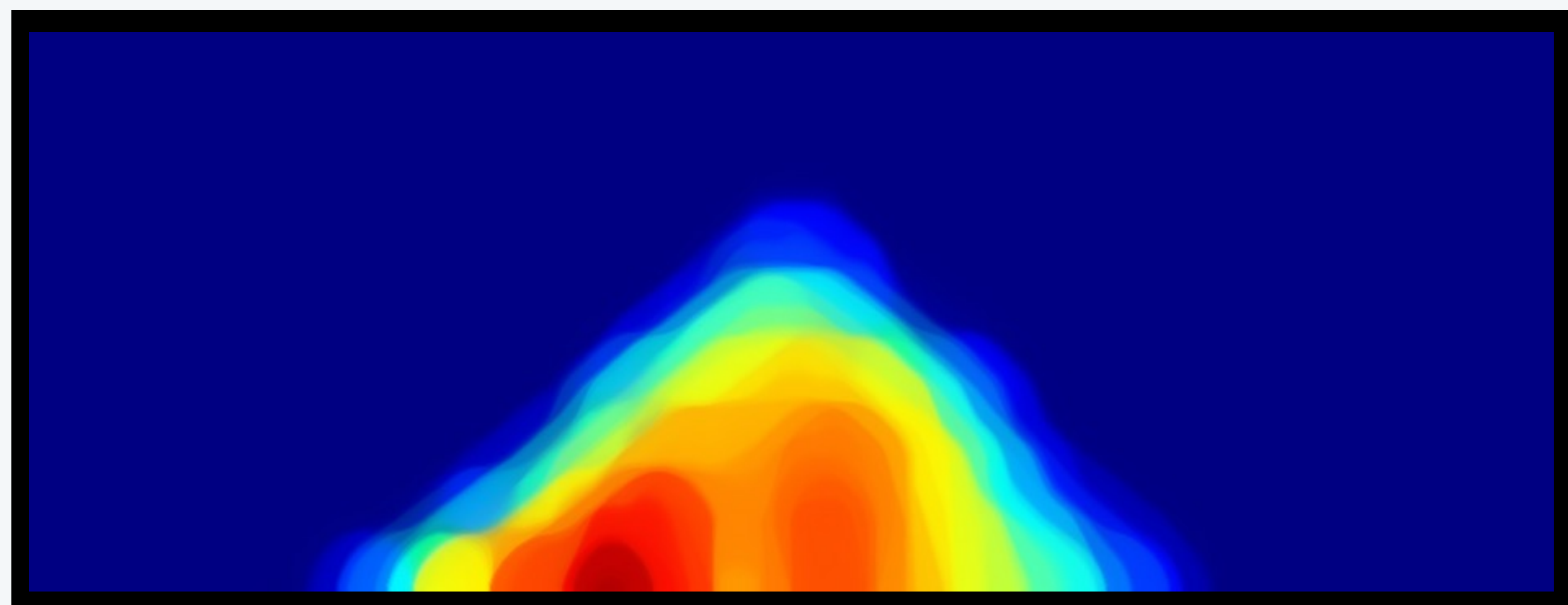
Left

Right

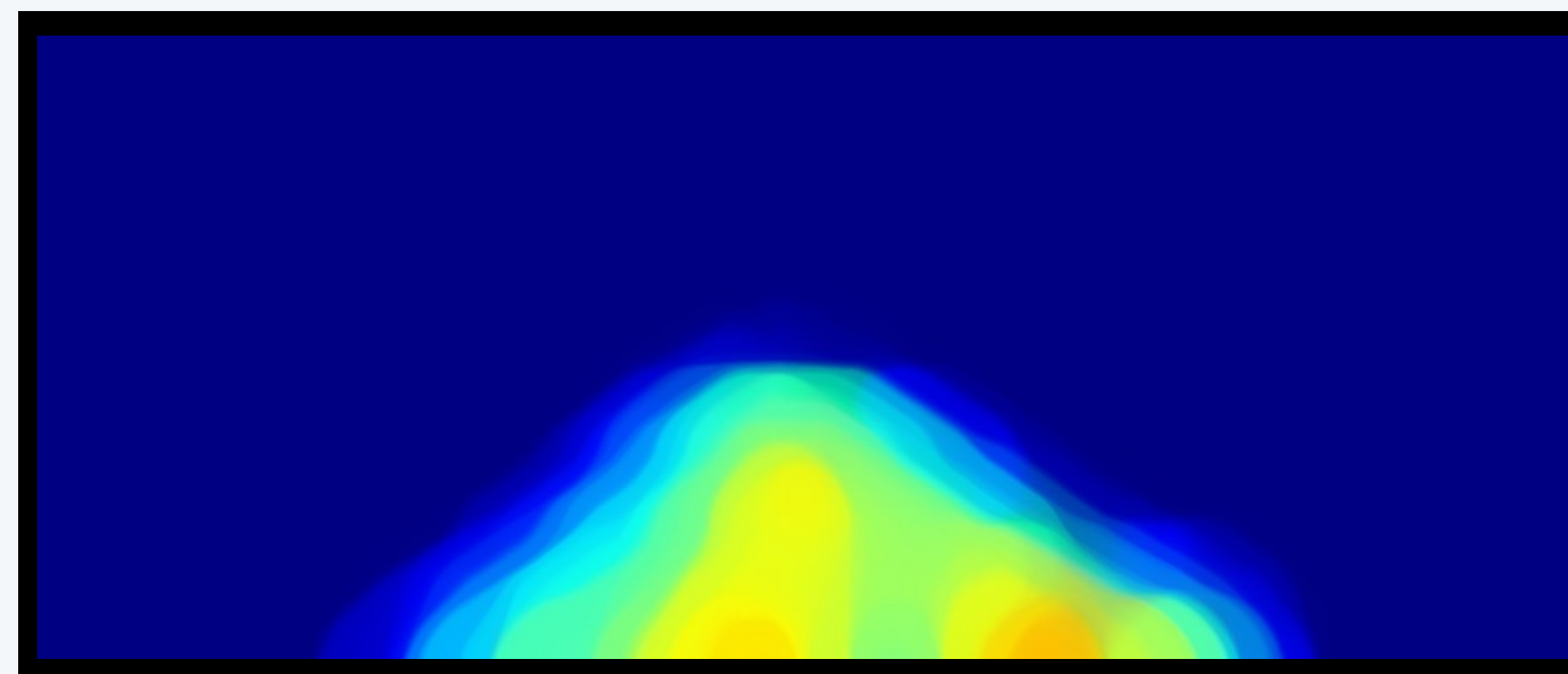




Left



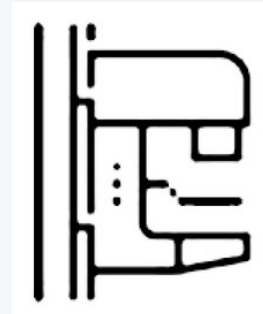
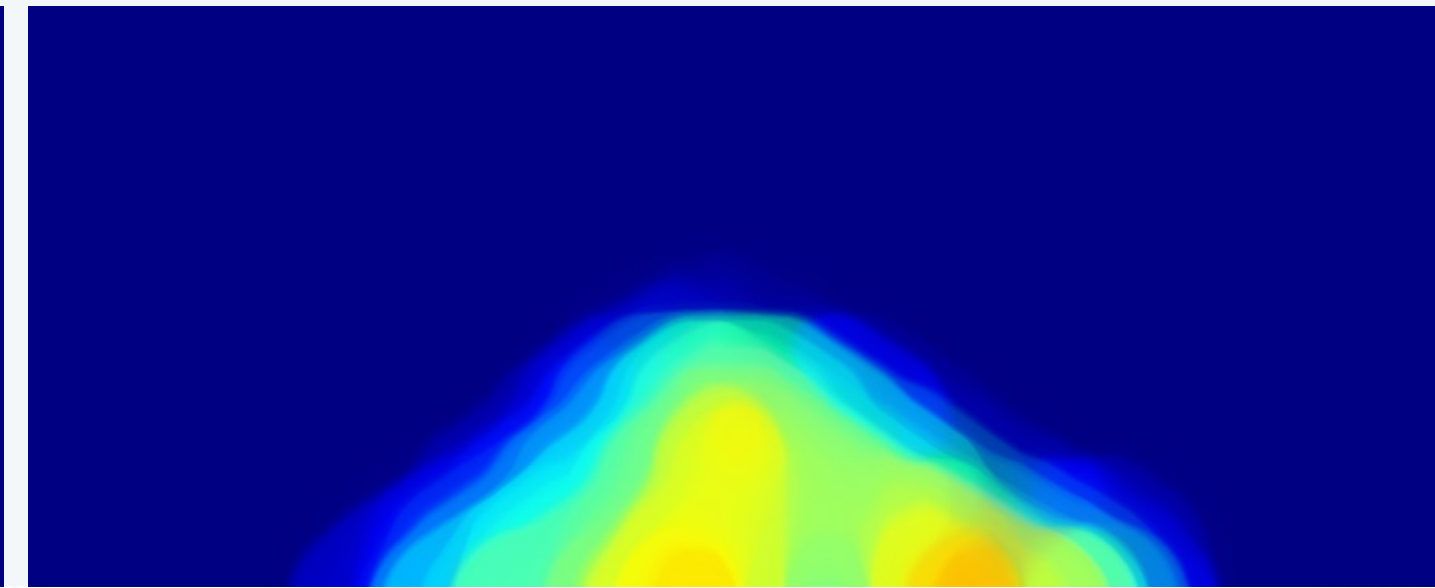
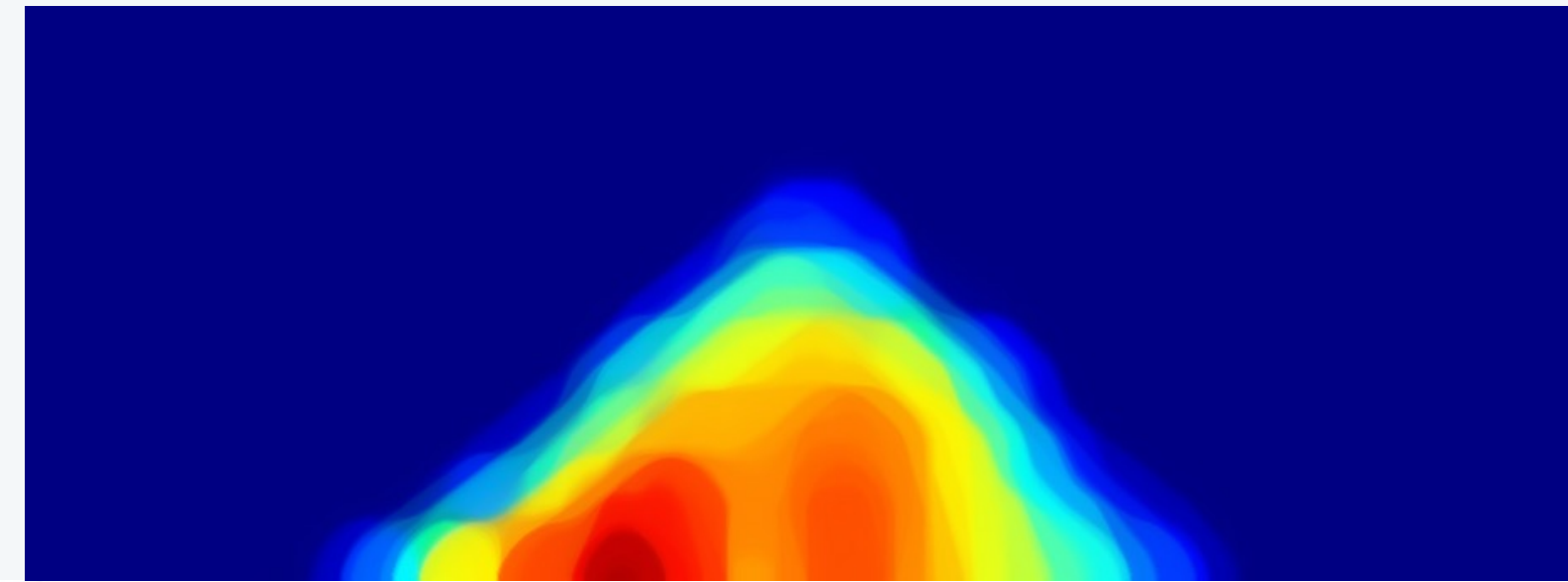
Right



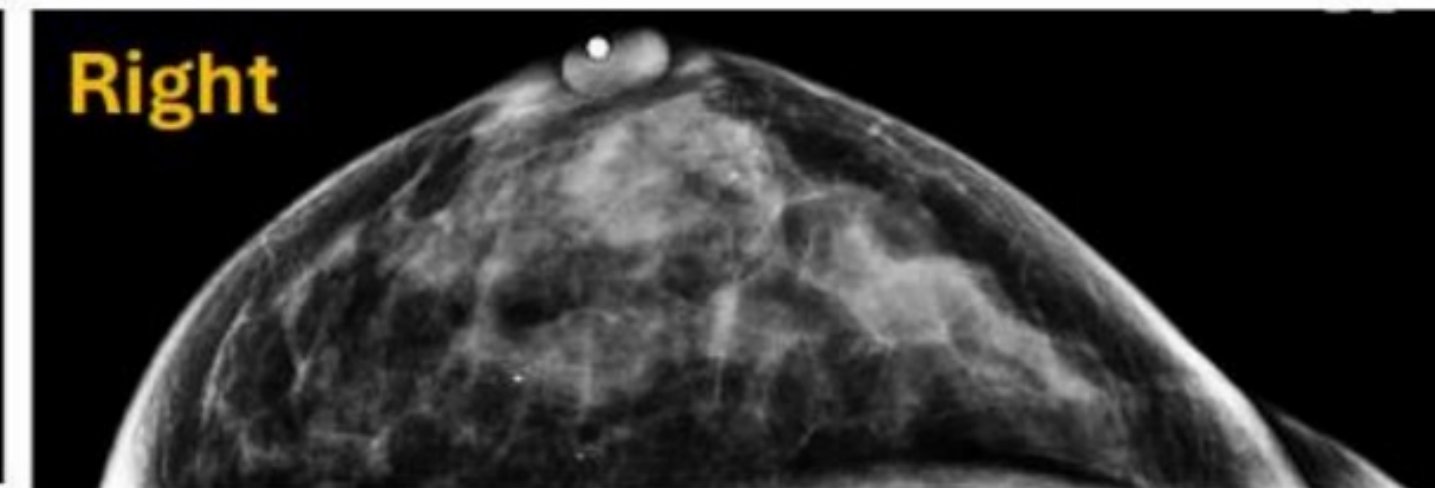
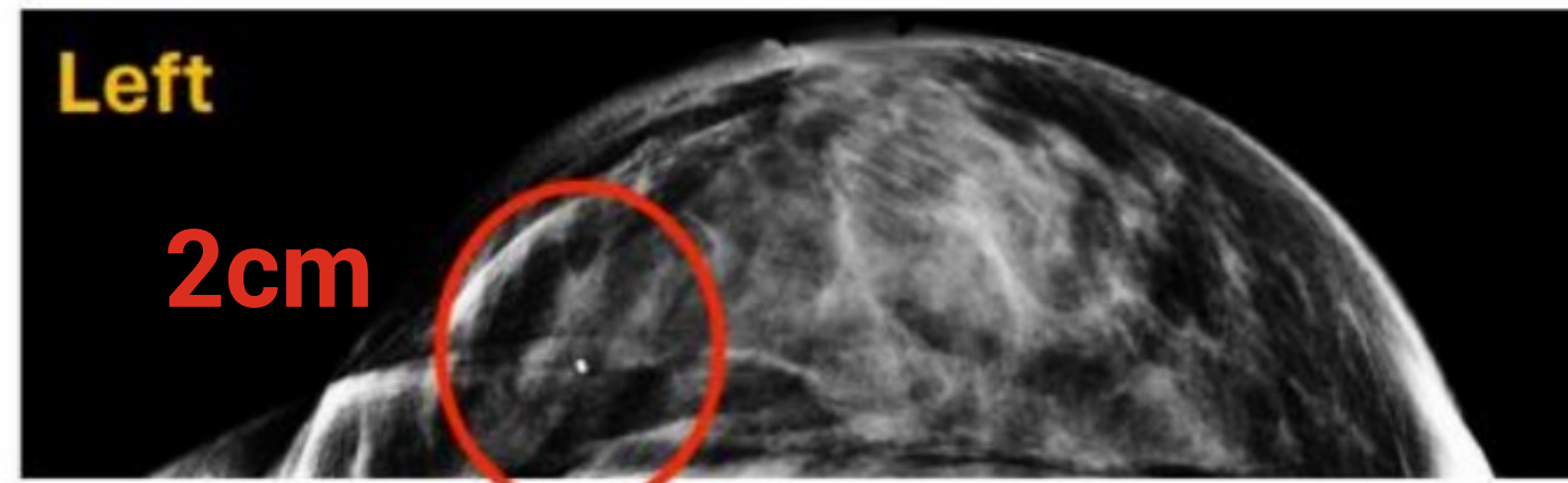
breast with **tumor**

healthy breast

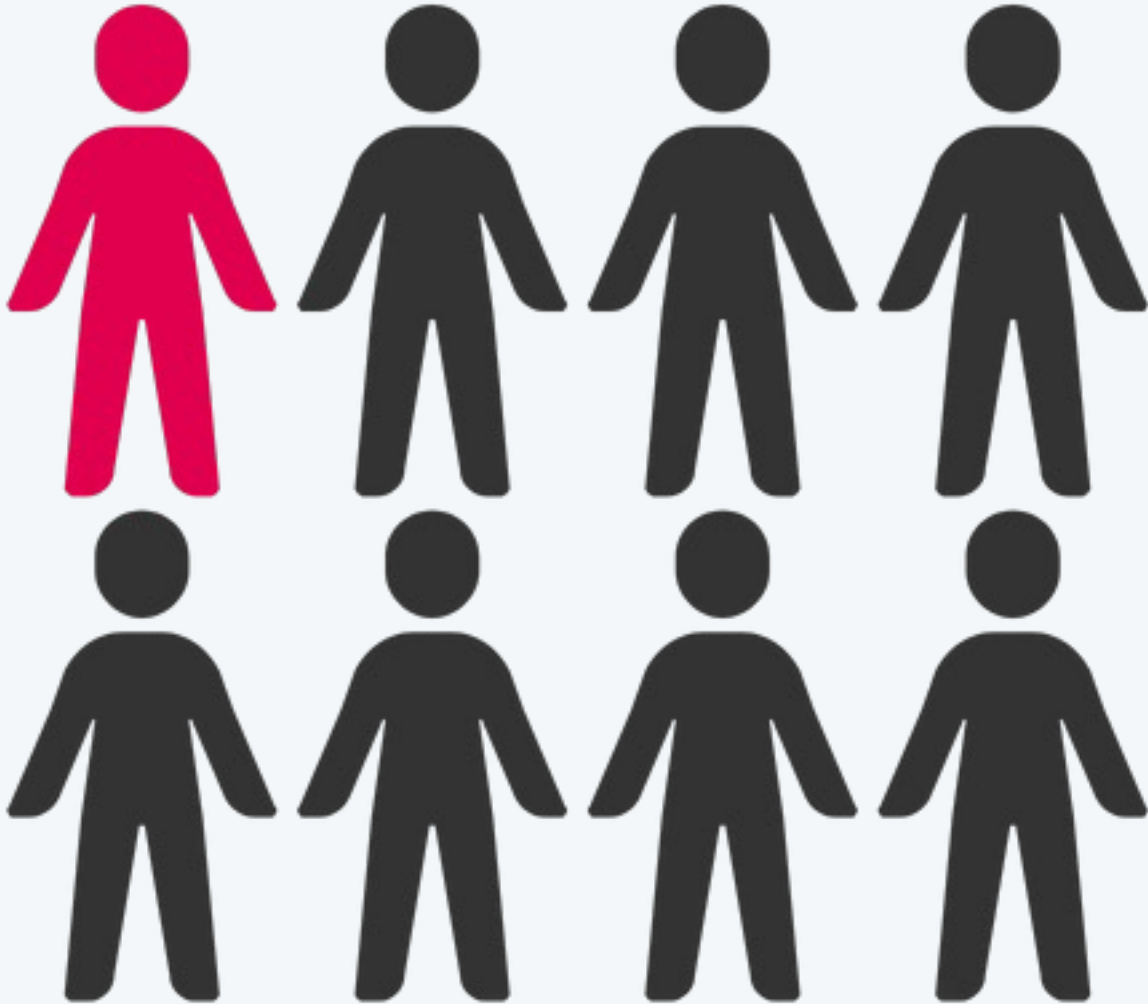
 Wave View
Imaging



X-ray
Mammo



BREAST **CANCER**



Safe



Simple



Portable



Comfortable



Immediate



Sensitive



**CERTIFIED
MEDICAL
DEVICE**

**COMPLIANT WITH
ISO 60601-1**



BREAST IMAGING: \$5.45B GLOBAL MARKET

2027

Breast Health Monitoring

Primary Care Clinics



Implant Monitoring

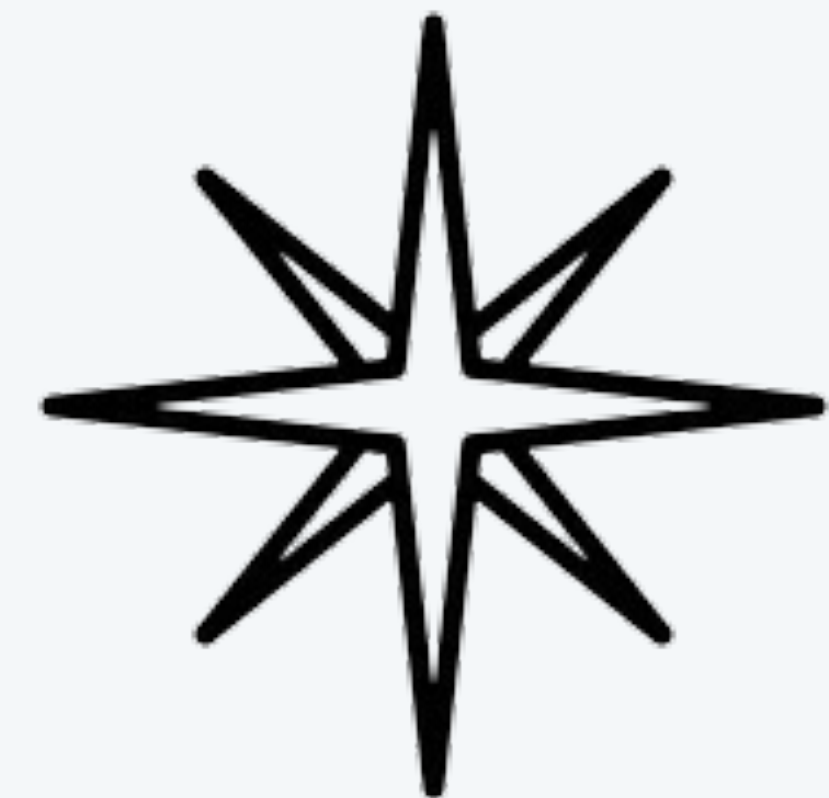
Plastic Surgery Clinic



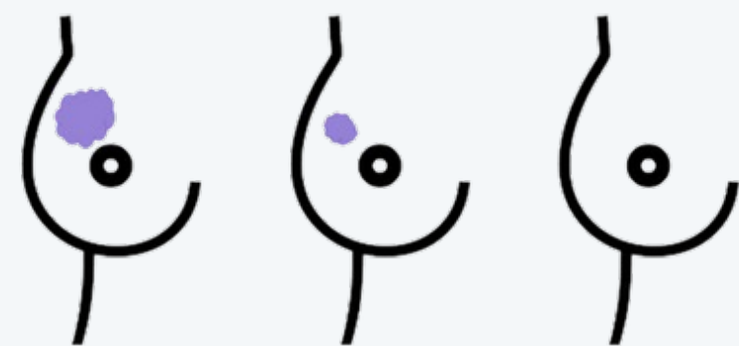
Adjunct for Screening

Diagnostic Imaging Clinic

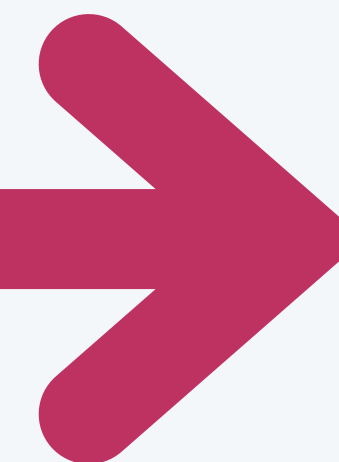
SAM - \$1.2B



Treatment Monitoring
Cancer Centers



Stepped approach to market entry



Our North Star!

Wave View Imaging

PRE-SEED RAISE
to on market by 2027

US\$ 1.5M

SAFE

Post Money Valuation:

US\$6M

Discount:

20%



(403) 870 2377



www.waveviewimaging.com



jeremie@waveviewimaging.com



PLUGANDPLAY

SU SUMMIT

STARTUP PRESENTATION



Remmie Health

The first FDA-registered ear-nose-throat monitor designed especially for parents.

#PNPTCSummit

Join us at pnptc.com



Remmie AI-powered Ear-Nose-Throat Virtual Care

Get to the answer faster, at-home

Jane Zhang, PhD/MBA | Founder, CEO
jane@remmiehealth.com



The current ENT patient journey is broken



**120M ENT Dx each year;
50% Chronic;
1M Ear tube surgeries**



**Virtual visit
not possible without
devices**



**3-9 Months wait time
for ENTs or unnecessary
ER visits**

Remmie AI enables virtual ENT workflow and diagnosis: accessible, reimbursable, scalable



Otoscope & App



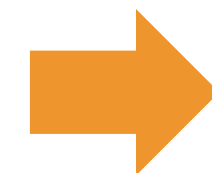
AI



Data Service



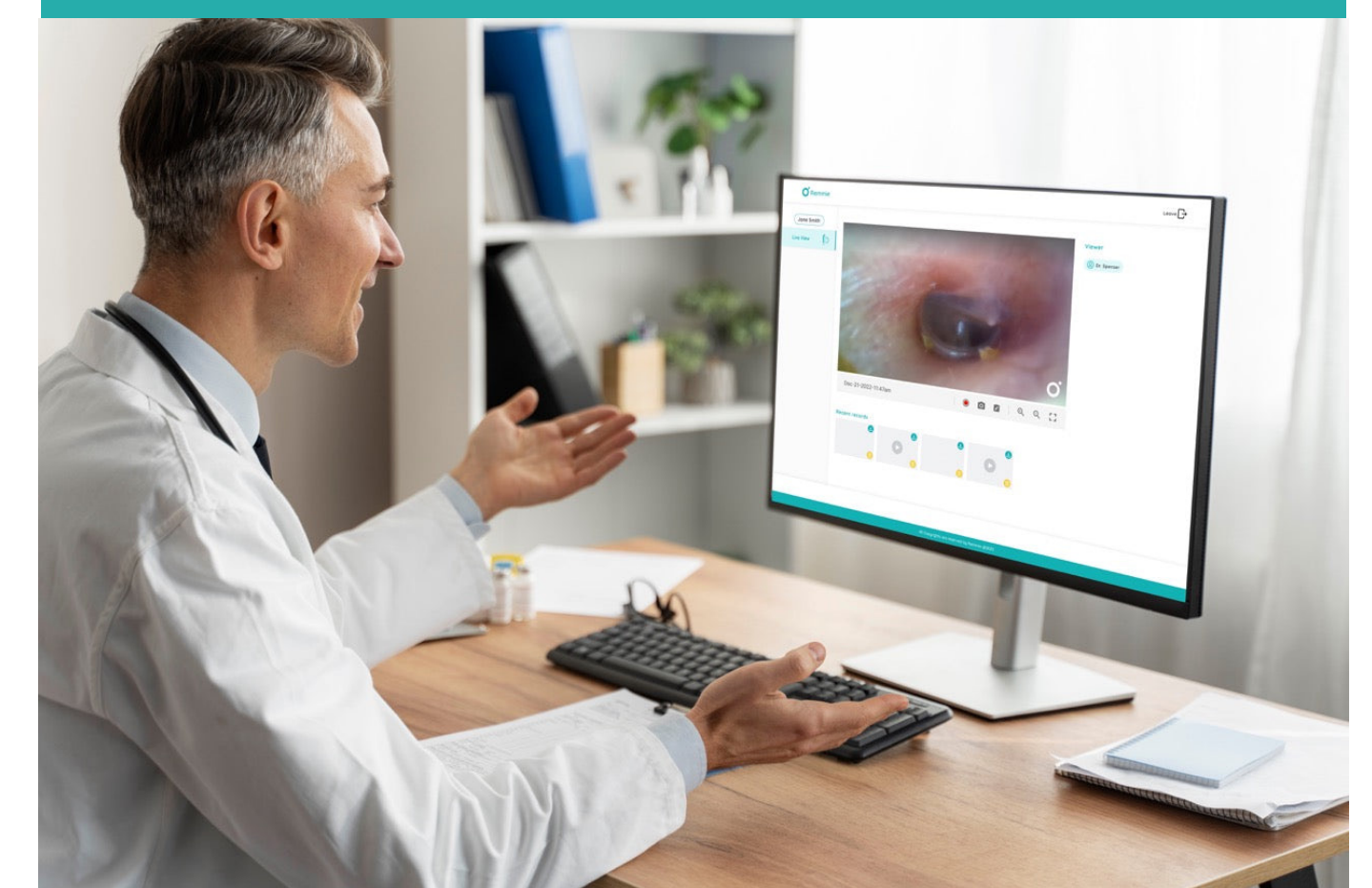
Device +
Screen and Onboarding



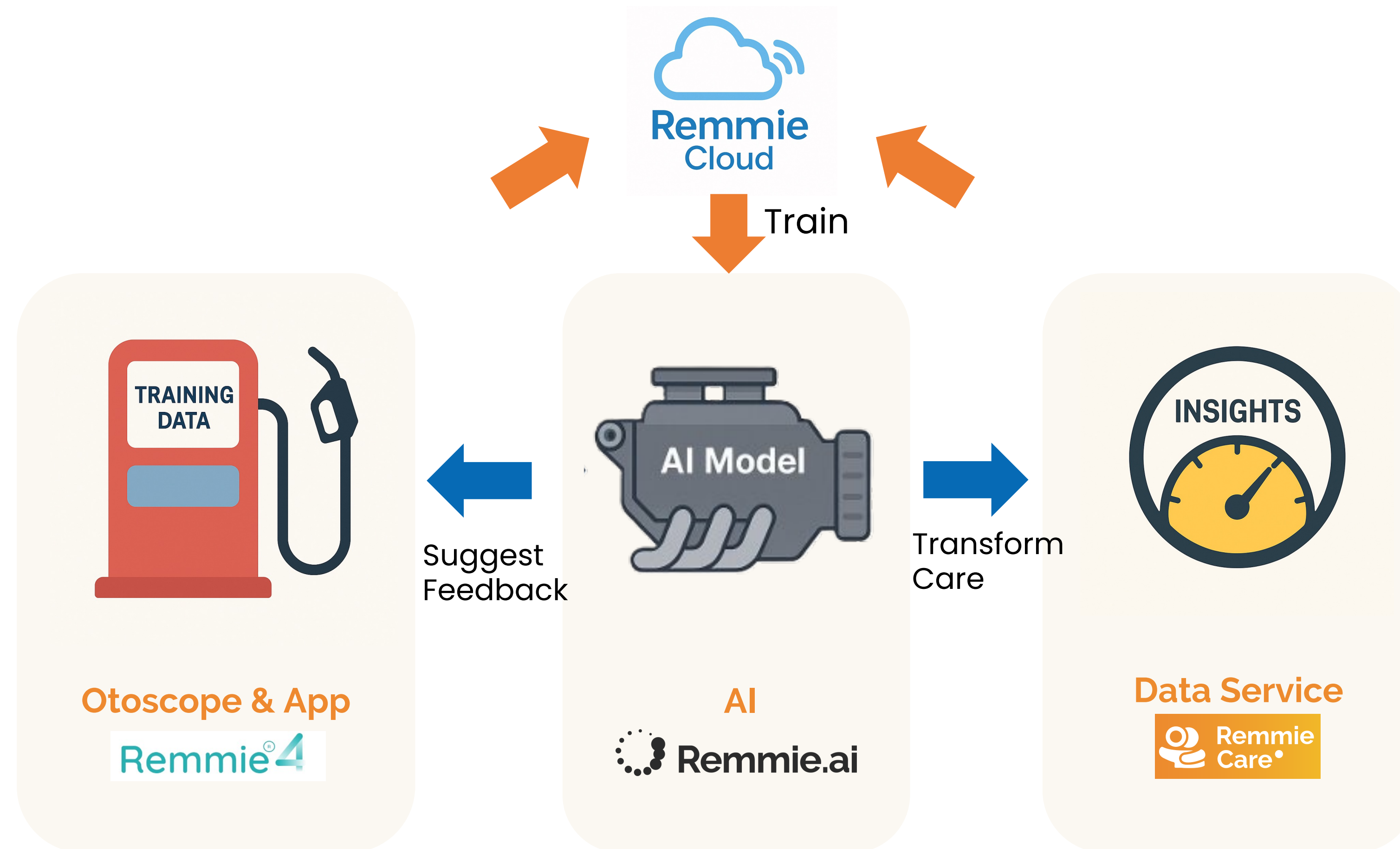
Symptom sharing from
patients to enable virtual visits



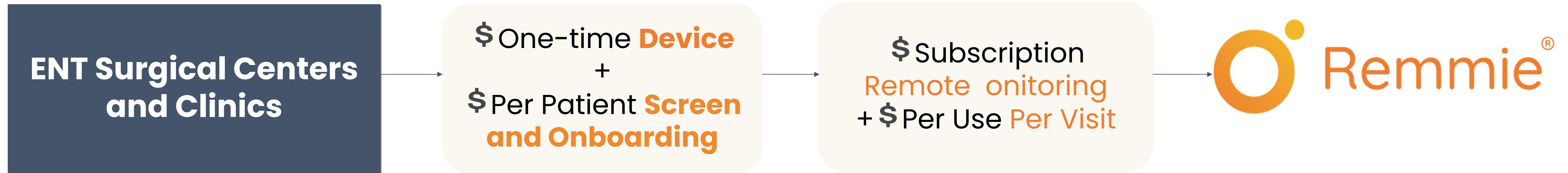
Rx / OTC plan and follow-ups



Remmie AI is fueled with exclusive asset of 20,000+ clinically-labelled training data (image-text), 95% diagnosis accuracy and scalable to 22+ ENT conditions

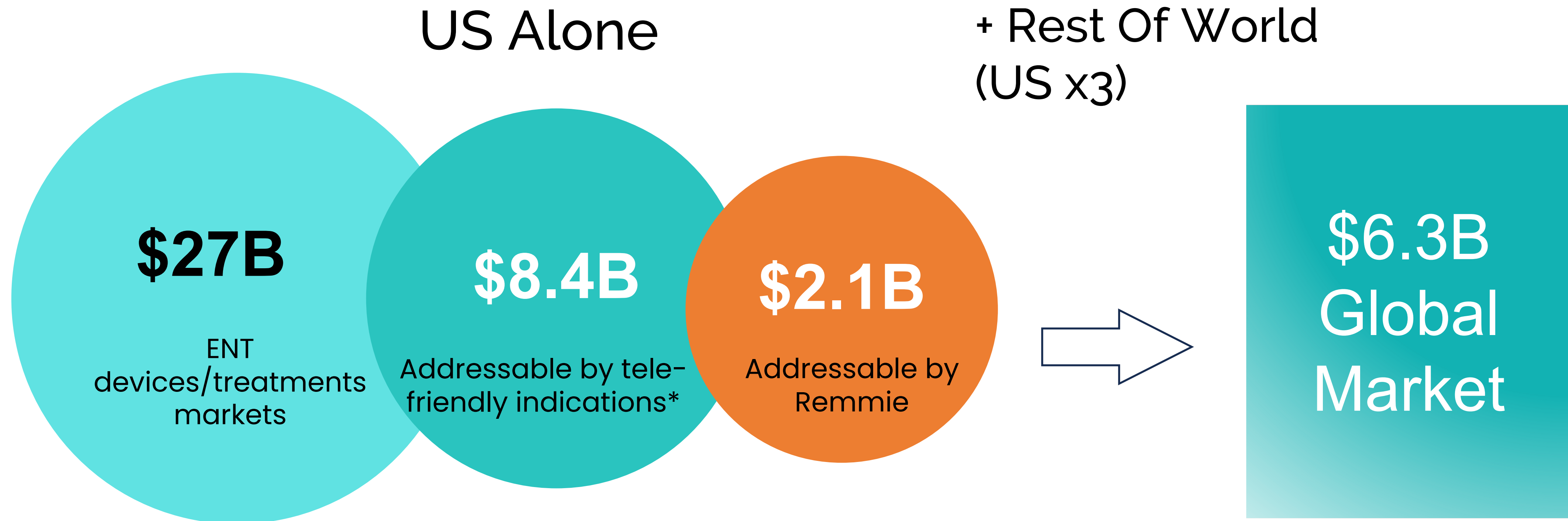


Remmie sells to ENT surgical centers and clinics with **margin on SaaS**



 **Telehealth & Remote Monitoring Codes were Established**

Reachable market is large without owning the whole ENT category



22+ ENT diseases addressable online incl. but not limit to: Hearing loss, Ear tube surgery, Chronic rhinosinusitis, Acute otitis media (AOM)

Remmie's Long-Term Vision: **Start Clinical, Scale SaaS**

Pre-Seed \$850k (closed)

\$4.7M Non-dilutive (received),
Seeking \$6M Seed

LONG TERM

**Scale:
B2B SaaS**

NOW

Device

- ✓ E-commerce / Providers
- ✓ FDA Class 1 and FSA/HSA eligible
- ✓ 2500+ accounts, 100 clinical sites
- ✓ 30k+ exams

MEDIUM TERM

**Pilot:
ENT Virtual Clinic**

- ✓ Focus on Ear and Children
- ✓ Established reimbursement
- ✓ Clinical POC from



- + Telehealth license in 1 State**
- + Collect real clinical data**
- + Validate outcomes**
- + Refine AI**

- + Integrated as AI ENT enabler for health systems
- + ENT Partnerships
- + Adults
- + Nose and Throat
- + Efficiency and Performance

Exit to medical device or healthtech firms

The Remmie Health team includes seasoned industry veterans and serial entrepreneurs



Clinical Advisory



Sunil Ummat, MD/MBA Gene Liu, MD



Jane Zhang, PhD/MBA
CEO

- Serial founder
- Ex-Amgen, BD, ZS
- PhD Biomed Eng
- UW Mech Eng Faculty
- UCLA MBA



Kosin Chen, MS
Product

- 10+ years tech product and program leadership
- PMP Certification, Scrum & Agile 10+ years
- Ex-Lucidworks Search Engine Product Manager



Richard Smith, MBA
Commercial

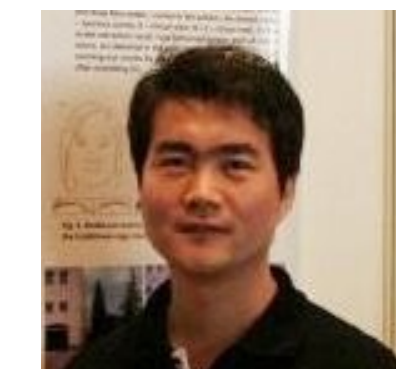
- 25 years medtech business dev experience
- Ex-J&J managing \$6B sales
- Serial business owner & General manager



Hadley Washburne, MBA
Strategy & Ops

- 15+ years health system Strategy & Innovation
- Ex-Providence, Accenture
- Deep experience in tech adoption in clinical setting

Tech Advisory



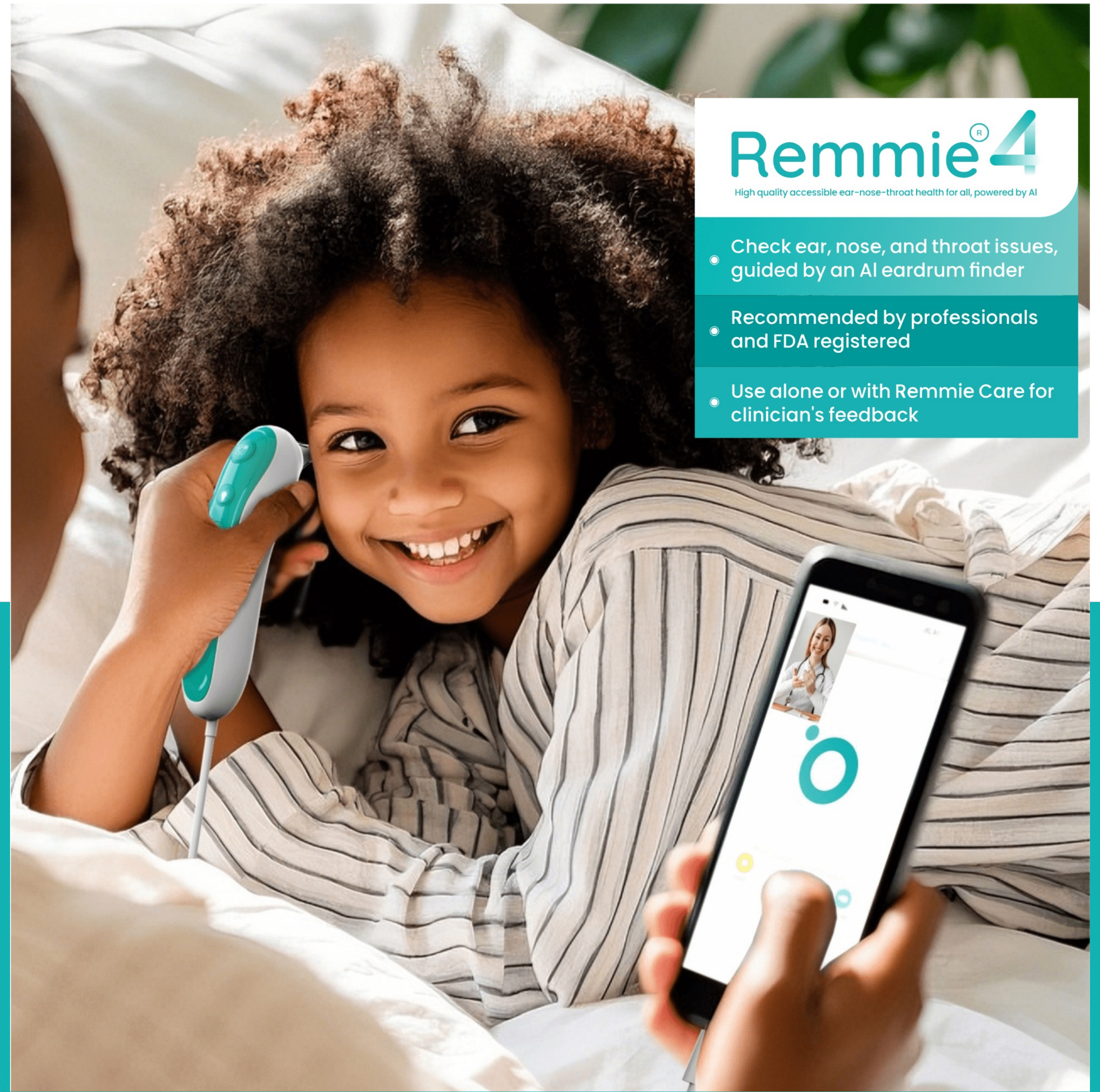
Robin Zhang, PhD EE Cheng Liu, PhD Stats





The Future of ENT Care for All

jane@remmiehealth.com
www.remmiehealth.com



Remmie⁴
High quality accessible ear-nose-throat health for all, powered by AI

- Check ear, nose, and throat issues, guided by an AI eardrum finder
- Recommended by professionals and FDA registered
- Use alone or with Remmie Care for clinician's feedback

PLUGANDPLAY

SU SUMMIT

STARTUP PRESENTATION



CellCo

A therapeutics company using synthetic biology and AI to create life-saving medicines.


#PNPTCSummit

Join us at pnptc.com





Engineering Breakthrough Medicines with Molecular Simulation and AI


Leadership




Franco Goytia
 Chief Executive Officer
 2x founder (both exits), BS Econ
 Former Caspr CEO



Carla Gimenez
 Chief Scientific Officer
 PhD, Synthetic Biology
 Former Caspr CSO




Sofia Valla
 Chief Program Manager
 PhD, Biotechnology, Glycobiology

Anselmo Reggiardo
 Chief Product Officer
 PhD, Biochemistry

Rodrigo Cossio-Perez
 In-Silico Lead
 PhD, Computational Biology



Team of 19 FTEs
 HQ in San Francisco


Advisors




Michael Jewett
 Cell-Free Synthesis
 Professor of Bioengineering at Stanford University



Francis deSouza
 Executive leader & builder
 Former CEO of Illumina, entrepreneur & business executive




Matthew DeLisa
 Protein Biogenesis
 Director of the Institute of Biotechnology Cornell University



Ali Al-Hakim
 Regulatory
 Former FDA Director New Drug Products



Mattheos Koffas
 Glycans Biocatalysis
 Professor & Group Leader at RPI



Diego Rey
 Start-up executive & builder
 Endpoint health, GeneWEAVE (acq. Roche)



Pablo Ivan Nikel
 SynBio
 DTU Prof. & Group Leader, Novo Nordisk Foundation.



Rene Labatut
 Manufacturing Biologics
 Former VP Manufacturing Tech at Sanofi

SUPPORTED BY

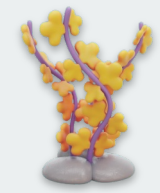


© Glycans – Biology’s Master Regulators

Why Glycans Matter



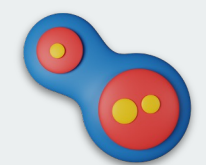
Master regulators:
cell recognition, signaling, immunity



Organ specificity:
control organ targeting



Barrier protection:
immune balance, integrity



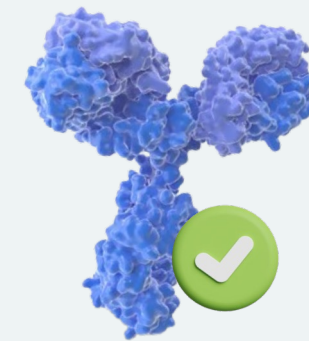
Vast design space:
high structural diversity

Glycan’s Impact in Medicine



Heparin

World’s go-to anticoagulant for surgery, dialysis, VTE.
100M patients/year, \$10B market



mAbs

Fc N-glycan at Asn297
Stability and effector function
+150 FDA-approved tx, \$250B



GaINAc

Glycan conjugate, enabled the siRNA era: used in 6 of 7 FDA-approved siRNA therapies for liver delivery.

Current Limitations

- Glycomes poorly mapped, under-characterized
- No predictive design tools or models
- Complex manufacturing: animal-derived, costly chemistry
- Data scarcity: <0.1% structures mapped vs. proteins

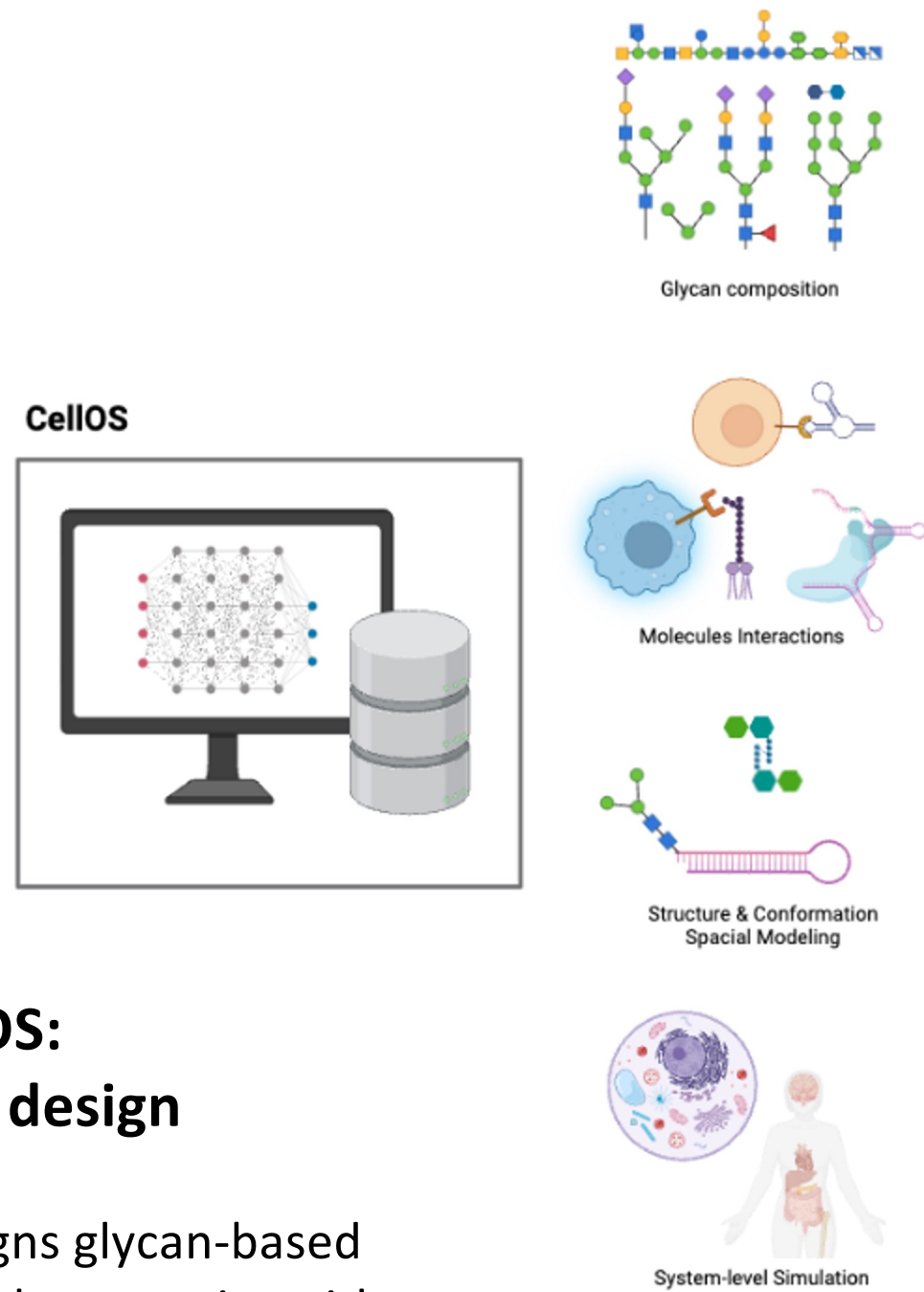
>200,000
Proteins

< 100
Glycans



Full-Stack Glycan Engineering

Multi-layered platform to model, build, and test novel glycans

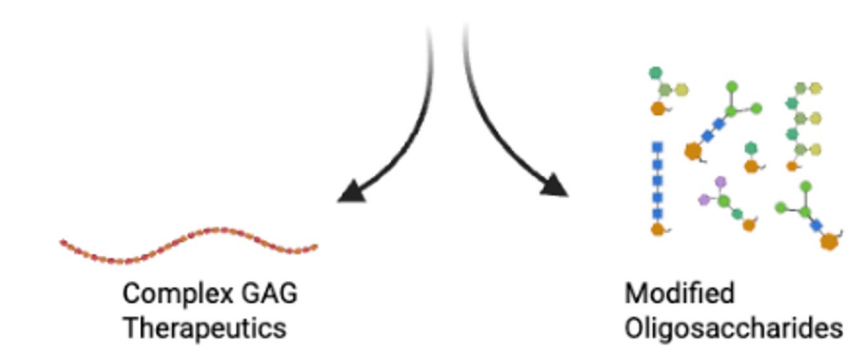
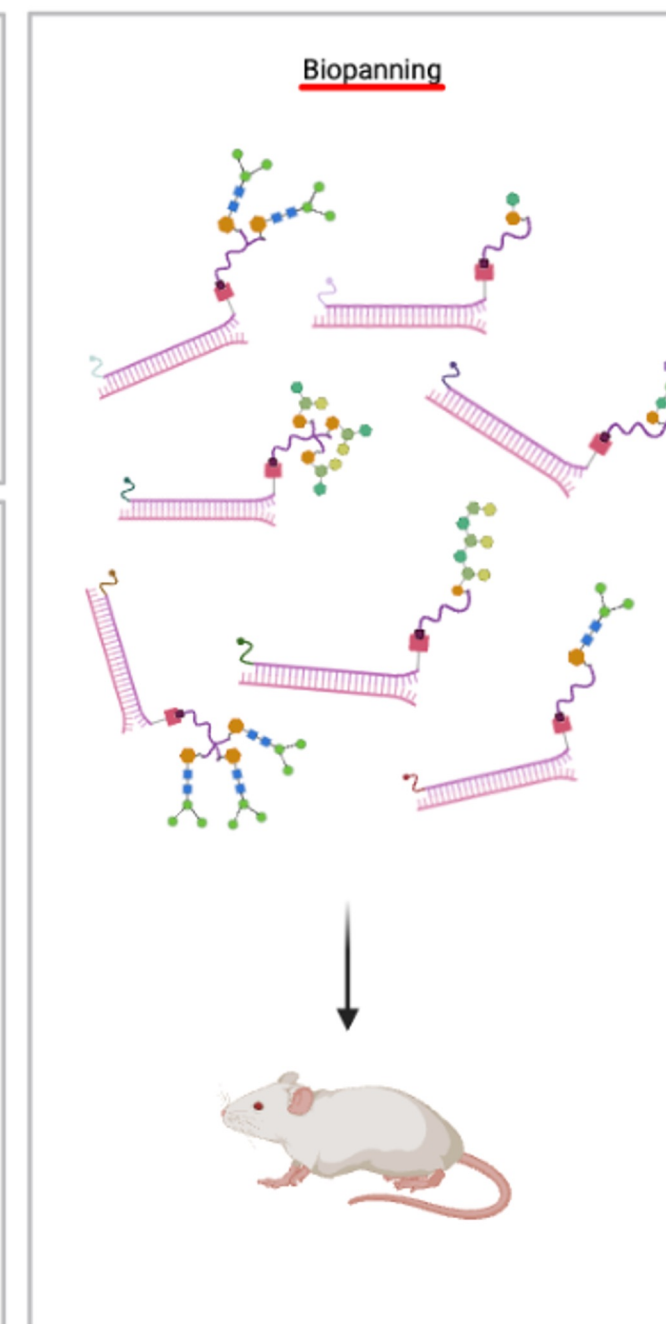
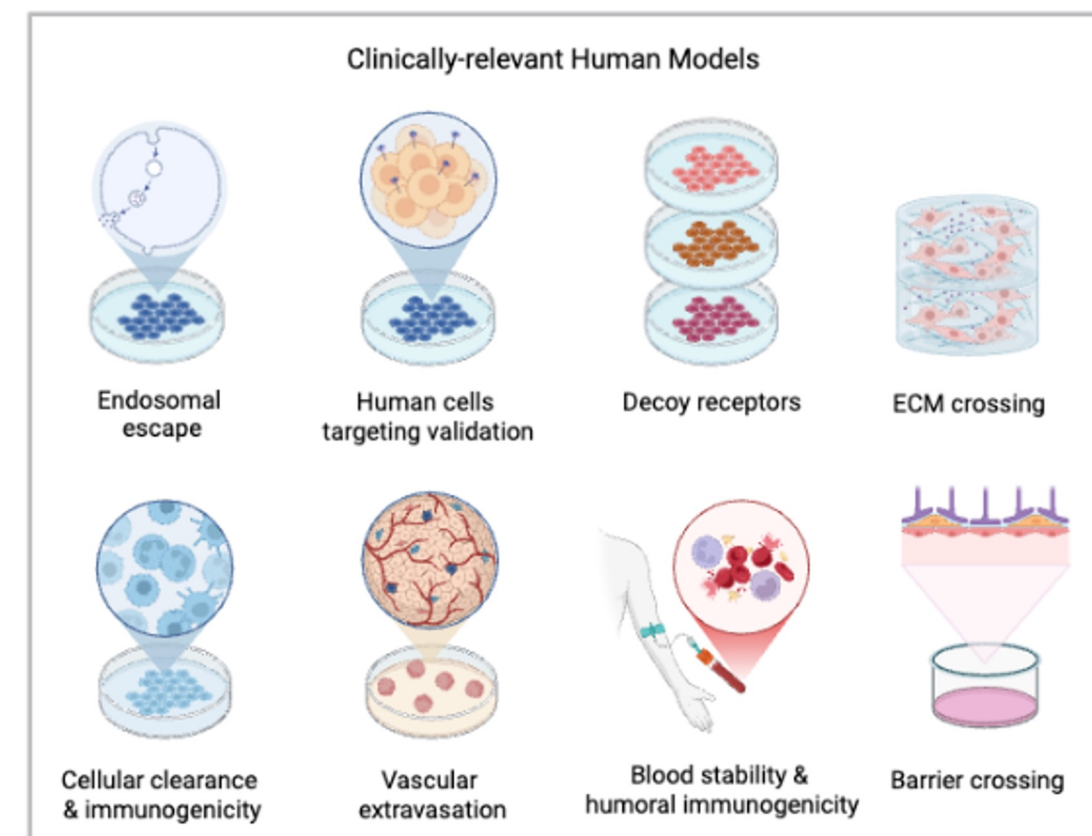
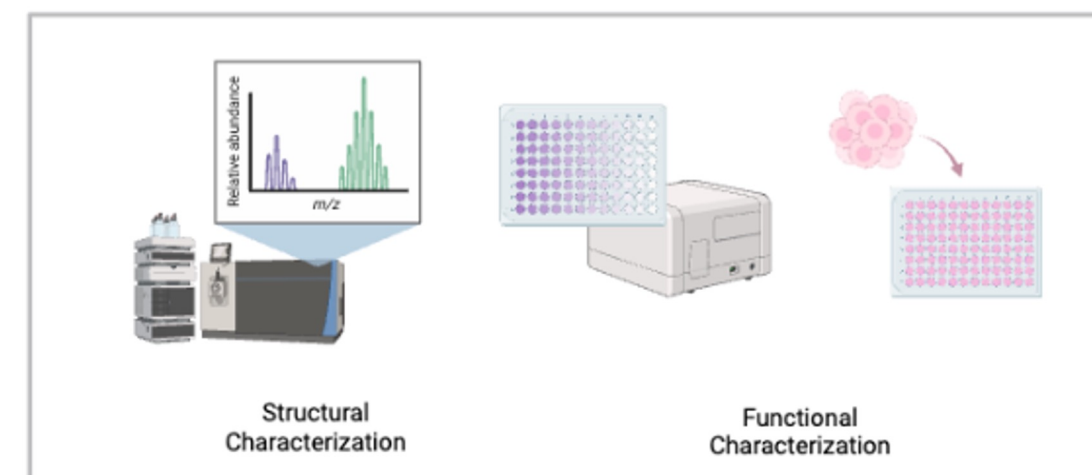
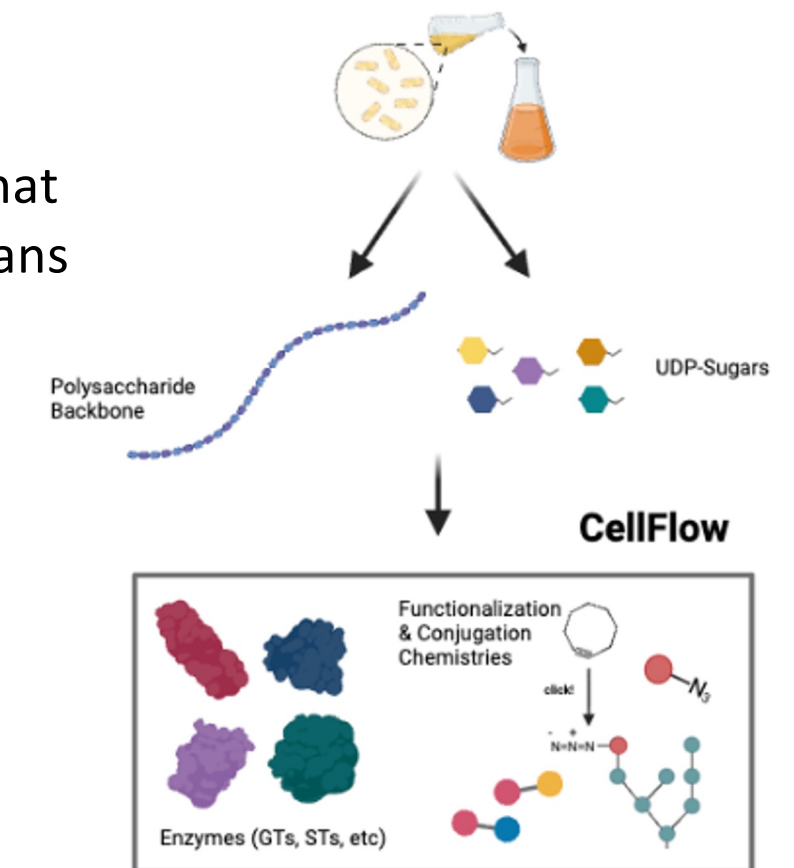


CelIOS: Smart by design

AI engine that designs glycan-based and glycan-enabled therapeutics with optimal composition and structure for higher potency and improved drug-like properties.

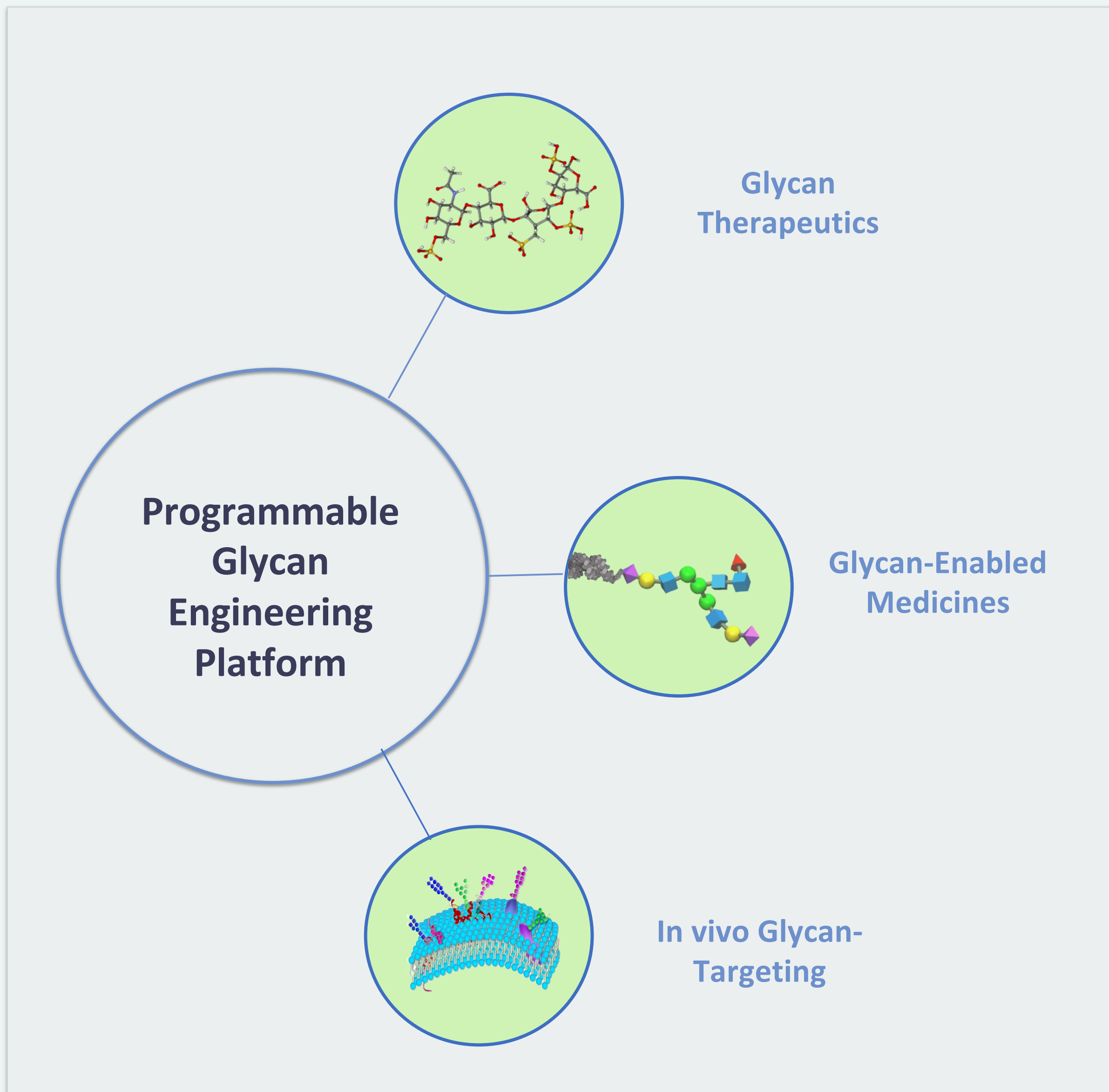
CellFlow: Design into product

Programmable chemoenzymatic platform that can build, customize and scale complex glycans with precision and speed.

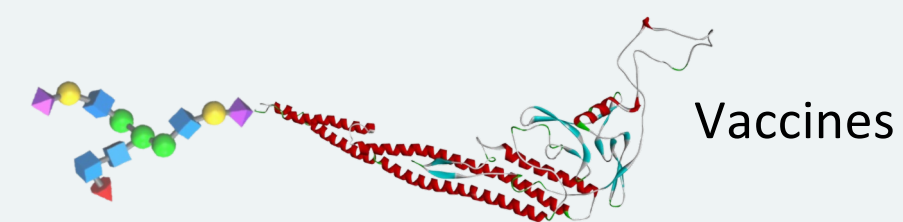
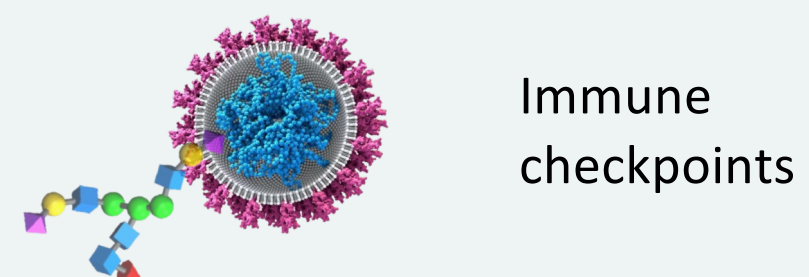
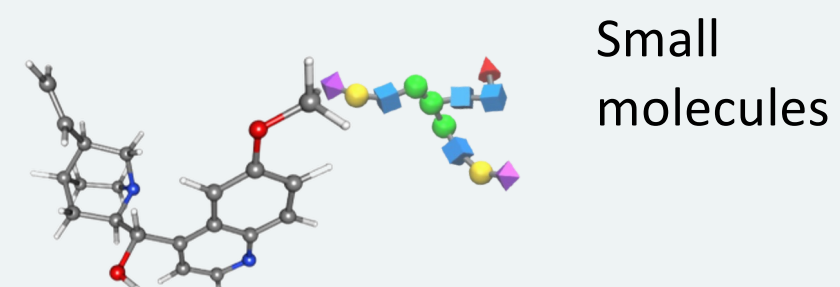
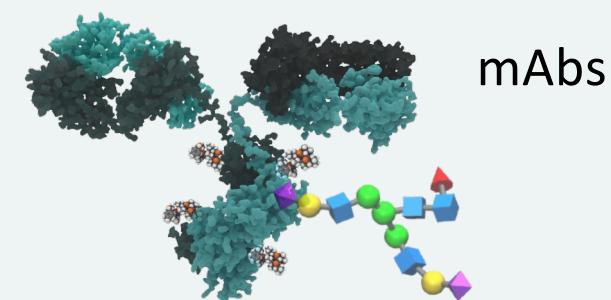


Structural and functional characterization, product-driven MT screening & data-driven HT biopanning systems combined with clinical-relevant human models.

© | Unlocking the Next Era of Glycan-Enabled Medicines



Glycan-Enabled Medicines



CellOS + CellFlow make glycans programmable for medicine. By combining high-throughput biochemistry with synthetic data and AI, the platform designs and verifies glycan structures with precision, creating a new programmable layer for therapeutics.

This enables a broad portfolio of next-generation medicines. From RNA delivery and antibody tuning to cell therapies, immune modulation, and biomaterials, glycans act as switches that expand what drugs can do and where they can act.

Unlocking the Next Era of Glycan-Enabled Medicines



BIOX-1

Biosynthetic anticoagulant

“Quick Breakthrough/Win”

Big Market + Fast FDA Path

Transforming a \$10B market with the first biosynthetic heparin.

Abbreviated FDA 505(b)(2) pathway, approval by 2028.

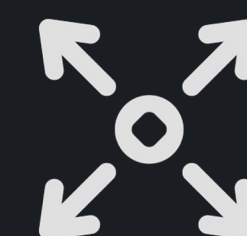


BIOX-2

Bioengineered NAH

Global Security & Critical Care
(Gov. alignment, dual-use MCM)

Regenerating lung, GI, and skin,
protecting against radiation injury
and sepsis-driven inflammation.



Glycans x siRNA

Programmable delivery & properties

Future medicines
Broad Pharma Interest /BD

Next-gen RNA medicines by enabling
precision glycan delivery to extra-
hepatic receptors.
Solving the key bottleneck in siRNA



focus areas



Healthspan
& Lifespan



National Security /
MCMs

Bioxaparin (BIOX-1)



Life-Essential
Medicine (CVD)



National Security /
Supply Safety

© | Heparin – A Critical Anticoagulant



Life-Saving Essential Medicine

Content current as of: 01/07/2025

12M+ patients treated annually in the U.S.
1/3 of all hospitalized patients receive it



Single Country & Livestock Dependency

Requires +1 billion pigs per year

80% API production in China. Contaminations, shortages and national security risks

\$10 Billion Market



Heparin market estimated to reach \$15 billion by 2030.
Essential for modern medicine

FDA & Government Interest in Replacing Pig-Derived Heparin

A national health security priority



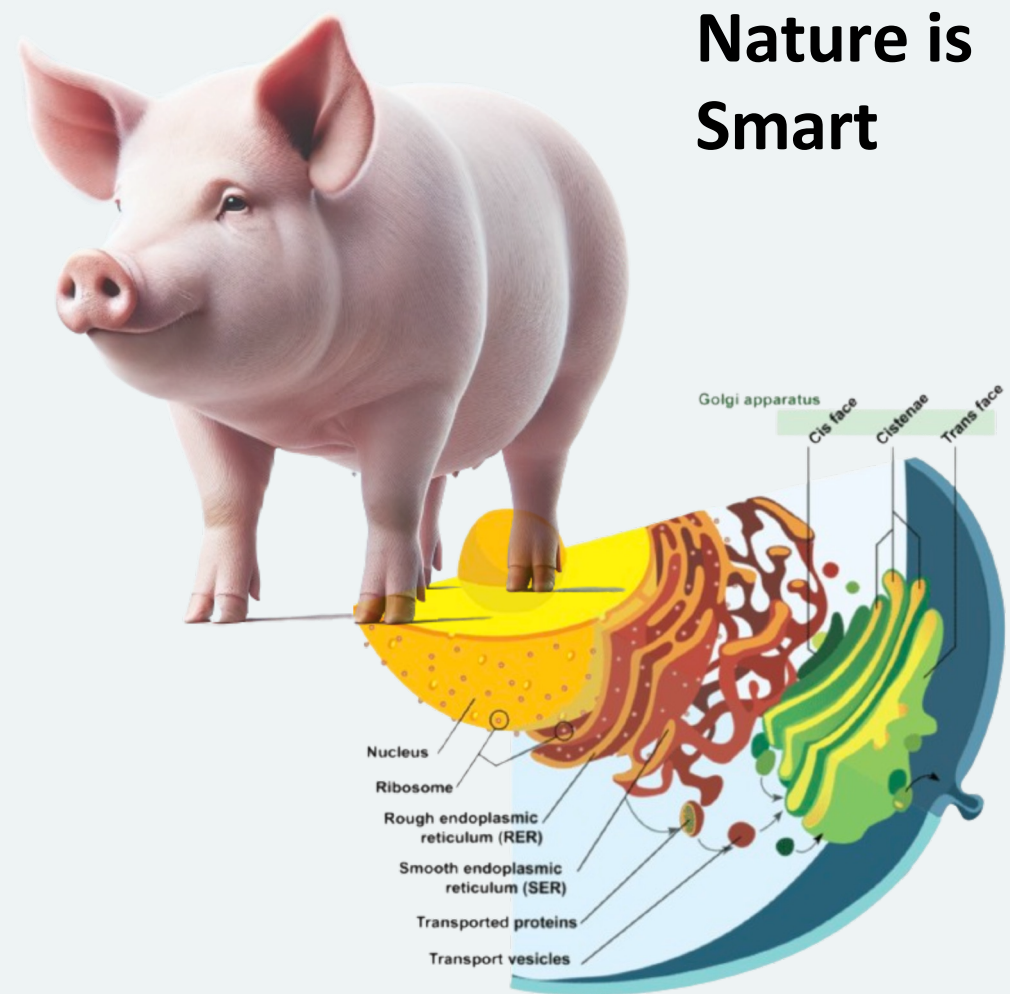
Congress hits panic button over potential Chinese heparin shortage as swine herds ravaged by disease

By Eric Palmer Jul 31, 2019 11:43am

Bioxaparin - Controlled & Scalable Production Technology

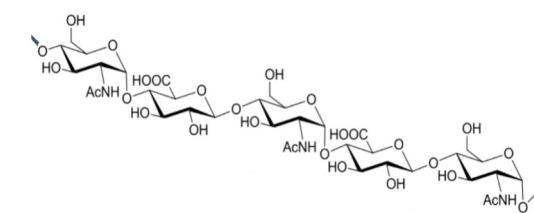
In vitro production of enzymes and cofactors to ensure scalability and cost

We use *CellOS* to mimic it



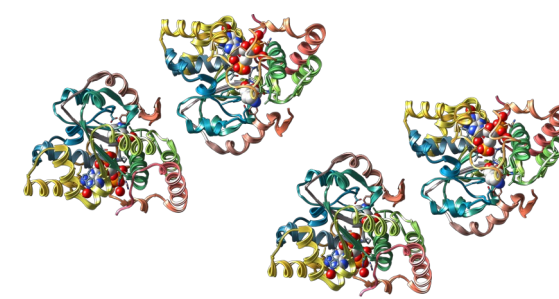
In pigs, heparin is naturally synthesized over time within intestinal mast cells through a complex pathway involving over 20 enzymatic steps

Backbone molecule



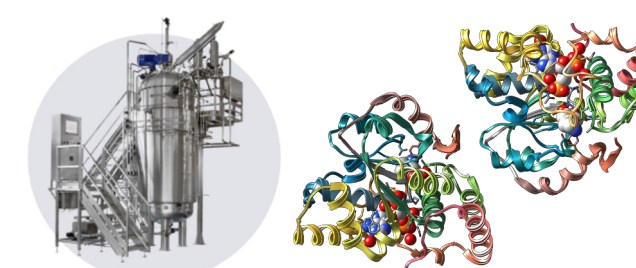
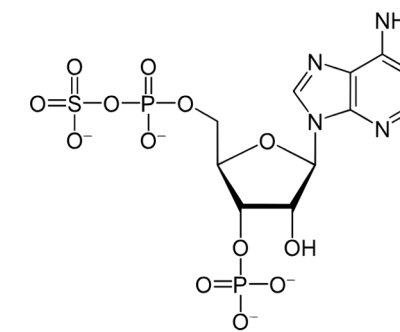
produced through microbial fermentation

Sulfonation Enzymes (x 3 steps)



produced through microbial fermentation

PAPS (cofactor)



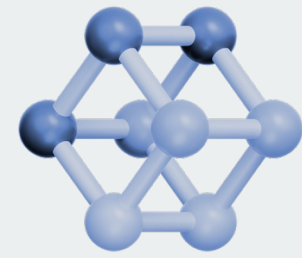
Four enzymes produced through microbial fermentation, and used for transformation of ATP into PAPS.

Flow Synthesis Reaction



Sulfonation enzymes are resin-immobilized and operate in three sequential steps to achieve regioselective sulfonation in controlled reactions.

Bioxaparin™ BIOX-1, Now Quickly Moving Towards Clinic



Structural & Functional Equivalence

BIOX-1 has structural and functional equivalence to Lovenox (Enoxaparin) in key studies required by FDA.



Physicochemical characterization:

Key di- and trisaccharide composition match those in Enoxaparin and USP-grade unfractionated heparin (UFH), confirming fidelity across BIOX-1 intermediates.



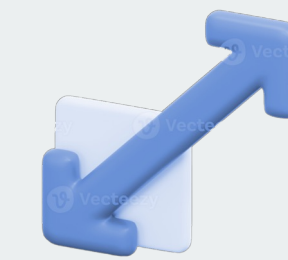
In vitro activity:

Anticoagulant potency validated via Anti-Xa and Anti-IIa assays, confirming expected biological function.



Immunogenicity

FDA-standard PF4-binding assays show stoichiometry meeting USP-Enoxaparin requirements



Scale & Cost

Techno economic (TEA) feasibility has been validated with a CDMO, showing production costs per gram comparable to or below those of pig-derived heparin. Components produced in simple, highly scalable organisms and processes, leveraging existing CAPEX.

Safety Profile



A new safety benchmark through fully controlled, animal-free production—eliminating impurities and enabling a tunable molecule optimized for PK/PD. Engineered structure for increased reversibility, lower incidence of HIT and potential for reduced bleeding risk.

© | Delivering Bioxaparin™ BIOX-1, Execution Plan Funded by Series A

CDMO Tech Transfer & GMP lots

Finalize process transfer and manufacture registration-grade batches.

505(b)(2) NDA submission & Authorization

Possibility to leverage FDA 'National Priority' Voucher Program (NPVP).



IND Filing & Single-Dose PK/PD Study

30-40 healthy volunteers.
Crossover design; measure Anti-Xa / Anti-IIa activity, immunogenicity, and toxicology.

Post-Market Safety Program

Real-world Phase IV surveillance with potential to update labeling based on improved safety profile



INTERACT meeting planned for Dec 2025

> \$ 1 billion in upfront, milestone and royalty payments by early 2030's.

© Series A Unlocks BIOX-1 FDA Approval, Platform Expansion, and Development of Novel Glycan and Glycan-based Therapeutics



BIOX-1 FDA Drug Approval

Series A funds our path to 505(b)(2) approval for Bioxaparin

>\$1B in potential upfronts, milestones, and royalties by 2030



B2B Alliances

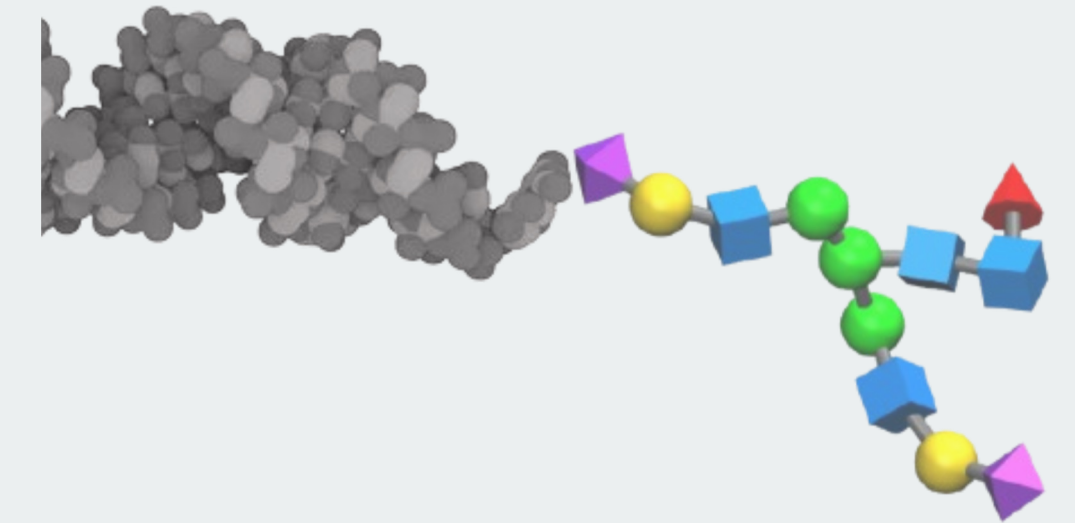
Consolidate partnerships with pharmaceutical companies

>USD 30 billion in cumulative projected sales by our partners over the next 15 years



BIOX-2 Funding from Government Agencies

Advance the portfolio of non-anticoagulant heparins for tissue-repair therapies toward clinical stages



Powerful Platform + Product Pipeline

Advance next-generation glyco-siRNA, enabled by CelIOS and CellFlow, into preclinical development.

Focused on treating inflammation in oncology, autoimmunity, neurodegeneration, and fibrosis.



The
Cell
Company[®]

ENGINEER BIOLOGY, MAKE MEDICINES

Panel: Where Unicorns Meet Hospitals

2nd FL Silicon Valley Room
2:30 - 3:30 PM



Adam de la Zerda
Founder & CEO



Xavier Avat
EVP & Chief Business Officer



Upcoming Events



San Francisco

January 12-15, 2026

PLUGANDPLAY

Selection Day

Sunnyvale HQ

February 11-12, 2026



Los Angeles

February 22-25, 2026

SU SUMMIT

THANK YOU
FOR ATTENDING

SU SUMMIT

LUNCH