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OPENING REMARKS

Ayah Hamdan

Director & Ventures, Health
Plug and Play Tech Center

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Agenda

3:30 PM	Opening Remarks
3:45 PM	New Partner Announcement
3:50 PM	Fireside Chat: Matthew Lungren, CSO of Health and Life Sciences, Microsoft
4:10 PM	Case Study in Startup-Corporate Collaboration: Wellstar and Venteur
4:20 PM	Corporate Innovation Award
4:25 PM	Startup pitches
5:15 PM	Closing Remarks

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Celebrating 10 Years of Plug and Play Health



Meet the Team



Jennifer Thomas
Managing Director



Ayah Hamdan
Director & Ventures



Osama Alsaleh
Head of Partnerships



Ava Asgari
Program Director



Julianne Roseman
Principal, Ventures



Rene Torre
Partner Success Manager



Laura Soto
Sr. Ventures Analyst



Oscar Simon
Ventures Intern

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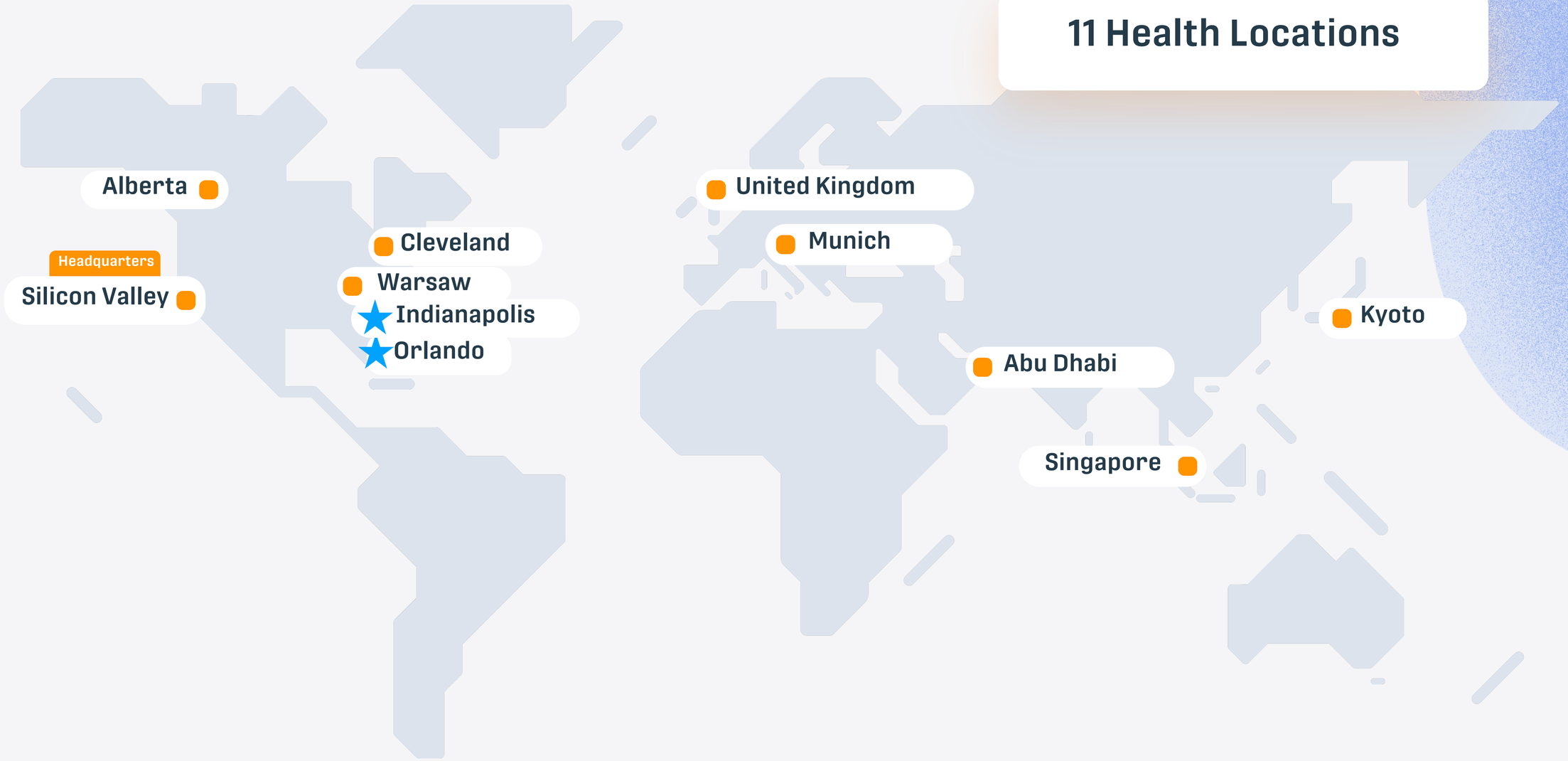
Plug and Play Health's Global Reach

11 Health Locations



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Thank You to North American Health & MedTech Partners!

University Hospitals Haslam Sports Innovation Center

Pfizer

Lilly

Takeda

Catalyst by Wellstar

NEOM

GUIDEWELL

IU LAB
LAUNCH ACCELERATOR FOR BIOSCIENCES

ZIMMER BIOMET

PARKVIEW HEALTH

White Plains Hospital

REGENERON

ivoclar

AstraZeneca

IU HEALTH

Alberta Health Services

ORACLE

KPMG

RIMAC

ALBERTA INNOVATES

FRISCO
ECONOMIC DEVELOPMENT CORPORATION

Indiana Economic Development Corp

NEI NORTHEAST INDIANA
PIONEER STARTS HERE

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New Partner



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HEALTH FIRESIDE CHAT



Matthew Lungren MD MPH

Chief Scientific Officer — Health and Life Sciences

Microsoft



Ayah Hamdan

Director & Ventures, Health

Plug and Play Tech Center

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HEALTH CASE STUDY: WELLSTAR AND VENTEUR



MODERATOR

Julianne Roseman

Principal, Health
Plug and Play Tech Center



John D. Cooper, CFA

Head of Venture Investment
Catalyst by Wellstar



Stacy Edgar

CEO
Venteur

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STARTUP EMCEE

Laura Soto Polo

Sr. Ventures Analyst
Plug and Play Tech Center

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STARTUP PRESENTATION



Outfox Health

Helps health plans & self-funded employers recapture $238 billion lost from poor care navigation by giving their members & care navigators instant, personalized guidance on benefits, providers, and costs.

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The Agentic OS for Healthcare Navigation

© Outfox Health 2025

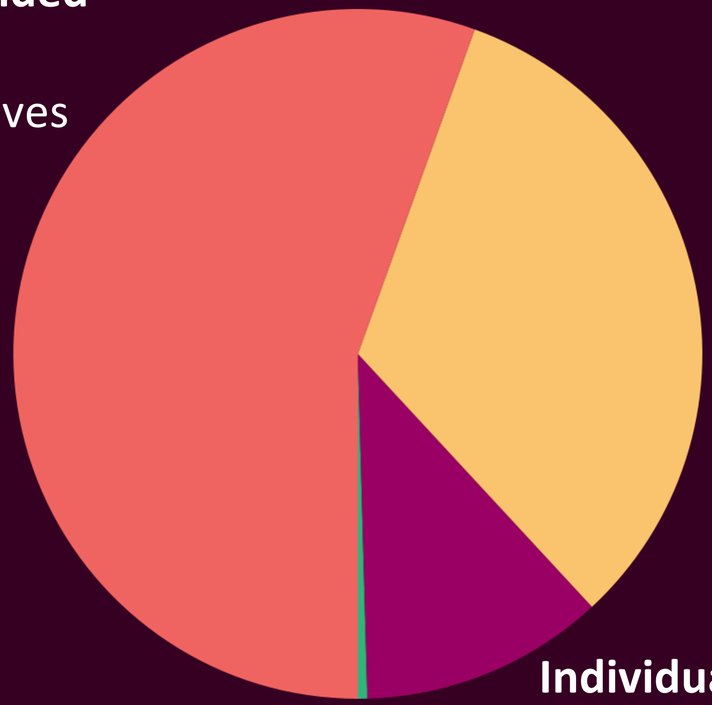
The biggest buyers in healthcare are getting fleeced

Self-funded employers pay for their employees' healthcare claims.

They want to lower costs, but:

- Lack the price, quality, and usage data to know what they're buying
- Everyone else profits when spending goes up
- Complexity ≠ accident. It's a business model

Private health insurance in the US



*BUCAH = Blue Cross, United, Cigna, Aetna, Humana

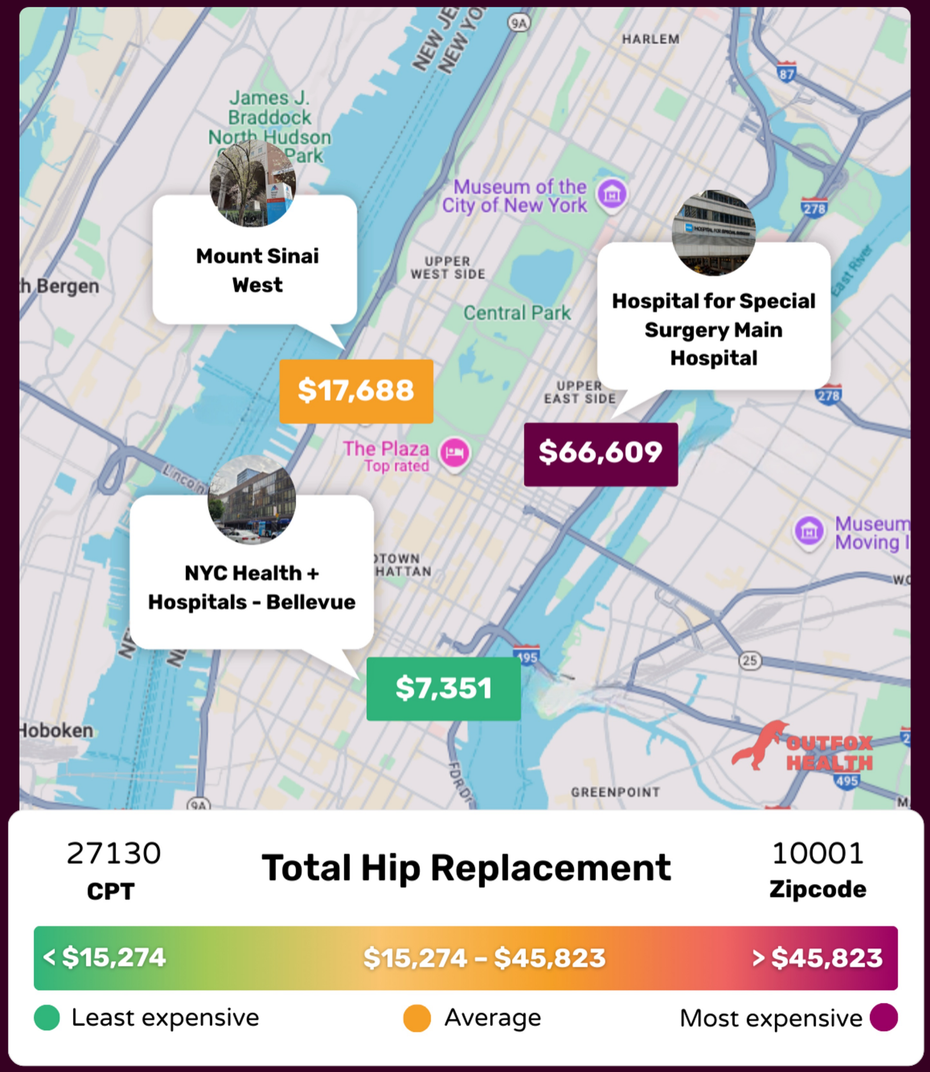
© Outfox Health 2025

Most patients will choose more expensive care[1] unless guided

Prices for the same service with the same insurance can vary over 10x within the same city.[2]

But most patients don’t know this until they get the bill.

The employers who pay for their healthcare don’t either.



1. Harvard Business Review - US Health Plans Can Save Billions by Helping Patients Navigate the System
2. Outfox Health analysis of transparency in coverage data across the US

© Outfox Health 2025

Poor healthcare navigation causes companies
$238 billion annually in preventable loses[1]

73%

of commercial claims spend occurs for shoppable care[2]

89%

of consumers are willing to shop for care[2]

Yet there's no easy way to shop for care based on price or quality

1. Harvard Business Review - US Health Plans Can Save Billions by Helping Patients Navigate the System
2. McKinsey - How Price Transparency Could Affect US Healthcare Markets

© Outfox Health 2025

Outfox is the agentic OS that lets employers fight back

Expose the real cost of care

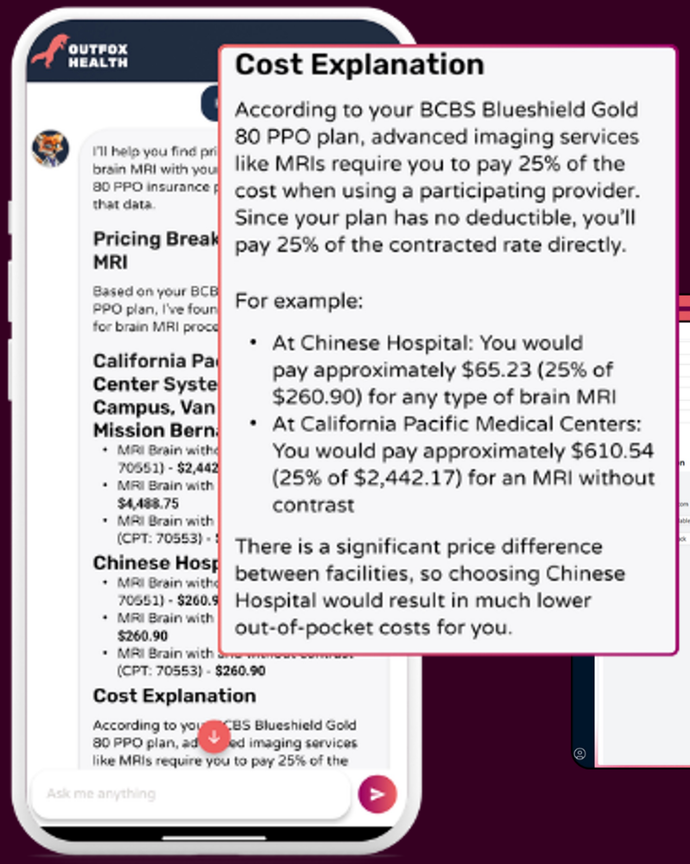
Price and quality data on every provider down to the CPT code. Steer employees to low-cost, high-value care

Eliminate benefits admin chaos

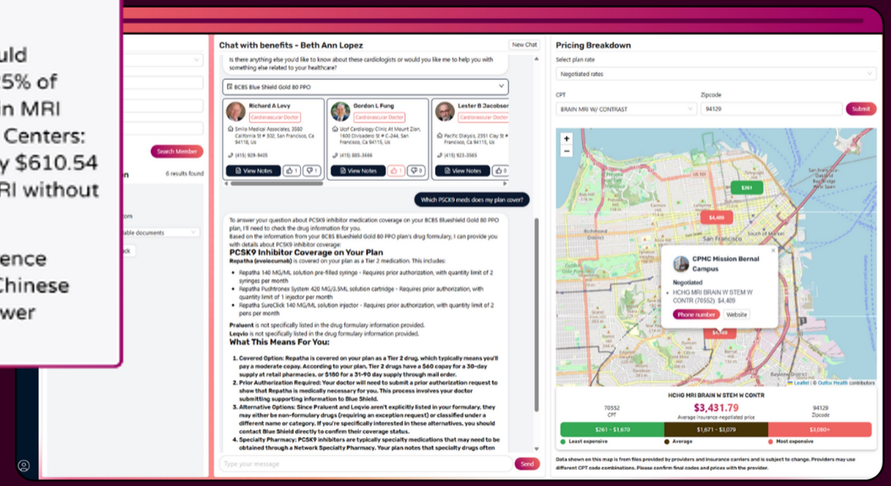
24/7 AI chat handles benefits questions in every language. Slash admin load without hiring

Match every employee to the right benefit

Real-time guidance to the best in-network option or point solution. Finally get ROI on the benefits you already pay for



$65 or $610 for the same MRI?
We make it obvious



Steer care with confidence, not guesswork

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Distribution: two channels, one target customer

🎯 Target: self-funded employers

Brokers

What they want: Differentiation, easy commissions, no IT lift

What we offer:

- Instant value prop for self-funded clients
- No integration ≠ no objections
- ROI visibility from Day 1

Health plans

What they want: Lower admin burden + happier employer clients

What we offer:

- Dashboard + AI chat → reduce plan workload
- Care navigation tools → delight employers
- Plug-and-play deployment (<30 days)

© Outfox Health 2025

Enterprise deals rapidly signed within first year of launch

UNIVISION

The US' largest Spanish-language media conglomerate

"By embedding Outfox into our captive design, we're giving employees the guidance they need and helping employers contain costs effectively."

Scott Byrne
President, Blackwell

BLACKWELL
CAPTIVE SOLUTIONS

MANHATTAN
BEER DISTRIBUTORS



The US' largest beer distributor

© Outfox Health 2025

Others patch workflows. Outfox builds them.

	OUTFOX HEALTH	Quantum HEALTH	Included HEALTH	avante	cascade
Model	AI-native OS 🧠	Call center-first	Mobile app	HR copilot	
Healthcare-specific?	Deep healthcare logic	Human augmented nav	Human augmented nav	Generalized benefits	
Benefits support	Med, rx, vision, dental, point solutions, etc.	Manual lookup by humans	Manual lookup by humans	HR, finance, and health	
Provider pricing data	CPT-mapped real-time lookup	Manual call-to-check	Manual call-to-check	✗	
Provider steerage	Real-time steerage logic	Nurse call routing	Nurse call routing	✗	

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Deep healthcare & generative AI DNA



Beth Ann Lopez
CEO & Founder

Harvard MPH who previously built & sold digital health marketplace with 5M+ users

HARVARD UNIVERSITY

docosan



Tuan Le Pham
Engineering

Led ML at Vietnam's largest internet company

FPT

docosan



Phil Harrison
GTM

20+ years in sales at top health plans & brokers

KAISER PERMANENTE

HCR HealthCare REPORTING

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Get in touch:

lopez@outfoxhealth.com

outfoxhealth.com

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RADICLE™ SCIENCE

Radicle Science

Ahealth tech trailblazer bringing clinical proof to natural products and wellness.

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RADICLE SCIENCE™

Powering Proven, Precision, Wellness

Jeff Chen *MD/MBA, Cofounder/CEO*

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Problem

Pharmaceuticals



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Problem

Pharmaceuticals	 Billions of $ + years		 Proven		 Imprecise
Foods, Beverages, Supplements	 Thousands of $ + months		 Unproven		 Imprecise

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RADICLE SCIENCE™

Problem

Pharmaceuticals	 Billions of $ + years	→	 Proven	+	 Imprecise
Foods, Beverages, Supplements	 Thousands of $ + months	→	 Unproven	+	 Imprecise
Future of Wellness	 Thousands of $ + months	→	 Proven	+	 Precise

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RADICLE SCIENCE™

Radicle Science Proof-as-a-Service Platform

Scalable clinical proof generation at 100x efficiency

Radicle’s platform combines:

1. **Rigorous blinded placebo controlled trials**
2. **Tech-automated, vertically integrated, D2C**
3. **AI optimization and analysis**
4. **Large diverse community of citizen scientists**

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RADICLE™ SCIENCE

Radicle Traction

Since 2021 Launch

Record output: rigorous trials on more Americans than all U.S. pharma combined

Largest proprietary clinical dataset on wellness

Serving dozens of leading life science and consumer companies

Community >100,000 American citizen scientists



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RADICLE SCIENCE™

Intersection of Data & Medicine

Pelin Thorogood, M.Eng/MBA

- Tech CEO & entrepreneur
- Multiple acquisitions/IPO
- Trustee & Vice Chair of UCSD Foundation
- BS/MEng/MBA Cornell

Dr. Jeff Chen, MD/MBA

- Physician Scientist
- Founder UCLA natural products research center
- BS Cornell, MD/MBA UCLA









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RADICLE SCIENCE™

Revolutionary Innovation Engine for Wellness



Select

Commodity ingredients

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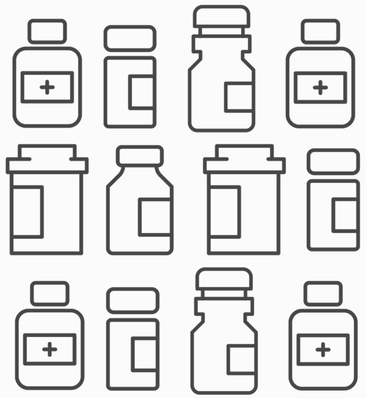
Revolutionary Innovation Engine for Wellness







Select

Commodity ingredients

Formulate

Dozens of proprietary formulations

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RADICLE™ SCIENCE

Revolutionary Innovation Engine for Wellness



Select

Commodity ingredients

Formulate

Dozens of proprietary formulations

Radicle Trial

Thousands of diverse citizen scientists

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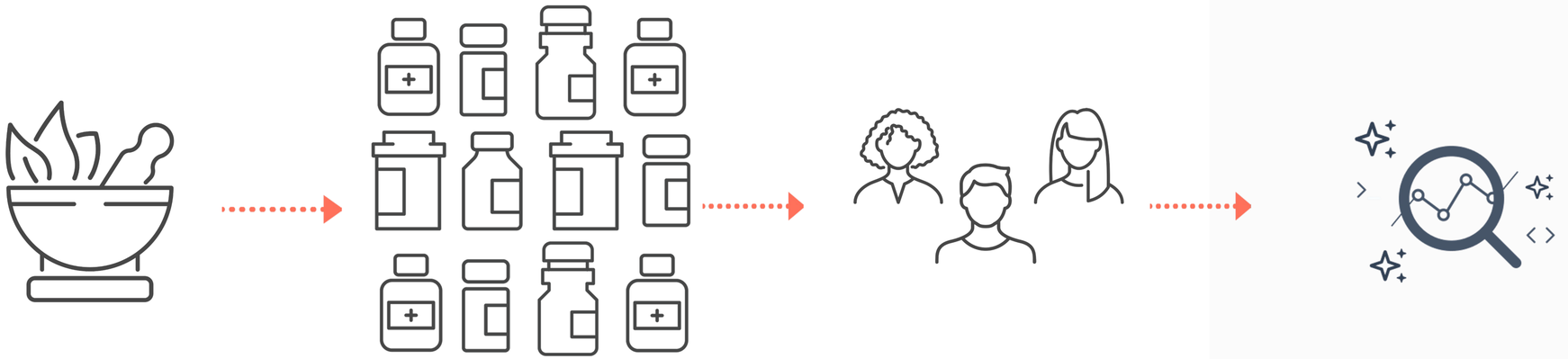
Revolutionary Innovation Engine for Wellness



Select

Commodity ingredients

Formulate

Dozens of proprietary formulations

Radicle Trial

Thousands of diverse citizen scientists

Analysis

Millions of health data points

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Revolutionary Innovation Engine for Wellness



Select

Commodity ingredients

Formulate

Dozens of proprietary formulations

Radicle Trial

Thousands of diverse citizen scientists

Analysis

Millions of health data points

Go to Market

Winner identified for each subpopulation

Total duration: 6-9 months

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RADICLE™ SCIENCE

Turnkey Innovation + Launch

1. **Truly effective**
2. **“Clinically proven”** claims
3. **Precision targeting** subpopulations with greatest benefit
4. **Exclusive IP** (Composition, Method of Use)

History’s most **proven** and **precise** wellness products

0.1% of cost & 2% of time of drug development

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Proven Precision Wellness For All.

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Powering Proven, Precision, Wellness

Jeff Chen *MD/MBA, Cofounder/CEO*

jeff@radiclescience.com

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Motley Bio

A cutting-edge sequencing technology that simultaneously analyzes DNA, RNA, and proteins in a single readout, enabling comprehensive disease detection and profiling.

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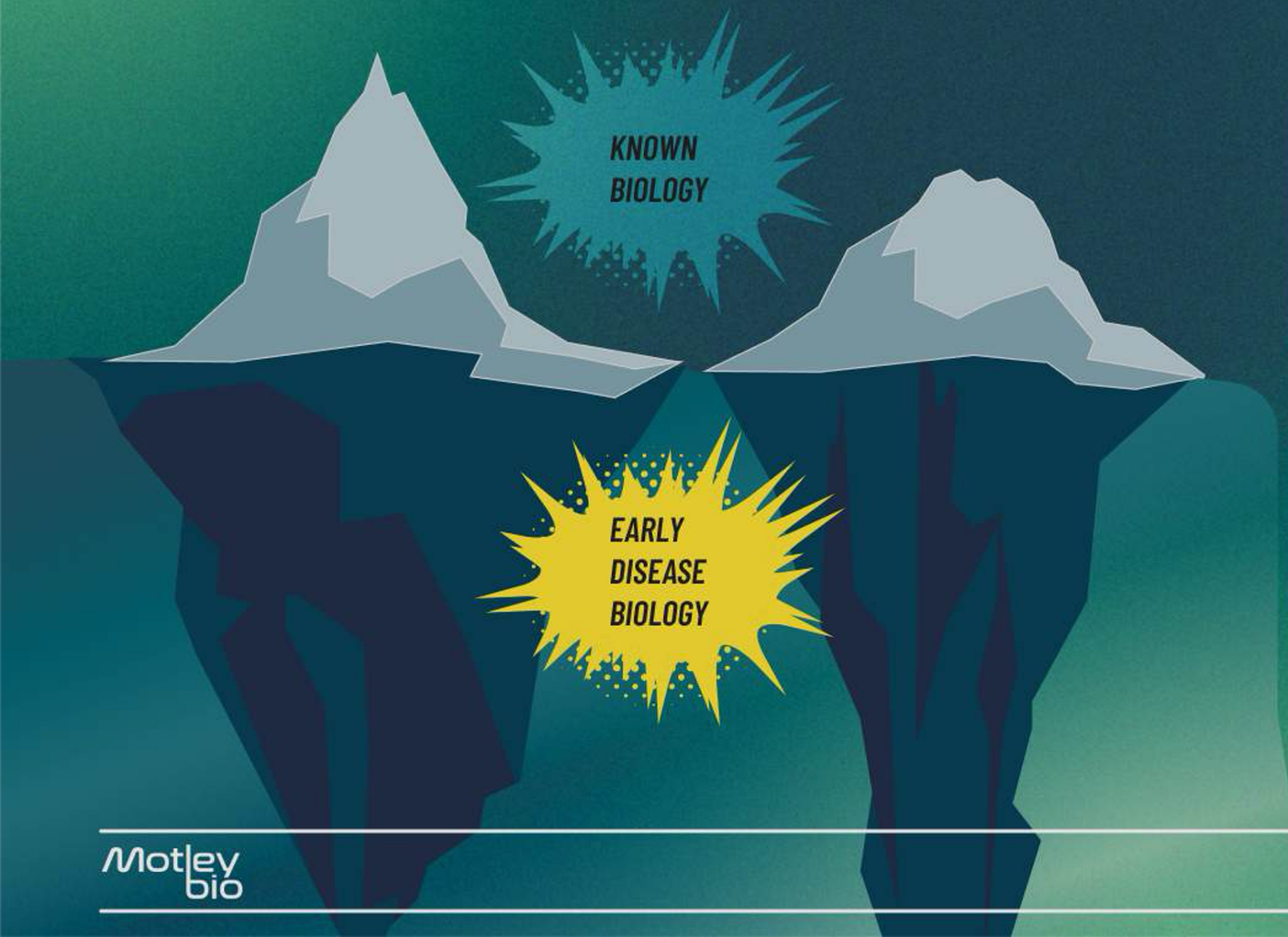
Motley bio

UNLOCKING EARLY DISEASE BIOLOGY
THROUGH MULTIOMICS

Beyond DNA: A Deeper Picture

Single analyte sequencing is unable to capture full depth of disease biology leading to ineffective therapeutic and diagnostic development.

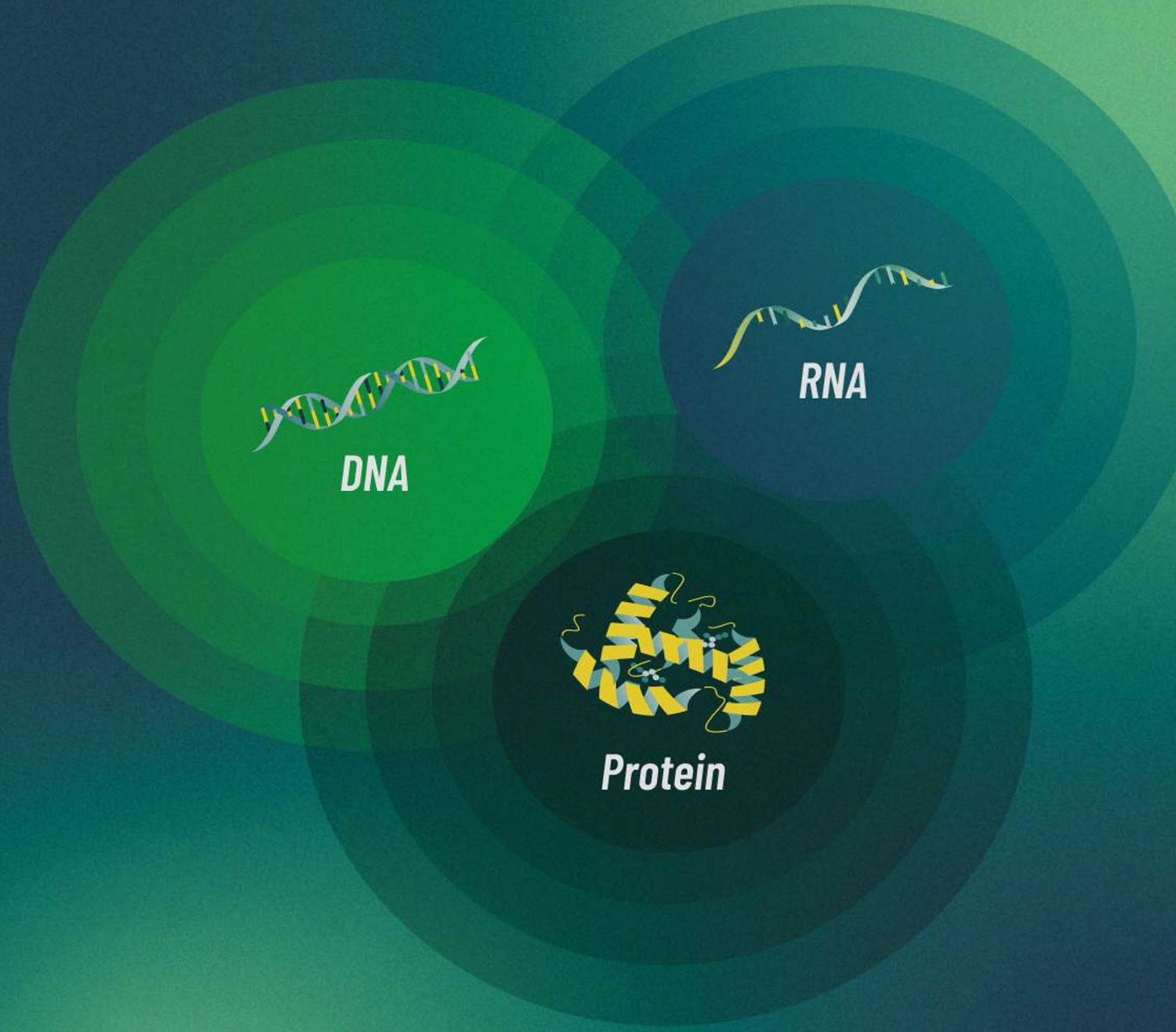


- *90% of drugs fail FDA approval*
- *10+ Years to commercial launch*
- *> $3 Billion Cost*

- *<50% Detection Sensitivity*
- *Underutilized Biomarkers*
- *Inefficient Use of Patient Samples*

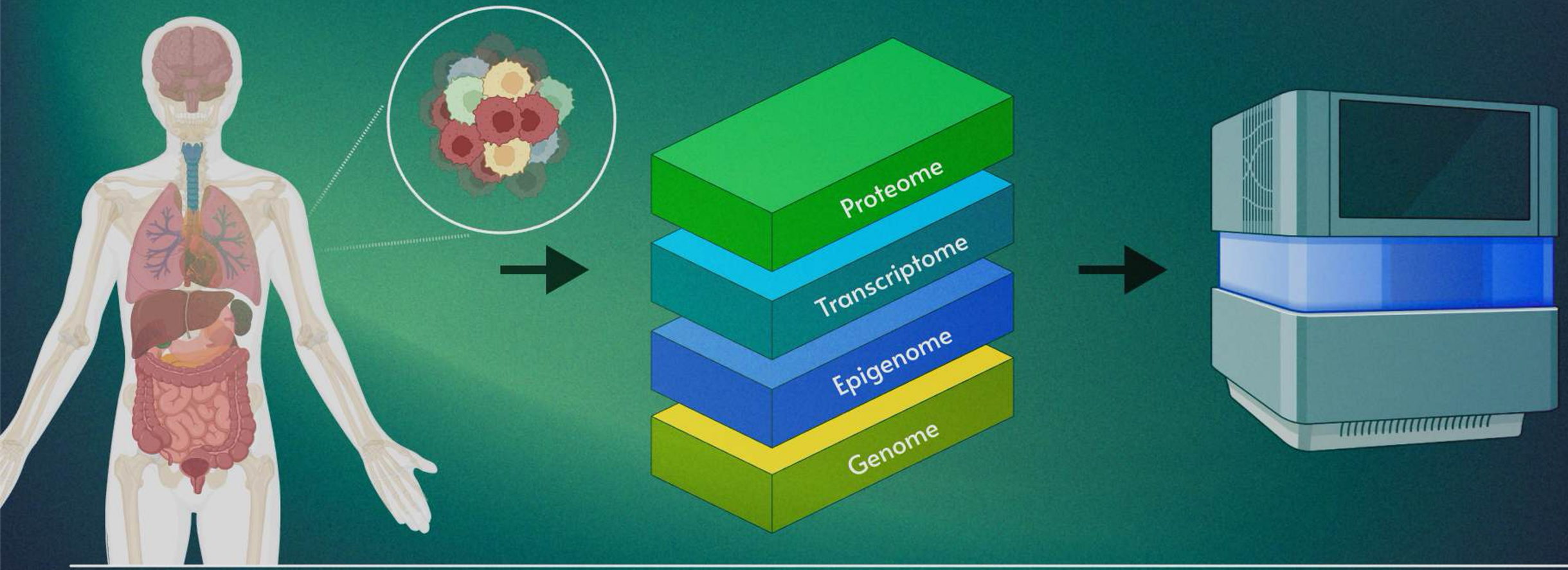
The Future of Medicine is Multiomic!

Multiomic features are the new frontier in drug discovery and diagnostics across diseases. We can collect these features in a single readout.



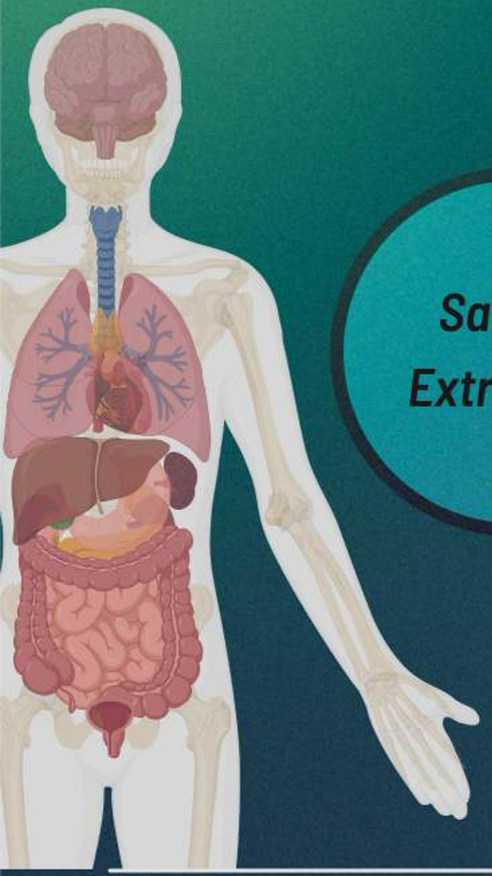
What is Multiomics?

Multiomics combines insights across DNA, RNA, and proteins offering a comprehensive view of the biological landscape within organisms.

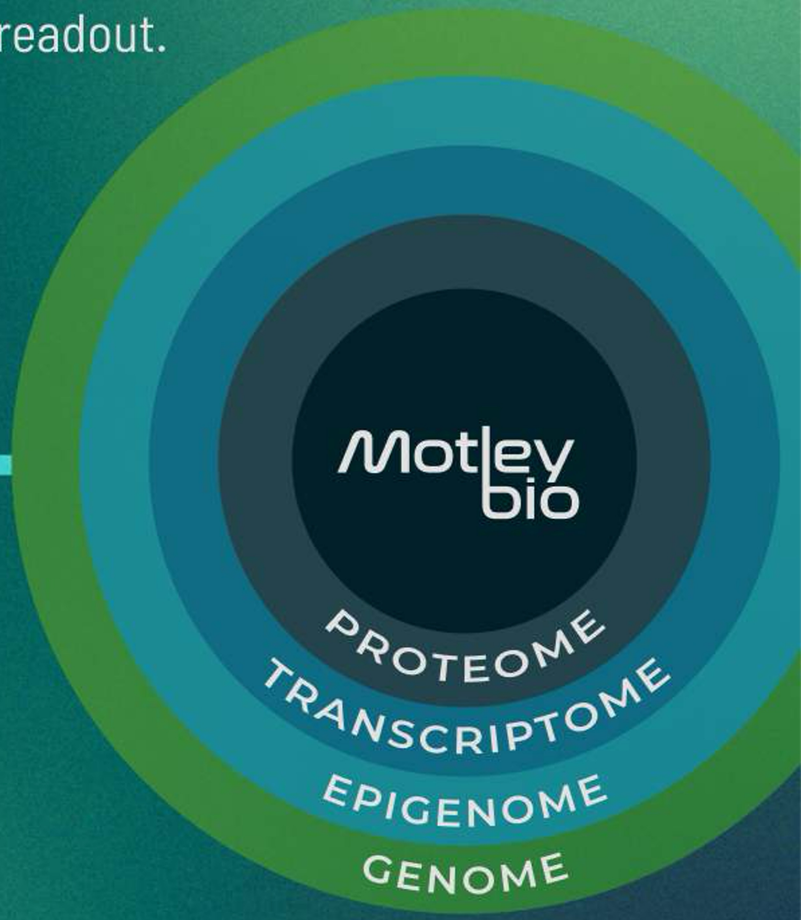


Systems Biology via Multiomics

Our unique multiomic library preparation allows us to embed many multiomic features from patient samples into a single NGS readout.

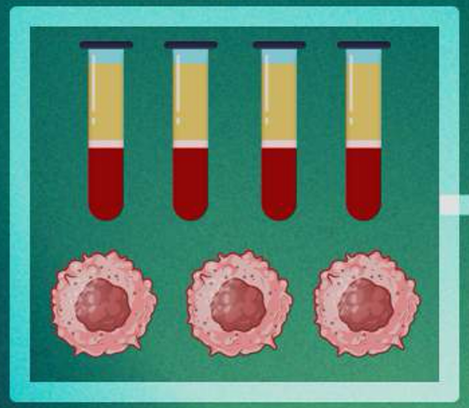


Sample Extraction → **Multiomic Sequencing** → **Multiomic Software**



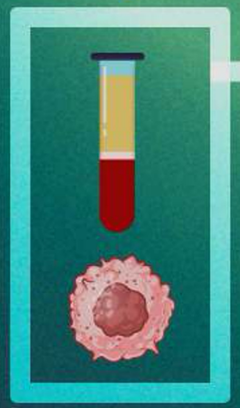
Motley Bio Versus ....

Everyone Else



$	DNA Seq	Noise	Batch Effects	Software
+		x	x	
$	RNA Seq	Noise	Batch Effects	Software
+		x	x	
$	Methyl Seq	Noise	Batch Effects	Software
+		x	x	
$	Protein	Noise	Batch Effects	Software

Motley Bio



$	Multiomic Seq	Noise	Batch Effects	MATK Software

- Cost Effective
- Richer Data Quality
- Reduce Operation Complexity
- Save Time & Patient Samples

Motley Team



Sunil Deochand

CTO/Founder

- Founding Scientist:
  - C2i Genomics
  - Acquired for **~$100 Million**
- Bioinformatics
- Computational Biology
- Machine Learning
- Algorithm Development
- Single Cell Multiomics
- Liquid Biopsy



Kristofer Patel

CEO/Founder

- Founding Scientist
  - C2i Genomics
  - Acquired for **~$100 Million**
- NGS Assay Development
- Multiomics Liquid Biopsy
- Multiomics Cancer Biology
- Bioinformatics
- Computational Biology



Greg Kapp

Director of Protein Sciences

- UCSF PostDoc
- Tanja Kortemme Lab
- Nautilus Biotechnologies
- Omniox, Genencor/DuPont
- Proteomics
- Protein Bioconjugation
- Protein Design +Engineering



Julia Marsiglia

Principal Scientist (Assay)

- Harvard Medical PostDoc
- Founding Scientist
  - Acrobat Genomics
- Fate Therapeutics
- NGS Assay Development
- CRISPR/CasX Editing
- Stem Cell Biology
- Cardiovascular Biology



Marcus Viscardi

Principal Scientist (Assay)

- UC Santa Cruz PhD
  - Cell & Molecular Biology
- RNA Biology
- NGS Assay Development
- Bioinformatics
- Cellular & Molecular Biology
- Computational Biology

What's Motley been up to?

- **Pre Seed Round**
  - $1.6M raised (Boost VC, Antler VC, Atlas SGR AI, Arben Ventures, Plug&Play)
  - Trevor Martin (CEO of Mammoth Biosciences)
- **BLOODPAC Member**
- **Nucleate Bay Area Chapter '24**
  - Winner of Alnylam Regional Scientific Excellence Award
- **MBC Biolabs (Bay Area)**
  - Companies here raised a total $21 Billion
  - Novo Nordisk Bioinnovation Hub Partnership
- **Creative Destruction Lab '24/'25**
  - Graduated from Cancer Track
- **Define Ventures AI Fellowship**
- **INTL Bioinnovation Scholarship Program**

- **Memorial Sloan Kettering Cancer Center**
  - In-kind Investment of >$500K worth in resources
    - Access to MSKCC ClinicoGenomic Database (80K)
- **Advisory Board**
  - Caleb Lareau
    - MSKCC Principal Investigator
    - Single Cell Multiomics + Immunoncology
    - Scientific Cofounder @ Cartography Biosciences
  - Ramji Srinivasan
    - CEO at Teiko Bio
    - CEO/Founder at Counsyl (acquired by Myriad)
- **Customer Discovery/GTM**
  - 10 LOIs from biopharma companies (spanning disease indications)
  - Waitlist of ~50 prospective customers (from early stage to publicly traded companies)

Thank you!

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AXIOM THERAPEUTICS

Axiom Therapeutics

A techbio in stealth developing cutting-edge AI for covalent drug discovery.

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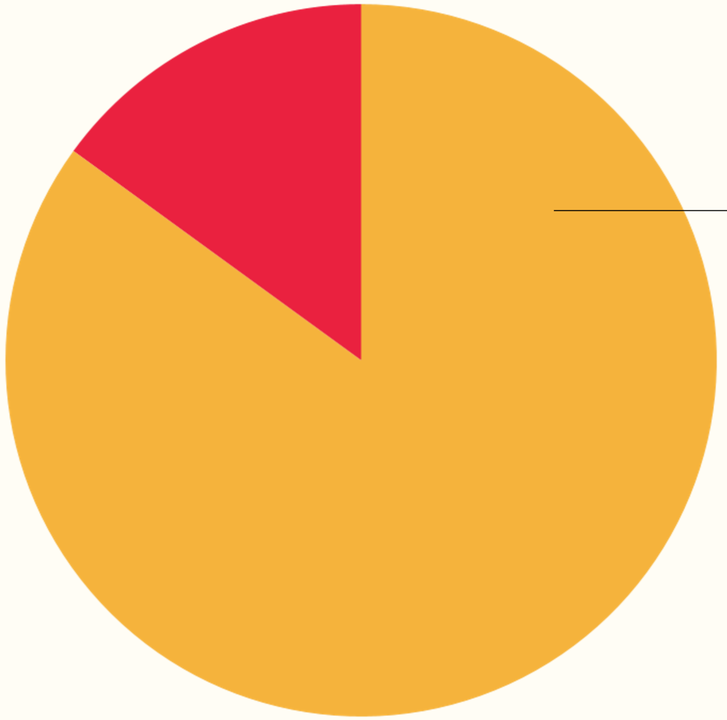
AXIOM THERAPEUTICS

AI-powered covalent drug discovery for untreatable cancers

JUNE 2025



85% of cancer-causing proteins are undrugged

All of the low-hanging fruits in drug discovery are known.
Now, we need to go after undruggable targets.

BACKGROUND

Covalent drugs can target undruggable cancer-causing proteins

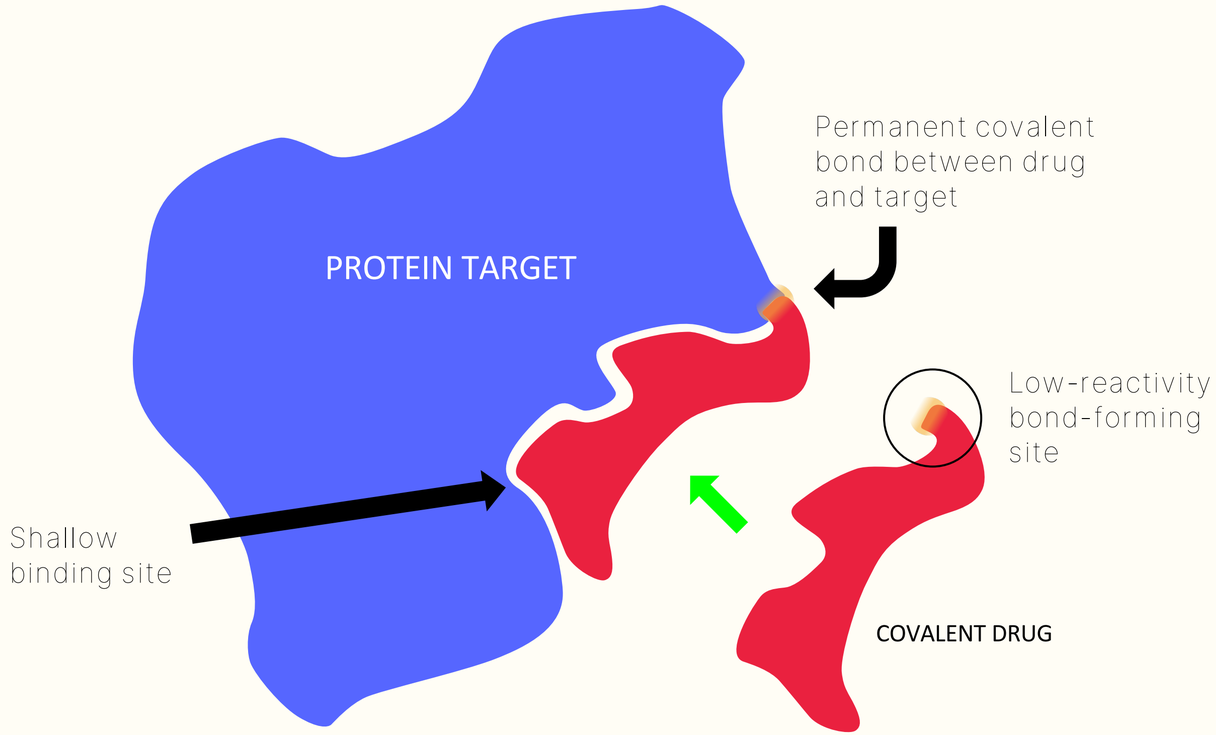
Why covalent drugs are better than other drugs

- ✔ **They can bind to traditionally undruggable proteins with shallow pockets, which other drugs cannot.**
- ✔ **They have increased potency and better specificity.**
- ✔ **Bypass dose-limiting toxicity and off-target effects**

How covalent drugs work...

Covalent drugs have a superior mechanism of action.

They form a permanent bond with disease-causing proteins.



PROBLEM

However, designing them is uniquely challenging, and computationally modeling them is even harder

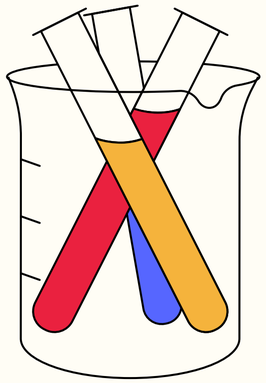
Covalent drugs are hard to computationally model

Current tools do not have predictive accuracy because they cannot model the permanent bond formation



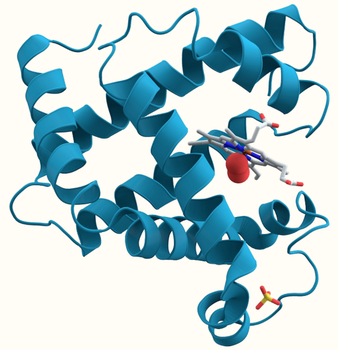
Impossible to do a virtual screen

So far, we have been constrained to studying them in a wet lab setting



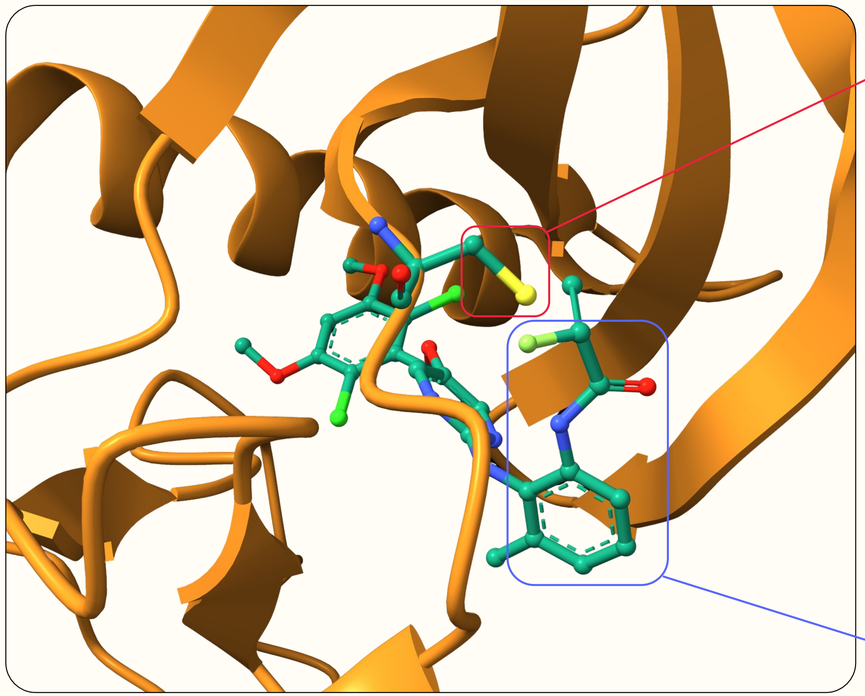
Covalent drugs are challenging to design

Design is a complex optimization process; it is difficult to simultaneously tune reactivity and selectivity, all while maintaining excellent ADME properties.



SOLUTION

We developed TrueBond: the first computational platform that can model how covalent drugs interact with cancer-causing proteins

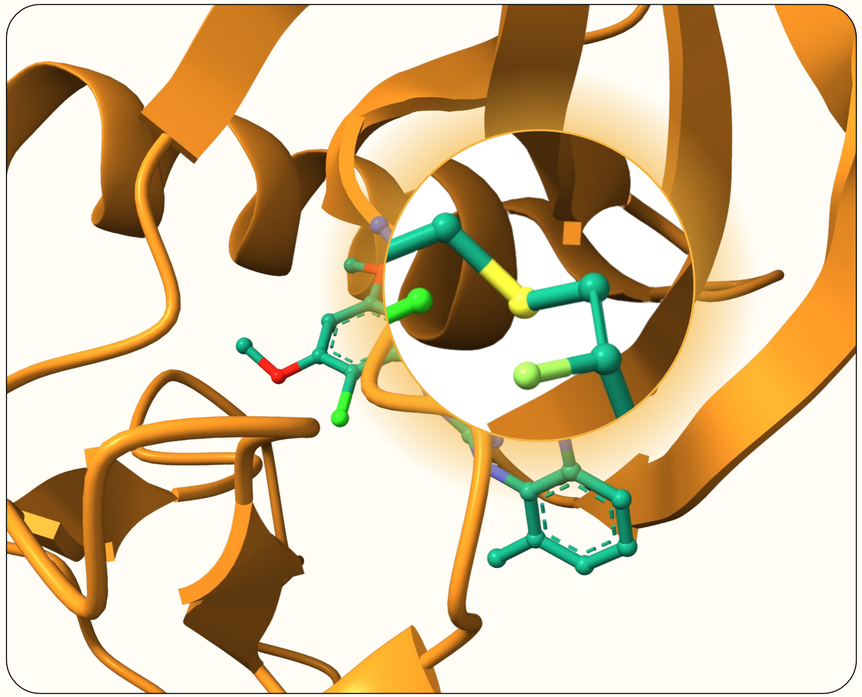


AMINO ACID RESIDUE
(NUCLEOPHILE)

Drug binds covalently to protein

TrueBond predicts this binding event with AI

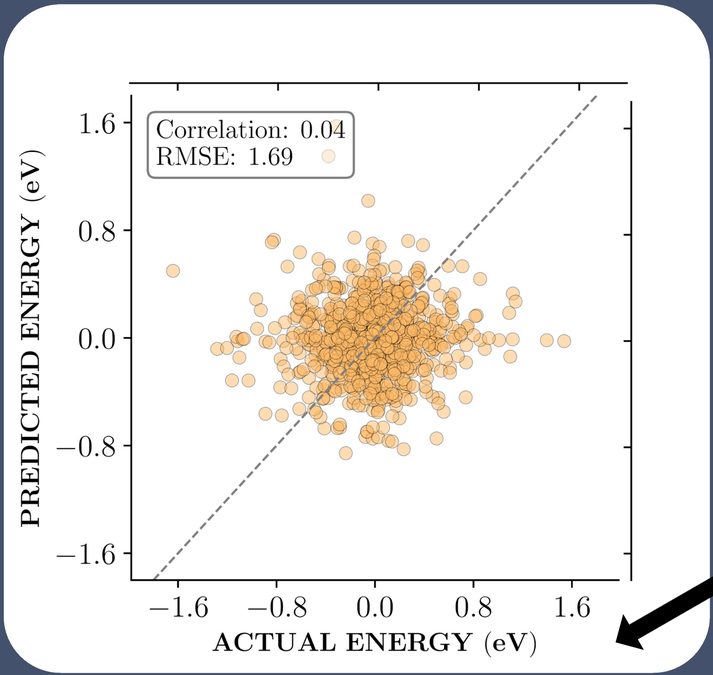
COMPOUND
(ELECTROPHILE)



OUR PLATFORM

Our model accurately captures the interaction between drugs and proteins, key for developing new covalent drugs

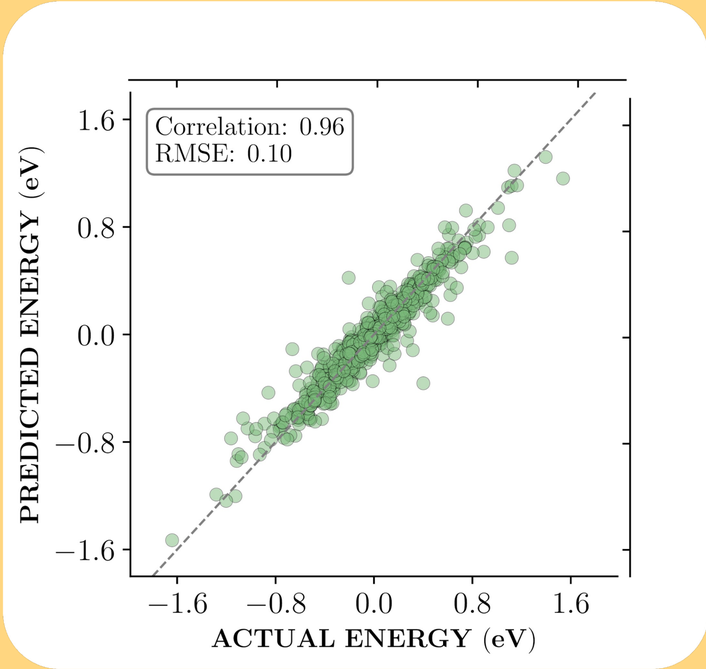
CLASSICAL FORCE-FIELD



no correlation between actual and predicted atomic interactions

Actual interaction energy between drug-like molecule and amino acids

OUR FOUNDATIONAL MODEL

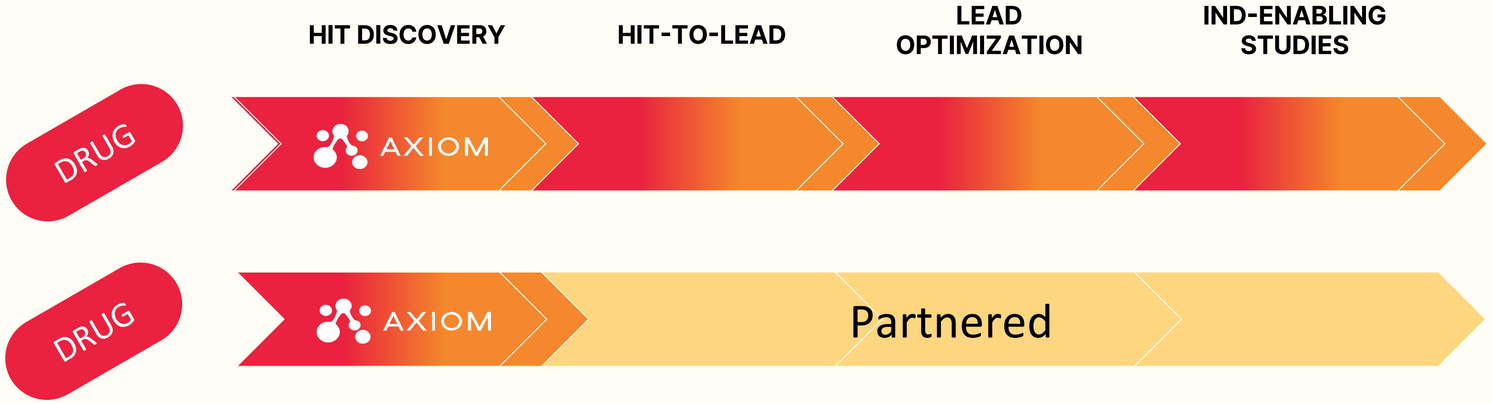


accurate

VALUE CREATION

We will use this advantage to develop a pipeline of new drugs for undruggable proteins in oncology

PRECLINICAL ONCOLOGY PIPELINE



Top large pharma in oncology & potential partners

AMGEN · abbvie · MERCK · Pfizer · AstraZeneca · Bristol Myers Squibb · NOVARTIS · Roche

SEPTEMBER 2024

GILEAD

collab to discover new small molecules w/ AI-company

Genesis Therapeutics

$35m upfront payments

SEPTEMBER 2024

Lilly

partnered to use AI platform for undruggable targets from

GeneticLeap

$409m upfront & milestone payments

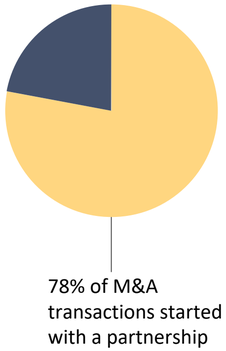
DECEMBER 2023

sanofi

collab using AI + quantum-inspired physics platform for small molecule discovery with

AQEMIA

$140m upfront & milestone payments



TEAM

A unique blend of scientific innovation and commercial expertise

CO-FOUNDER & CEO



Ryan Geiser, PhD

- Gates Scholar, PhD in Biophysical Chemistry, University of Cambridge
- 10 years of drug discovery in the lab
- First PhD-hired biopharma M&A Associate at Lazard

UNIVERSITY OF CAMBRIDGE · LAZARD · GATES Cambridge · startcodon

CO-FOUNDER & CTO



Chris Haggard, PhD

- PhD in Computational & Theoretical Chemistry, University of Cambridge
- Published research in quantum & classical molecular modeling
- Accelerates chemical simulation with machine learning

UNIVERSITY OF CAMBRIDGE

ADVISORS



LEONARD WOSSNIG, PHD
CTO, LabGenius

Prev. Head of AI, Odyssey Tx
Founded & exited Rahko, quantum drug discovery

rahko quantum machine learning · LabGenius · ODYSSEY THERAPEUTICS



GARRETT MORRIS, PHD, FRSC
Professor in AI/ML for Proteins, Oxford

Author of the most popular drug-protein interaction software (AutoDock), 50K citations

UNIVERSITY OF OXFORD · Scripps Research · frontiers



ED TATE, PHD
GSK Professorial Chair in Chemical Biology, Imperial

Founder at Myricx (raised $120M), international expert in covalent drugs

IMPERIAL · THE FRANCIS CRICK INSTITUTE · MyricxBio



LORD DAVID PRIOR
Former Chair of the UK National Health Service

Extensive healthcare experience, Chair of Cambridge Life Sciences Council

NHS · CAMBRIDGE Life Sciences · novo nordisk

BACKED BY

LUNAR VENTURES · PLUG AND PLAY · VERVE VENTURES · RV reinforced ventures · SAMOS INVESTMENTS · Atlas SGR · Gaingels · UNIVERSITY OF CAMBRIDGE · ENTREPRENEURS FIRST · TRANSPOSE PLATFORM

AXIOM

Thank You

RYAN GEISER

CO-FOUNDER / CEO
ryan@axiom-therapeutics.com
www.axiom-therapeutics.com

2025

PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

SHYLD

Shyld AI

Provides AI-driven UV-C disinfection specifically designed for healthcare environments.

#PNPTCSiliconValley

Join us at pnptc.com

SHYLD



Physical AI Agents That Saves Lives and Money

Healthcare-Associated Infections (HAI):
A Critical Example of How Lack of Intelligence and Automation Challenges Healthcare

14M
Patients globally are affected each year

100,000
deaths annually in US

$40B
Annual HAI Cost on US Healthcare

*200B Estimated Global Cost

Every year, treatment cost for infections is increasing because of **Antimicrobial Resistance.**

SHYLD

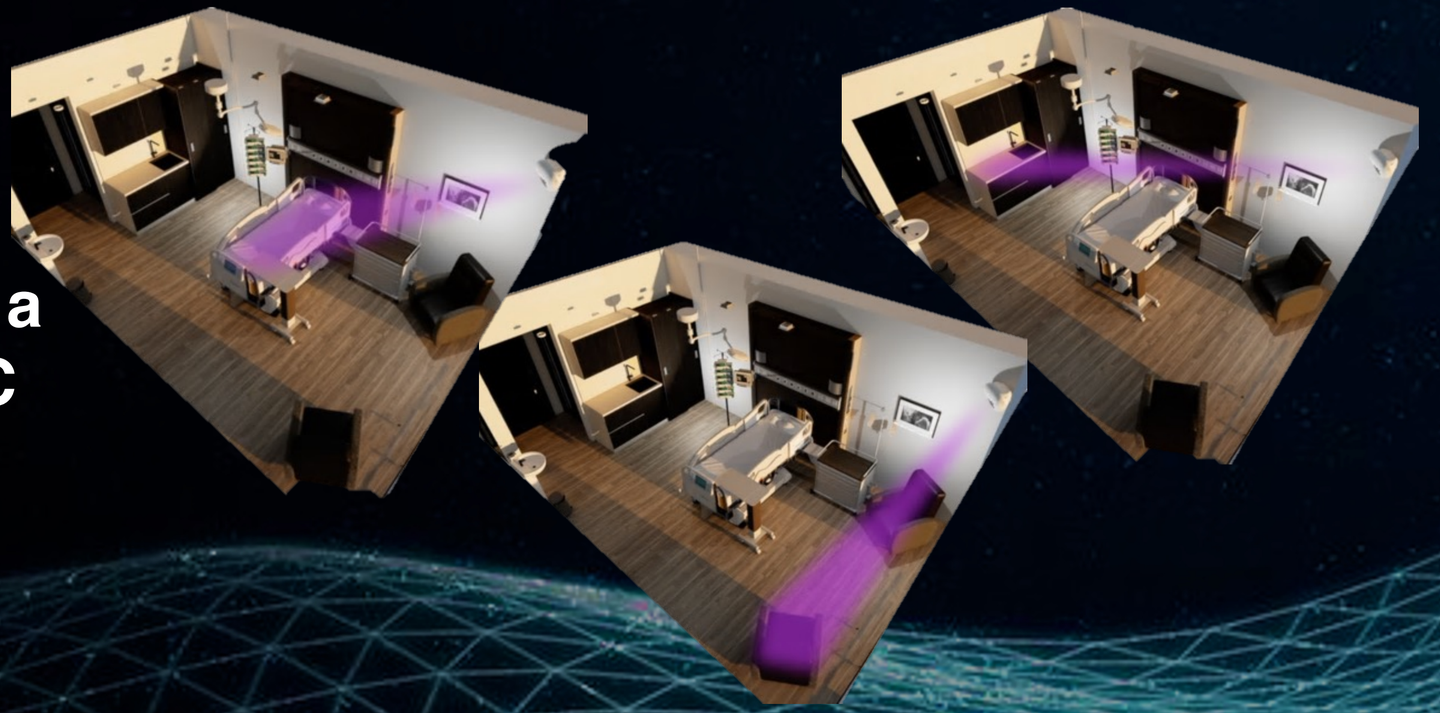
Solution: Automated Infection Control

Our Strategic Beachhead for Deploying Shyld AI Agents in Hospitals

1. Shyld AI monitors the activity within the room to identify potentially contaminated areas and equipment



2. Then automatically disinfects those areas with a collimated, directional UV-C beam



SHYLD

Shyld AI in the Field















Shyld AI: The Clear Choice for Hospital Disinfection

Current State of the Art Disinfection



UV-C Towers



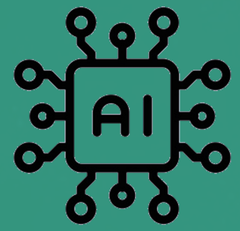
Chemical Based Disinfection

Shyld AI Solution



More Effective Pathogen Reduction

93% Lower Infections



Autonomous

10,000s of labor hours saved



Faster Decontamination

5-10% Faster Room Turn-over

SHYLD

Roadmap to $300M ARR

Shyld at Scale
2029

- **120,000** devices deployed in 600 hospitals (10% of US hospitals)
- **$360M ARR**

Product Ready
May 24



- **130** devices deployed in 7 Facilities

Q2 2027

Q2 2026

- **10,000** devices across 100 hospitals
- **$30M ARR**

Stanford Trial
(Aug-Dec 24)

Loma Linda Trial
(Oct-Dec 24)

WE ARE HERE

Product Dev
(2022-May 2024)

- **1,200** devices deployed in 40 hospitals
- Generating **$3.6M ARR**

Product Launched
Jan 25

G R O W T H

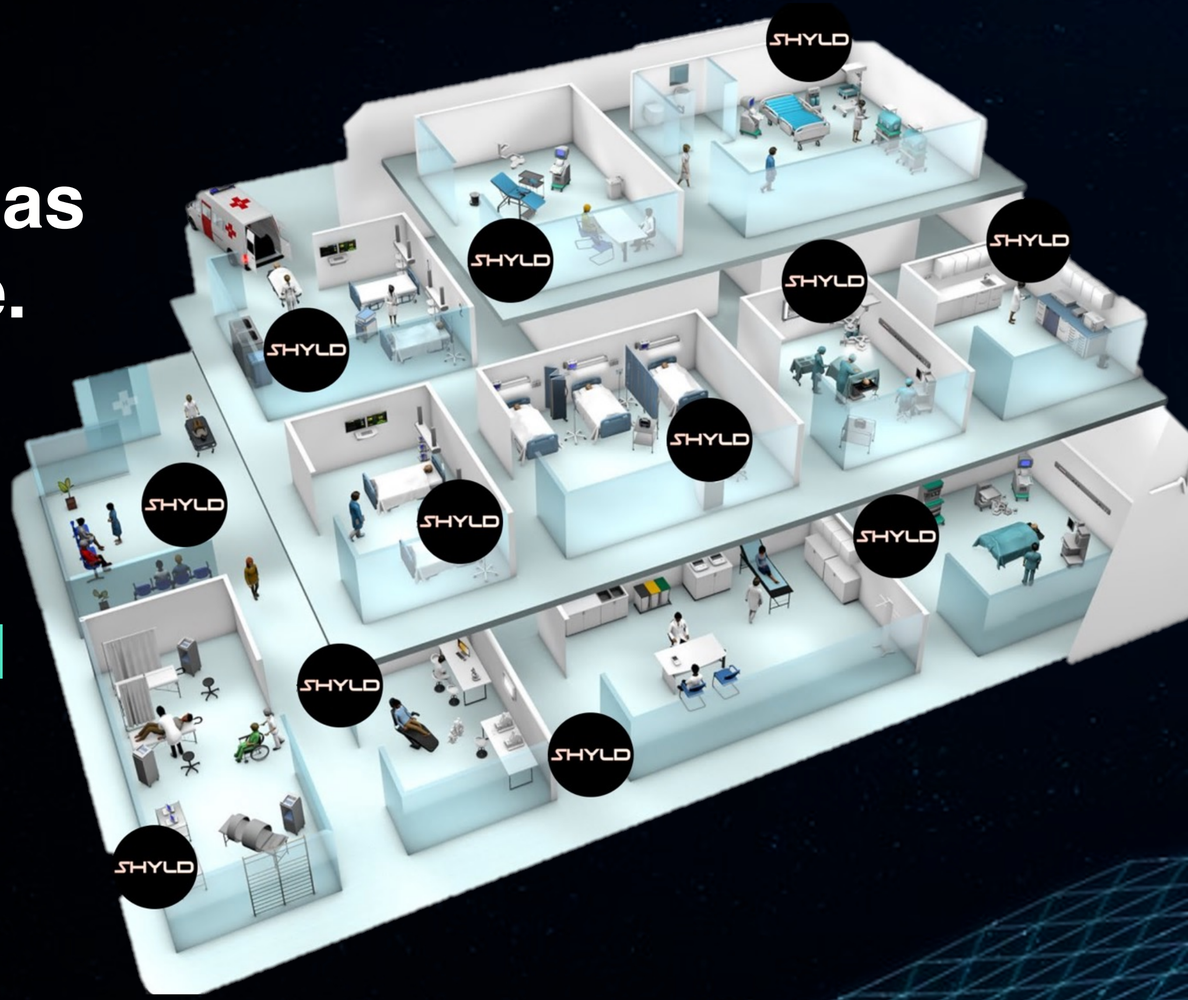
T I M E

SHYLD

Shyld's Vision:

Transform Every Healthcare Space Into an Intelligent Facility

UV Disinfection serves as our strategic entry point into hospitals, as our unique competitive advantage.



This enables us to deploy 100s of AI Agents throughout each hospital to drive broader automation and intelligence.

SHYLD

Shyld AI Solution:

Physical AI Agent for Real-Time Intelligence & Automation



- Multimodal Perception
- On-Device Inference & Training
- Equipped to Intervene & Interact

SHYLD

Leadership Team



Mohammad Noshad, PhD

Co-Founder, CEO

PhD in EE | 3X Founder

Built and Shipped Intersatellite Links in Space Systems



Morteza Noshad, PhD

Co-Founder, CTO

PhD in CS | Researcher in AI for 10+ Years

Pioneer in LLMs for Healthcare



Will Gerard, MBA

CCO

BD, Sales and Marketing in Healthcare for 20+ Years

SHYLD

Experience Our Tech in the Demo Space on the First Floor

PLUG AND PLAY

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STARTUP PRESENTATION

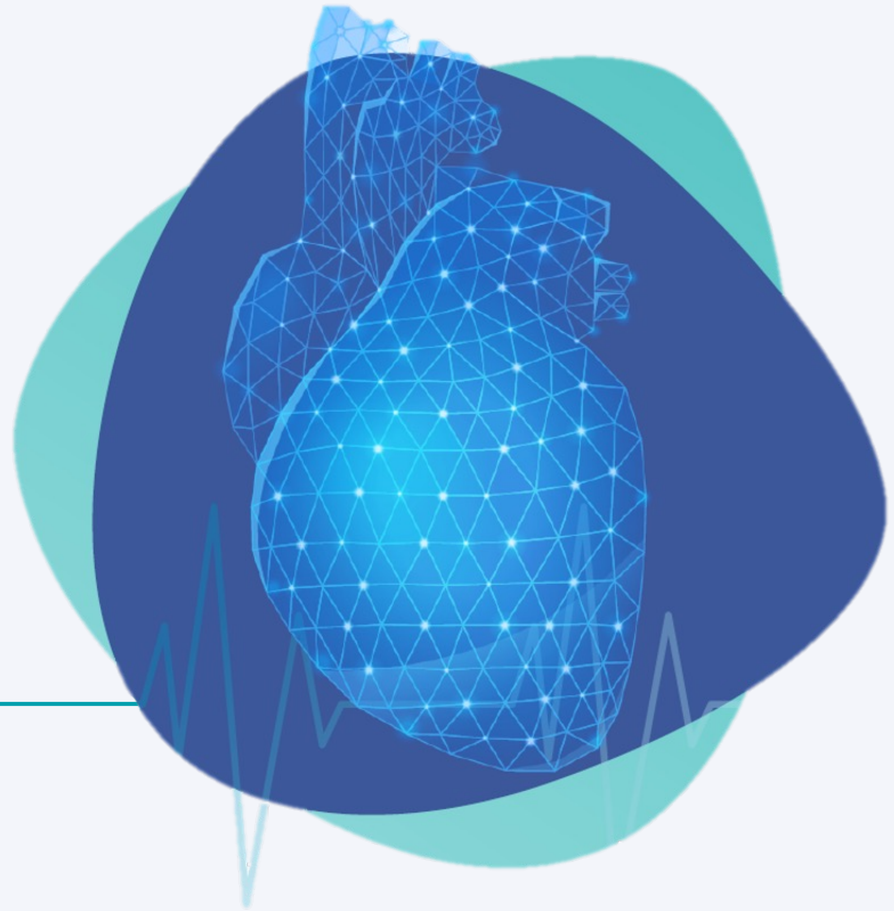


CoreDio

A non-invasive platform for wearable based advanced monitoring, allowing point-of-care medication management for heart failure and other cardiac diseases.

coredio

Personalized at-Home Heart Failure Management



Cardiac Monitoring using **Wearables, AI & Physics**

Yashar Vahedein, CEO
Mehdi Mortazawy, CTO

Coredio-AI.com

Personalized at-Home Heart Failure (HF) Management

with AI/Physics and Wearables

Heart Failure

High readmissions & length of stay, because critical cardiac metrics are inaccessible



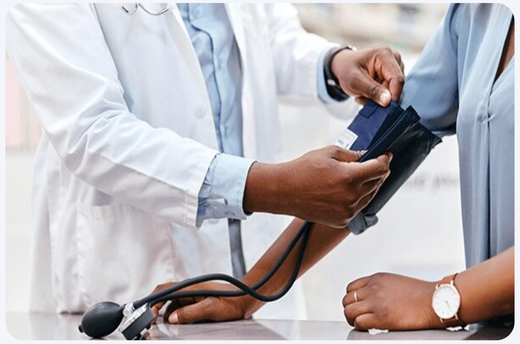
6.7M in US
625K readmissions

$4.6B
Hospital loss

$11.2B
Payor loss

checkup

Coredio auto-calibrates in-office & sent home on wearables + cuff





Office: ECG+PPG



Home: Watch

Extract

At-home catheter-level Cardiac index & intra-cardiac BP

PATENTED

coredio

PHYSICS



AI

IP protected Digital Twin Tech

Report

PATENTED

SW-only platform alerts incidents to clinicians



- Detect Early HF Escalation Signs
- Titrate Meds (GDMT)

Serve 3.5M patients instead of current 12K

For the 1st Time Coredio Enables Catheter-Level HF Management

From the Convenience of the Wearables

Traditional Watch & Cuff have limited utility

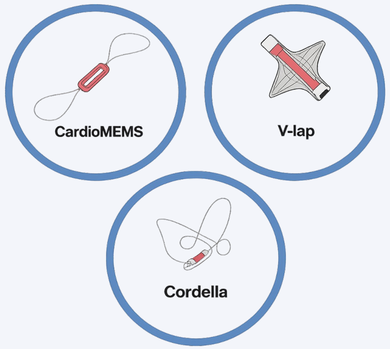
Wearables



- ECG
- SPO_2
- BP

Up to 90% less readmission with GDMT but only 12K/yr

Implantables



- CO
- LVEDP
- CVP

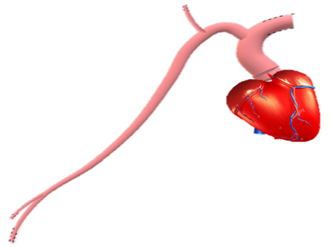
GDMT: Guideline Directed Medication Therapy

Coredio CPSE™ tech enables cardiac metrics for GDMT

V1

- LVEDP
- CO
- SVR
- CVP
- SV
- EF
- CBP
- MAP
- HRV
- PWV





Transform Wearable to HF Management Tool:

by Personalized Digital Twin, AI & Proprietary Data

V 1: Coredio measures intracardiac signals confirmed as critical by ACC, AHA & 70 cardiologists

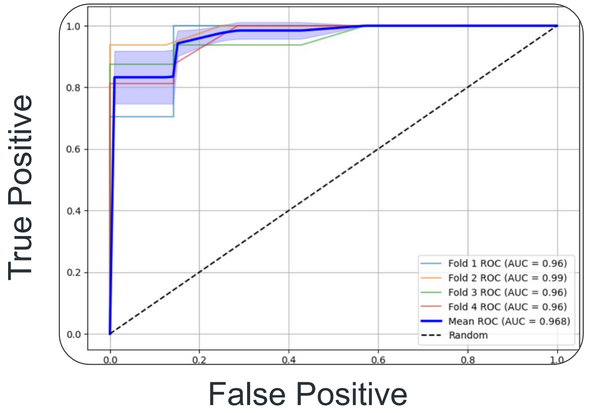
Coredio Measures Same Cardiac Signals as Implantables

n=94 patients (target n=150)

CI <2.2

AUC =0.97
Sens=84%
Spec=97%

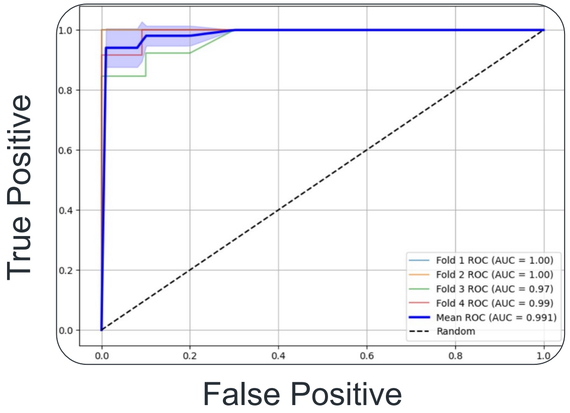
Low means
Left HF



SVR >1500

AUC =0.99
Sens=92%
Spec=100%

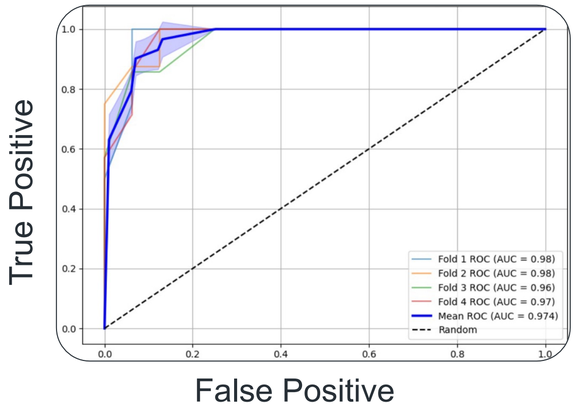
High Means
Left HF



LVEDP >18mmHg

AUC =0.97
Sens=80%
Spec=95%

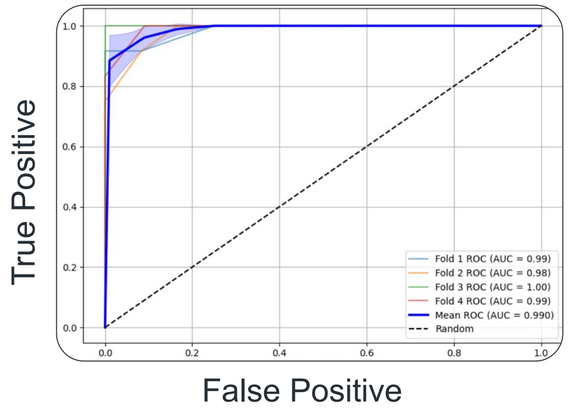
High means
Left heart dysfunction



CVP >8mmHg

AUC =0.99
Sens=88%
Spec=100%

High Means
Right heart dysfunction



90%+ accuracy superior to competition device accuracy of 70-80%

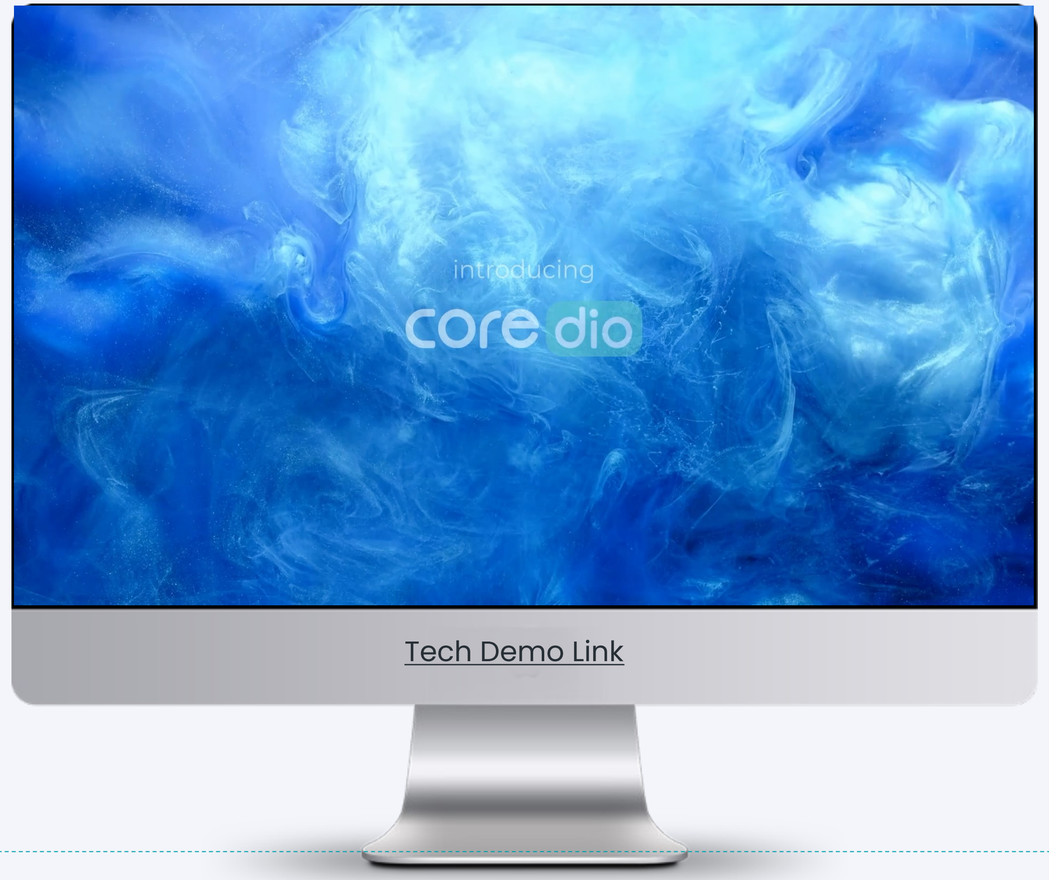
Coredio Platform & Wearable Apps Improves HF Med Management

Intractable demo available

Inputs

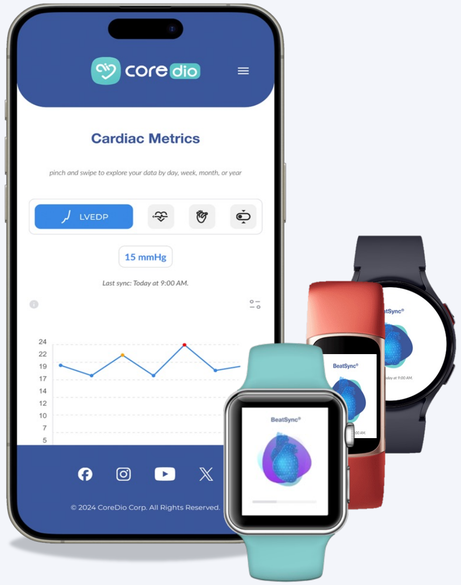
Raw Signals from Wearables/Office Equipment





Outputs

Intracardiac BP & CO Drug adjustment



Physicians, Hospital Admins & Payor Execs interviewed

Customer's Verified Coredio Business Model

Coredio Revenue

$163K/MD: Subscription, RPM, Kit

- As a hospital we prefer 1 large subscription + Add-ons.

- RPM programs are important in our hospital for HF patients

Payors and Hospitals

$500K/MD: Admission, LOS, RPM

- Priorities: Reduce Readmissions, Length of Stay (LOS).

- Beds cost $5K/day & ICU admission $30K, ambulance $10K

Valid Reimbursement

Remote Patient Monitoring (RPM)
Chronic care management (CCM)

- Our hospital observed improved outcomes with RPM/CCM solutions.

- We prefer RPM rather than readmission.

Stellar Team

Core Team



Yashar Vahedein, PhD.
CEO

MedTech Business



Mehdi Mortazawy
CTO

Tech Dev

Commercialization



Alex Herzlinger

Marketing/Sales
/Strategy

Clinical Advisors



Jag Singh, MD, PhD

EP/Cardiologist



Jennifer Monti, MD

Cardiologist

Hospital Partners





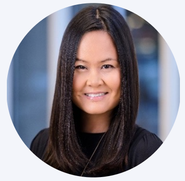


Regulatory Advisory Team



Dave Shoemaker

Med Device/
Strategy



Liz Stuart

Class III
Expert



Vikram Munikoti

BioMed +
QMSR

AI Research



Prof. Saeed Amal, PhD.

AI Scientist

Software Development Team



Saravana Kumar

SW
Architect



Jeff Lillie, PhD

Sensors/Testing

ASK

Ask: $1 M Pre-Seed
Next: $2.5M Seed

Use of Funds

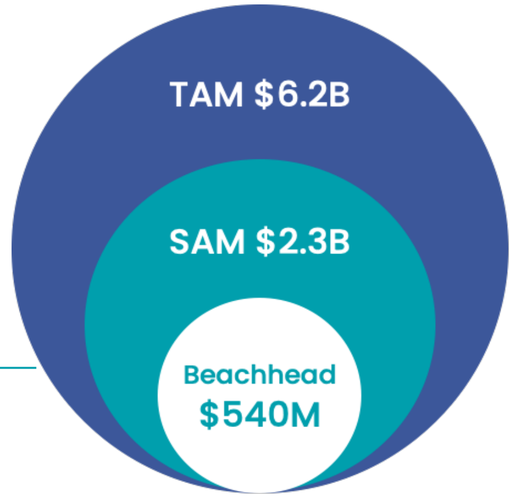
$250K	3-site clinical study
$50K	FDA pre-sub
$250K	Full MVP
$450K	Expand ops

$1M ($600K committed)

Milestones

- 12 Mo runway
- 150 proprietary data
- HIPAA Compliance
- FDA breakthrough

Thank you!



coredio-ai.com

PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

Tabia Health

Provides AI-powered solutions to enhance chronic disease management, improving patient outcomes through personalized insights and proactive care.

#PNPTCSiliconValley

Join us at pnptc.com

tabia

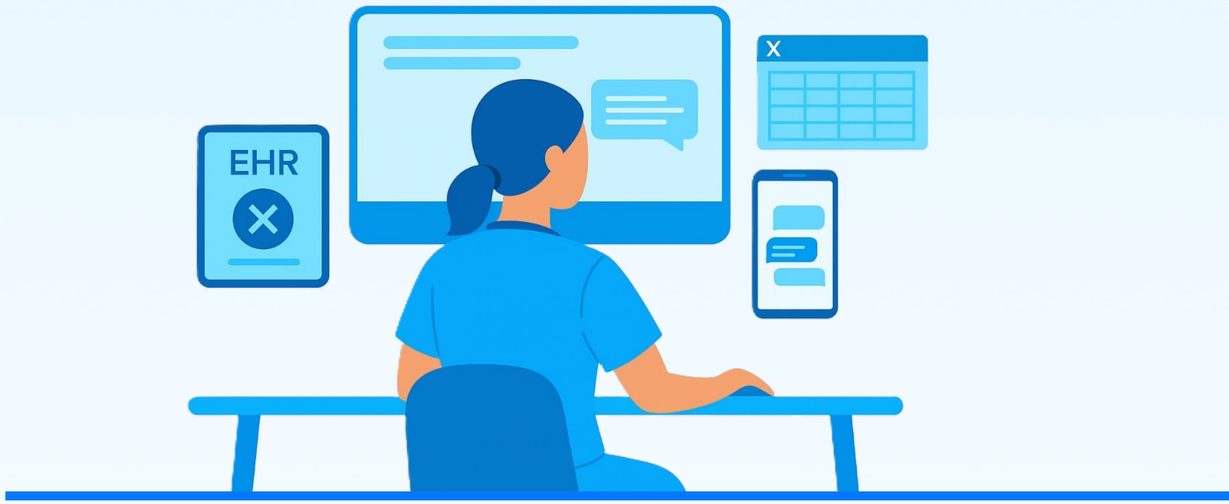
Augmented Care



Kathleen Willard • kathleen.willard@tabia.ai

Why is care still so hard to deliver?

- **35% of patients** don’t return for follow-up
- **50% of care team time** is lost to manual tracking and outreach
- **EHRs weren’t built** to catch gaps or trigger timely engagement
- **No-shows and delays** lead to worse outcomes and lost revenue



➤ *The problem isn’t burnout alone. It’s that “solutions” still depend on people to drive them.*

Augmented Care with Tabia:
Smart, Scalable, Human-Centered

🤖 AI agents handle 60% of routine tasks

🌐 Evidence-based content triggered via EHR

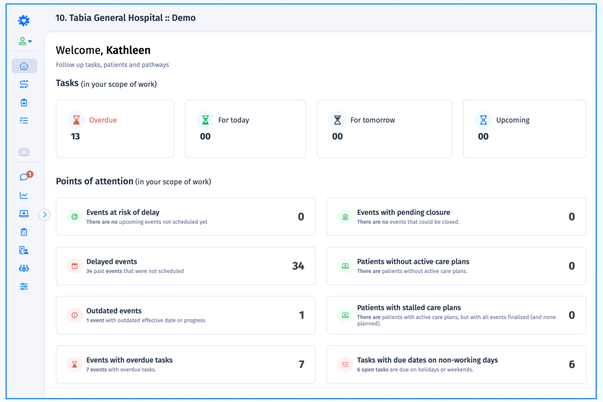
👩‍⚕️ Escalates only when human intervention is needed

We don’t just identify gaps.
We fill them automatically.

From Missed Opportunity to Managed Journey

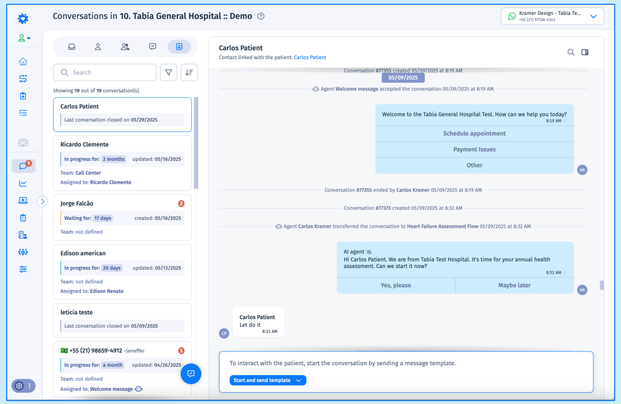
1

AI identifies gaps in care plan



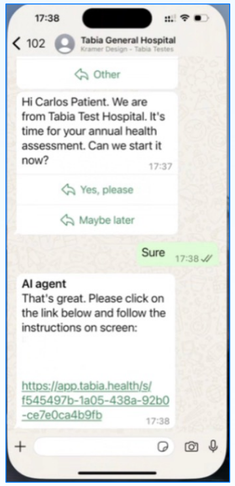
2

Automated patient messages sent



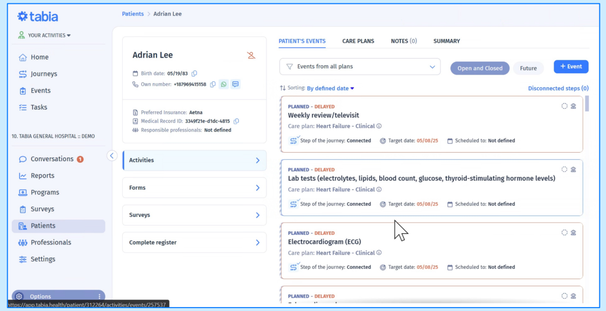
3

Personalized content delivered



4

Care plan progress tracked



Tabia Platform: AI-Driven Personalized Patient Care

Delivering More Care, Without Adding Staff

Data Intelligence

EHR Mining
Adherence breakdown

Care Orchestration

No-code best practices authoring and execution platform

Automation

Safe AI Agents in Care Deliver EHR functions



15% fewer no-shows

7.5x more patients

54% revenue growth YoY

4x better treatment adherence

Fast to launch. Simple to manage.
Proven to deliver.
Let’s co-design a care pathway together.

Let’s build together.

Kathleen Willard | kathleen.willard@tabiahealth.com

PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

Sigmatic

Sigmatic AI

Automates workflows, provides real-time insights, and streamlines decision-making for ambulatory surgery centers, enhancing operational efficiency and profitability.

#PNPTCSiliconValley

Join us at pnptc.com

Sigmatic

See. Sense. Operate

We are recreating how surgery centers operate.

Join us in the journey.

Ehab Gabr, CEO
ehab@sigmatic.ai

Sigmatic

The $135 B

Surgery Center Market

is facing unprecedented financial challenges.

The information systems of Surgery Centers are decade or two behind, CEO of Leading Industry Giant (530+ Facilities).

Sigmatic uniquely solves these challenges providing visibility into healthcare operations

The Problem

01

Inefficient Operations

02

Insurance Payor Pressures

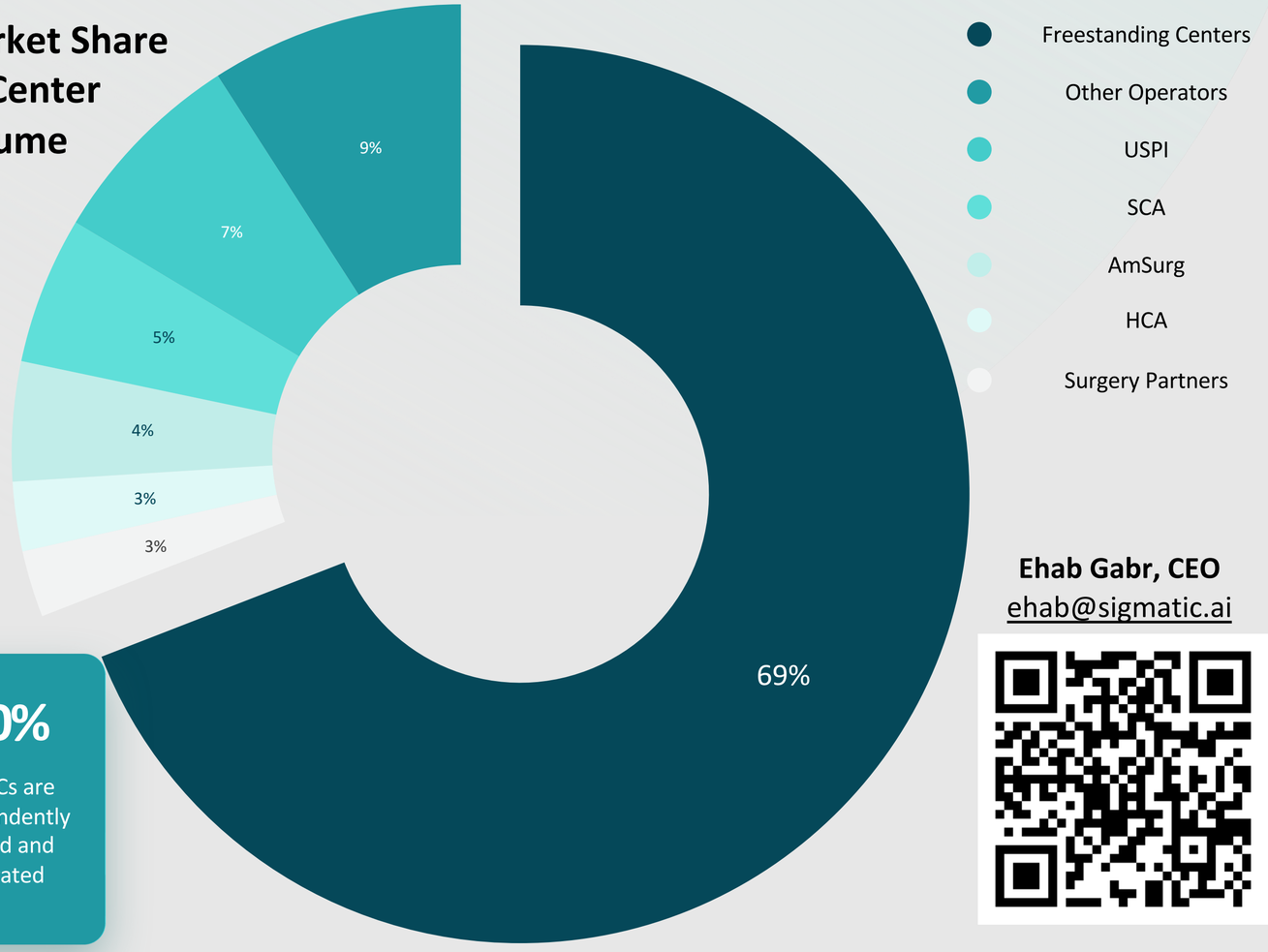
03

Rising Operational Costs

04

Unclear Reporting and Data Gaps

Market Share by Center Volume



~70%

of ASCs are independently owned and operated

Ehab Gabr, CEO
ehab@sigmatic.ai

Sigmatic

PRODUCT

Leveraging AI

Cutting-edge technology that transforms operations and financial success.

Digital Twins

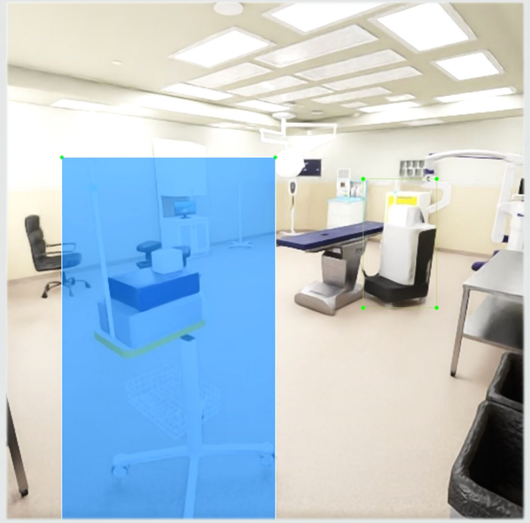
- **Proven technology used today in manufacturing, aerospace, and energy**

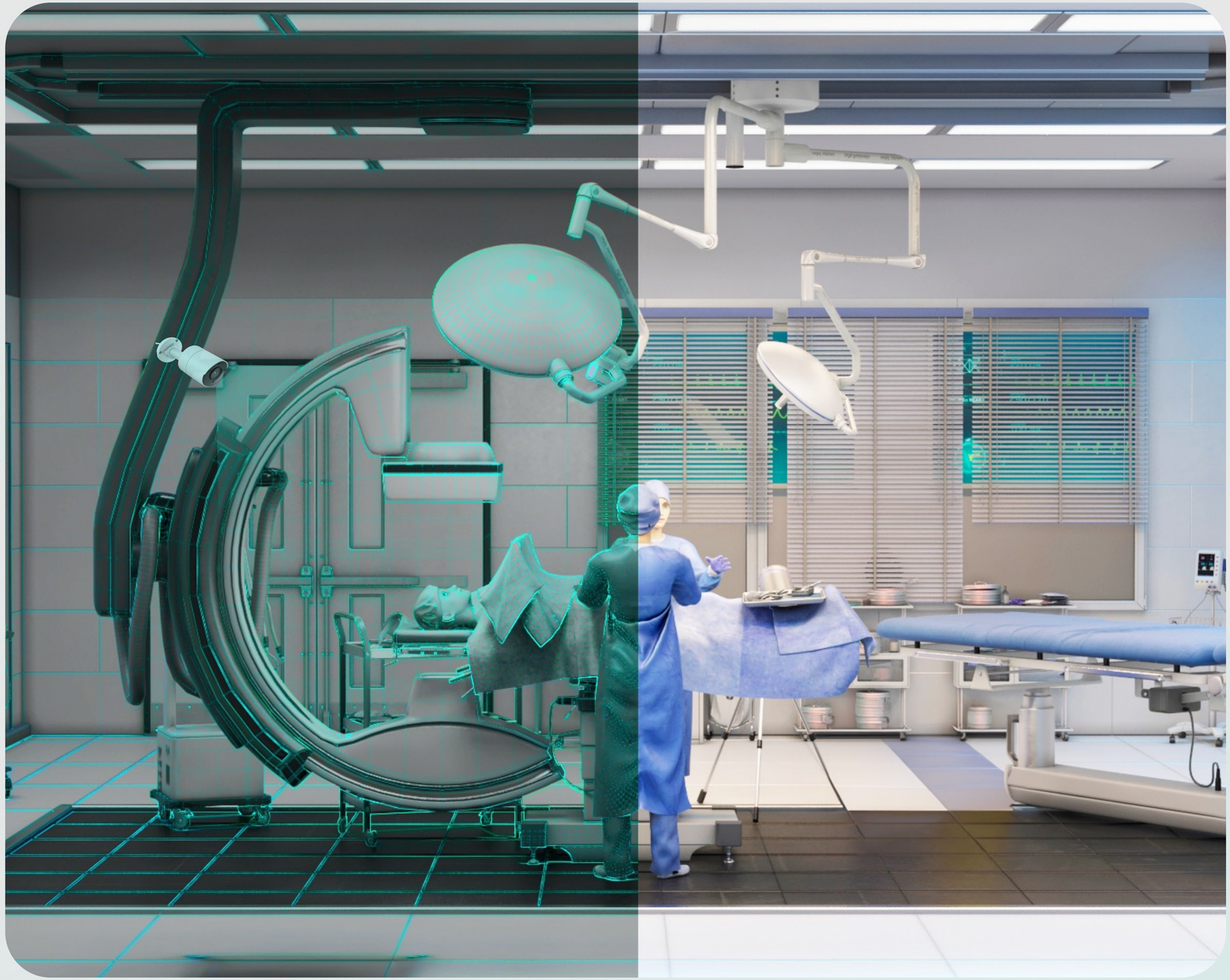
LLM-Powered AI Agents

- **Autonomous performance of tasks like real-time case costing, supply tracking, and financial optimization**

Custom trained Algorithms

- **Trained to unique environment of each client**





The Sigmatic Solution

Ehab Gabr, CEO
ehab@sigmatic.ai

THE SIGMATIC SOLUTION

Sigmatic



Ehab Gabr, CEO
ehab@sigmatic.ai

Sigmatic

See. Sense. Operate

We are recreating how surgery centers operate.

Join us in the journey.

Ehab Gabr, CEO
ehab@sigmatic.ai

PLUG AND PLAY

SV SUMMIT

STARTUP PRESENTATION

MedSetGo

MedSetGo

The first interoperable solution to connect outpatient healthcare into one app, facilitating 10 click booking of health services, adding AI to workflow at point of discharge from hospitals.

#PNPTCSiliconValley

Join us at pnptc.com



MedSetGo

AI for Hospital Case Management

OUR TEAM

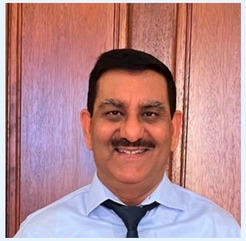
Meet our Silicon Valley-based team with 100+ years of successful and exited startup experience.



Shrey Kapoor, CEO
MBA, MD candidate at Johns Hopkins



Shawn Powers, COO
Prior system VP of 29 hospital system, Texas Health Resources



Vivek Kapoor, CPTO
20+ years of software experience; Founder of TownConnect



Saanchi Kapoor
UC Berkeley Haas & Data Science Freshman

Nationally Acclaimed Advisors



Dr. Alex Sah
Orthopedic surgeon, President American Hip Foundation; Co-Director of Institute for Joint Restoration



Joseph Badalian
Former hospital and c-suite executive; Multiple companies' board member



Dr. Upinder Singh
Chief Medical Officer of Silver State ACO



Harry Kharodh
30+ years in software, ex-Kaiser executive (office of the CTO)



Colleen Cutliffe
Unicorn founder of Pendulum Therapeutics

THE PROBLEM

Inefficiencies within the patient throughput process cause inferior patient transparency between medical providers, administrative efficiency, and capacity management.



Discharge coordinators manually send unclear and laborious referrals to varying providers.



Healthcare providers blindly provide services based on outdated e-fax or calls that are difficult to interpret.

Consequences of Ambiguity

17%

of healthcare CIOs report patient harm due to data duplication.

TechTarget

50

Patients will see their discharge avoidably delayed daily after being deemed medically ready.

California Hospital Association

$15,20

the average readmission cost with a 14% readmission rate in the US.

National Library of Medicine

OUR 4-DIMENSIONAL SOLUTION

MedSetGo offers hospital partners a comprehensive platform for seamlessly coordinating and booking post-discharge care while maintaining confidentiality and optimizing efficiency.



AI-Driven Referral & EMR System

A chatbot that integrates with unified and varied EMR systems to instantly access patient-specific data, for a seemless transition of care.



AI-Powered Prior Authorization

Streamlines prior authorization by extracting key clinical data, generating insurer-ready documentation, and strategically guiding case managers.



Accurate Discharge Estimation

We analyze hospital capacity, medical records, and historical patterns, enabling efficient post-acute care, hospital throughput and revenue.

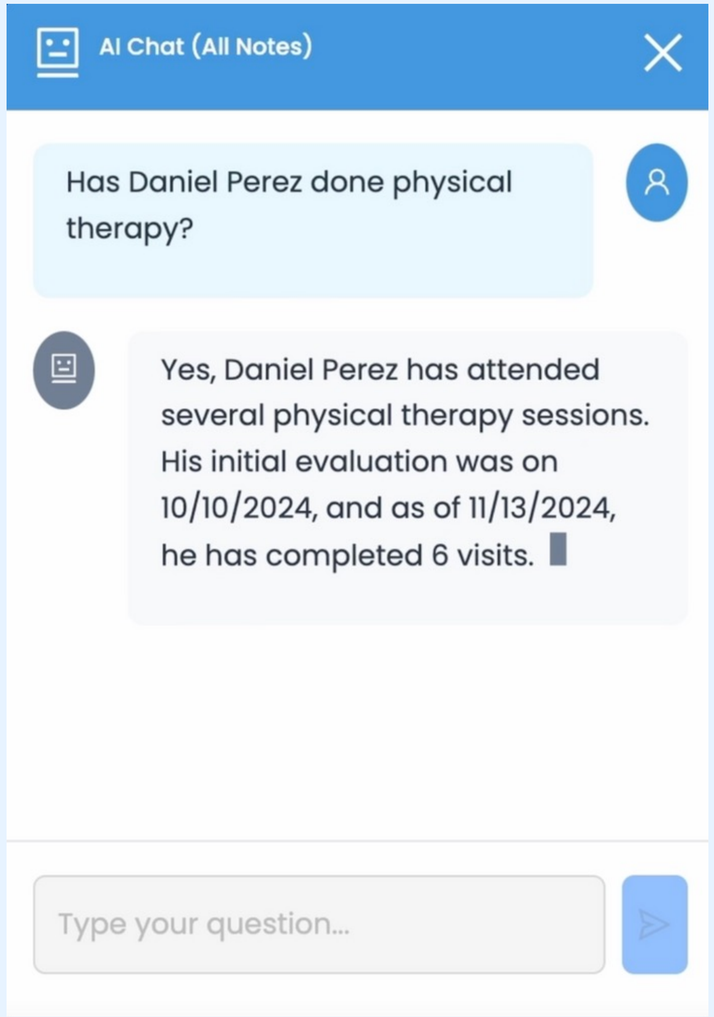


Optimized Patient Engagement

Automating follow-ups, coordinating appointments, and managing post-acute care through AI automated calls improving patient & partner adherence.

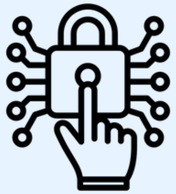
Part 1: AI-Driven Referral & EMR System

MedSetGo offers AI chatbot technology that enables healthcare providers to access full medical records and individualized assistance for diagnosis for up to 100,000 lives nationwide.





Decrease the time needed to compile and analyze years of prior health treatment from different sources.



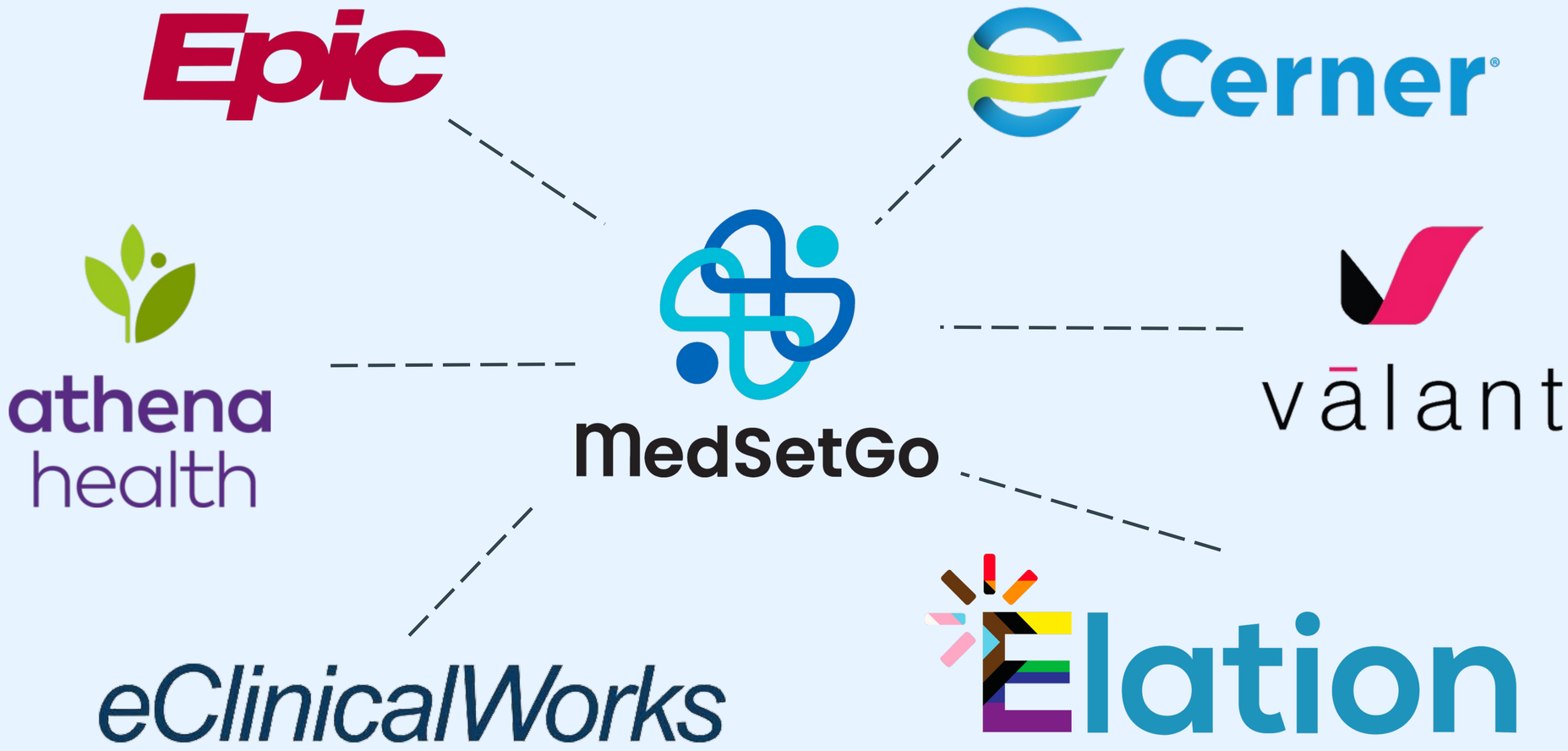
Increased accessibility enables nurses and physicains to diagnose better, cheaper, and faster using prior data, regardless of available resources.



Natural Language Processing (NLP) was strategically used to process keywords and industry-specific medical terminology.

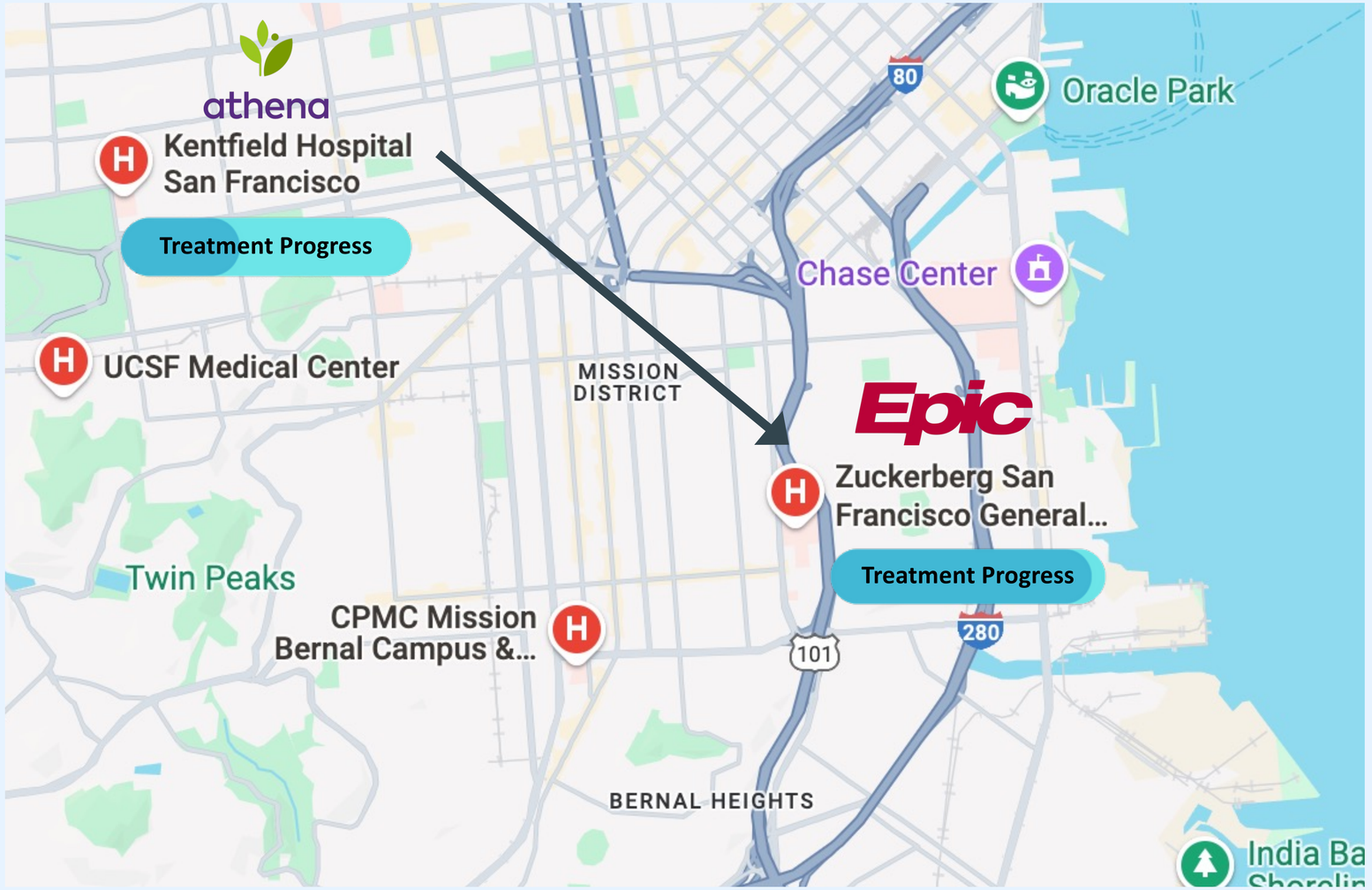
PART 1: UNIFIED EMR PLATFORM

Unifying EMR platforms encourage expedited treatment times, easy access to comprehensive patient information, reduced treatment redundancy, and improved satisfaction and engagement.



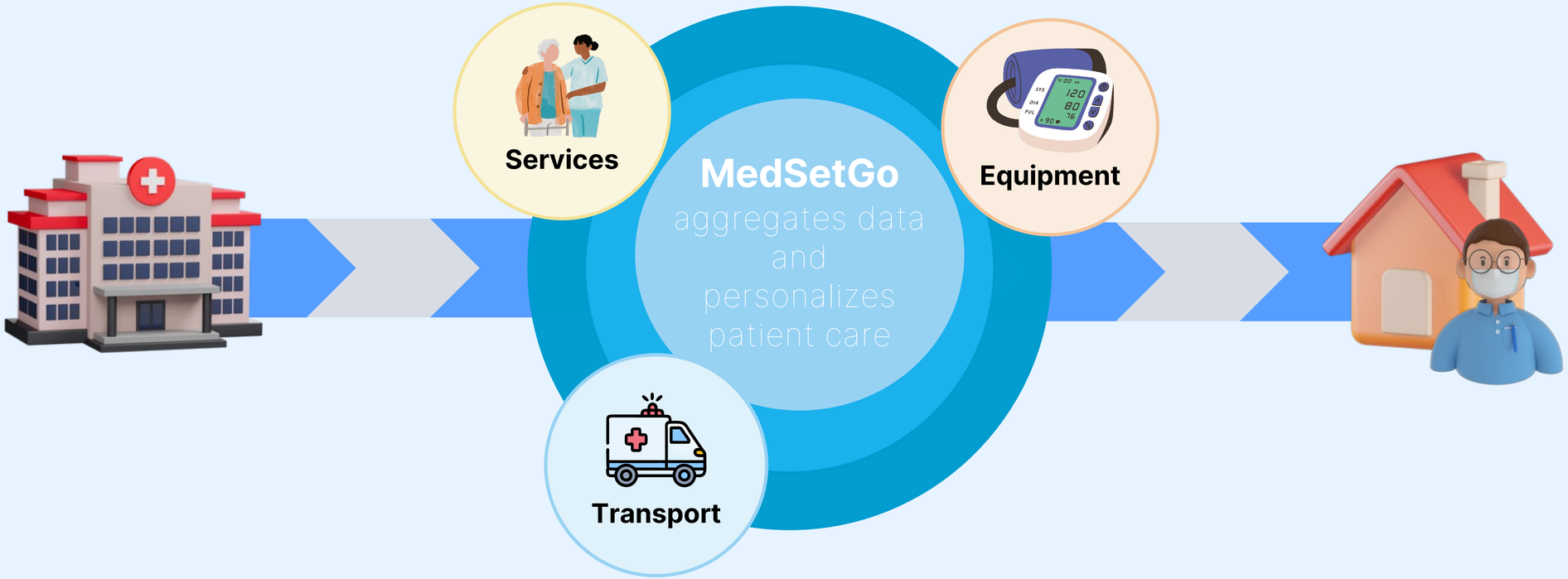
PART 1: UNIFIED EMR PLATFORM

Unifying EMR platforms encourages the secure connection of patient information nationwide, diminishing the challenges of duplicative treatments and ensuring the effective transition of care.



Part 1: Streamlined Referral Processing

MedSetGo offers hospital staff an Uber-like platform for coordinating and booking post-discharge care, simplifying the process into just three simple steps—delivering a 10x boost in efficiency.



1 API integration with hospital EMR makes referral workflows for discharge coordinators in under 10 clicks.

2 We contract with selected service partner companies for on-demand order scheduling.

3 Patients receive high-quality, individualized care. By 2026, patients can self-schedule services on the platform.

Part 2: AI-Powered Prior Authorization

MedSetGo delivers AI-powered prior authorization workflow management, enabling case managers to streamline approvals, reduce delays, and support personalized care transitions.

Accelerated Processing Time

30.27%

Naviant

Increased Approval Rates

95.5%

Inflinx

Reduced Administrative Burden

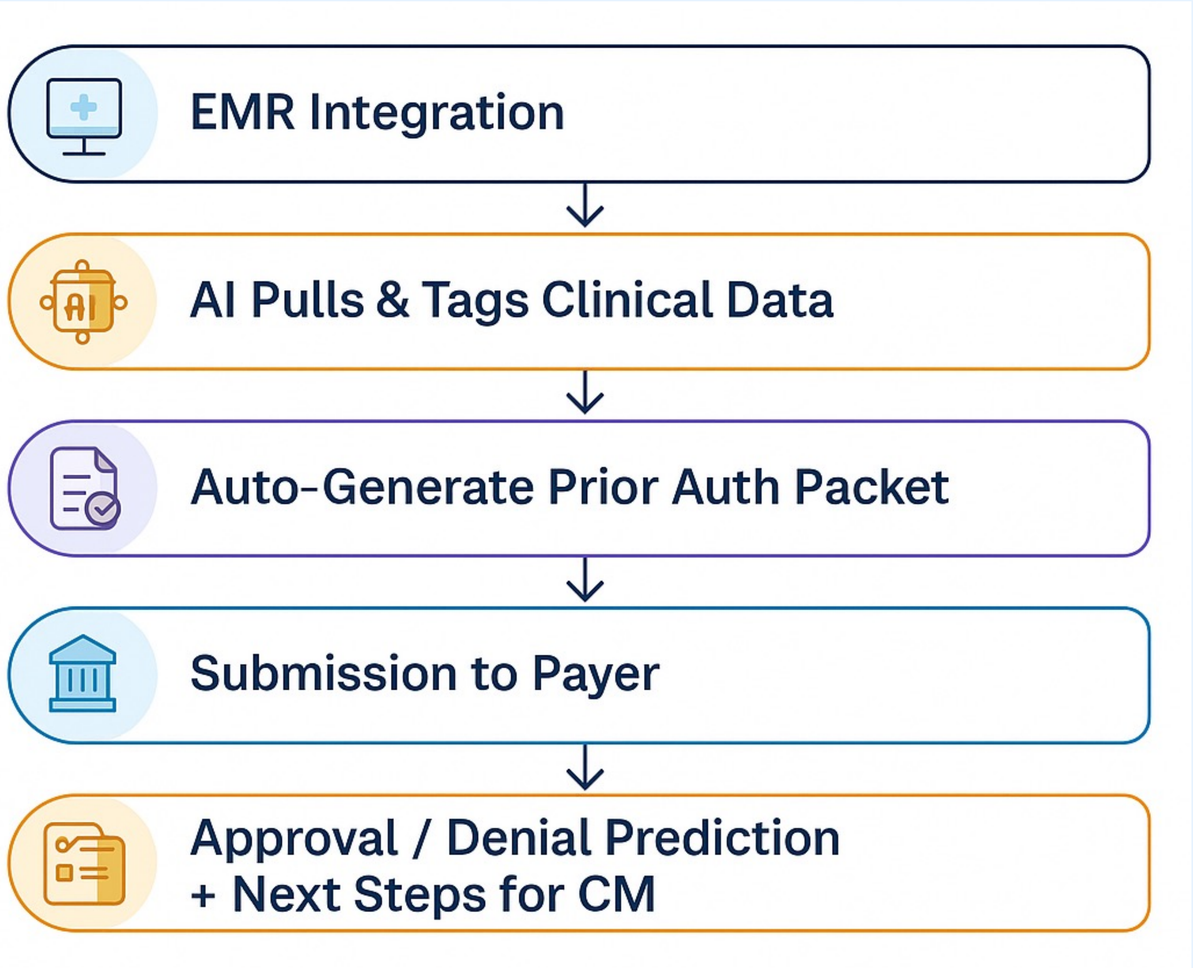
80.7%

Thoughtful AI

Enhanced Operational Efficiency

85.6%

Deloitte



Part 3: AI-Powered Discharge Prediction

MedSetGo streamlines patient flow, reduces hospital stays, and optimizes resource utilization, leading to improved patient outcomes and substantial long-term cost savings

Traditional Approach

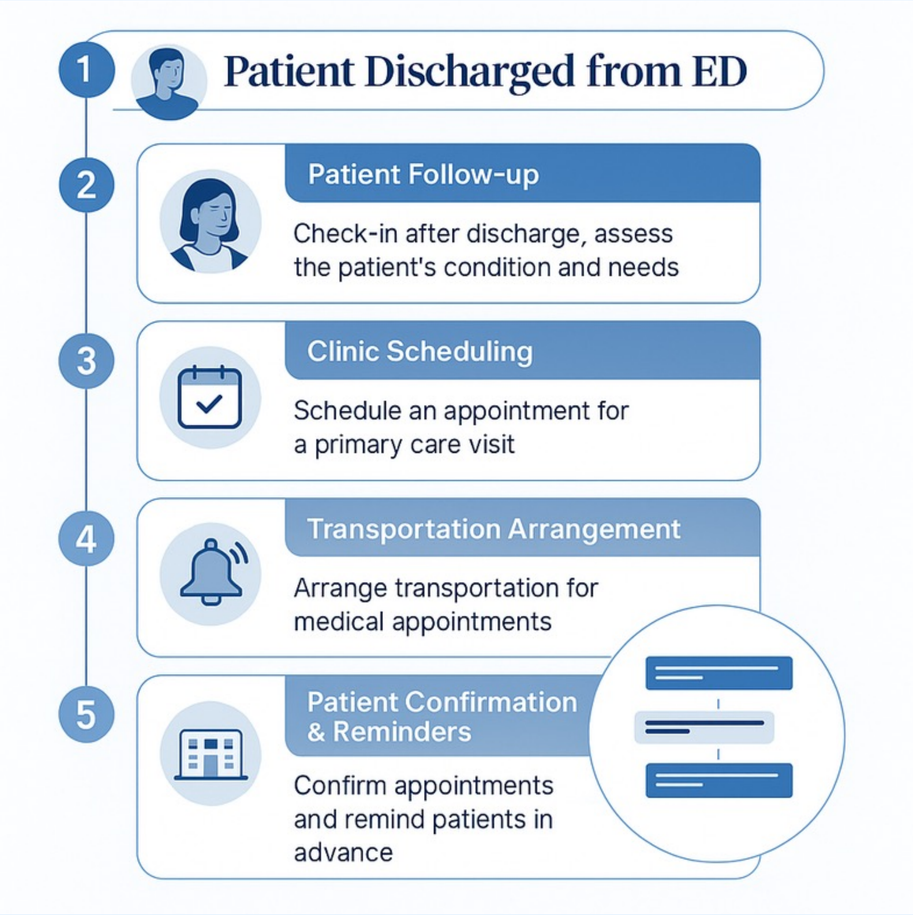
- Clinician estimates with limited data integration, leading to lower accuracy and efficiency.
- Discharge processes delayed due to manual assessments and unforeseen barriers.
- Extended hospital stays limit bed turnover, potentially reducing revenue opportunities.

With MedSetGo

- Achieved up to 86% accuracy in predicting discharge times, improving post-acute planning.
- Discharge planning has caused a reduction of 12 hours in patient length of stay on average.
- Cost savings of $750,000 in four weeks, and $10 million annually from improved patient throughput.

Part 4: Optimized Patient Engagement

Harnessing AI-powered voice technology to proactively engage patients post-discharge, ensuring adherence, reducing readmissions, and optimizing hospital resources.



70%

Reduction in No-Show Appointments

Implementing automated reminders led to a decrease in missed appointments.

Up to

$260,000 in Cost Savings over a 88 Weeks Period

Automated call systems contributed to significant cost reductions over time.

78%

Post-Acute Patient Reach and Engagement Rate

Engaged 78% of patients, demonstrating ability to engage varied demographics.

VALUE PROPOSITION

MedSetGo encourages payor-driven adoption and fosters seamless integration, enhancing patient care coordination, optimizing hospital operational efficiency, and driving cost savings.

MedSetGo Frequent Clients



Administrative Saving

Our technology lowers the length of stay, saving $2,500 per day per patient and over $14,000 in readmission costs.



Insurance Payors

We strive to lower the total cost of care and use an adaptive intelligence platform that adapts to each patient.

MedSetGo Users



Discharge Coordinator

Their entire process increases efficiency by 10x by eliminating the need for follow-up faxes, phone calls, and mistakes.



Patients

Patients can decrease placement time, optimize treatment effectiveness, and communicate more efficiently with vendors

COMPETITIVE ADVANTAGE

MedSetGo is the first interoperable solution that integrates within EMRs across the community, facilitating revolutionary speed in clinical information exchange.

Features	MedSetGo	CarePort powered by WellSky	honor	dina	AIDA healthcare	aidin
On-Demand Services	✓	✗	✗	✗	✗	✗
AI for Hospital Staff	✓	✗	✗	✗	✗	✗
Payor Matching	✓	✗	✗	✗	✗	✗
Location Matching	✓	✗	✓	✗	✗	✗
EHR Integration	✓	✗	✗	✗	✗	✗
Patient Engagement	✓	✗	✓	✗	✗	✗
Feedback to Provider	✓	✗	✗	✗	✗	✗

Administrative Benefits

Estimated Financial Savings

$20 million annually

Hours saved Per Patient

4 hours for providers and case managers

OUR TRACTION

MedSetGo is market-ready with HIPAA and SOC2 compliance, allowing secure scalability at a multi-national level with clinics, health systems, and national government-funded entities.

Our Partners

Paradise Valley Hospital

Teachers Health Trust

Quest Diagnostics

United Healthcare

Washington Hospital Healthcare System

Astrana Health

Baptist Community Health Services

Our Pipeline

Prime Healthcare

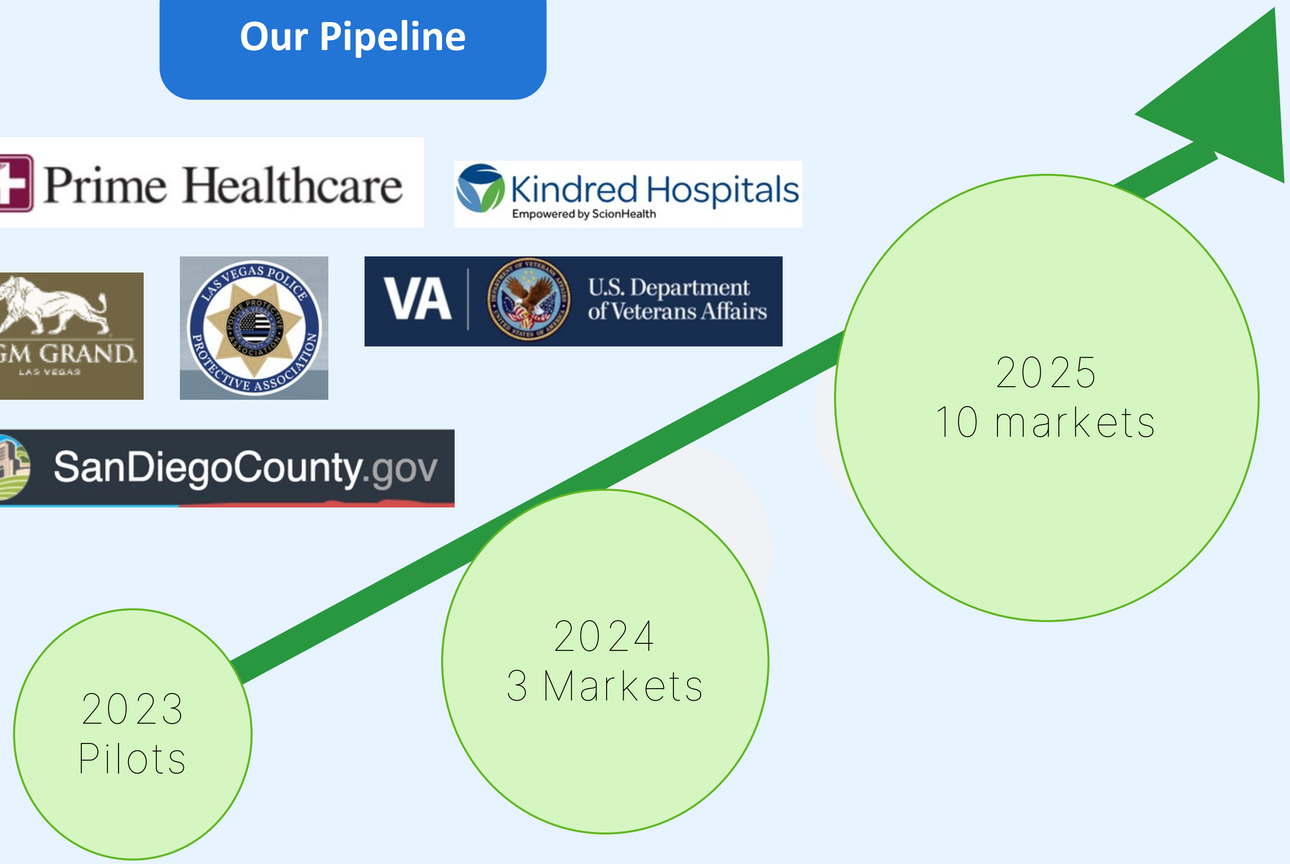
Kindred Hospitals
Empowered by ScionHealth

MGM Grand Las Vegas

Las Vegas Police Protective Association

VA | U.S. Department of Veterans Affairs

SanDiegoCounty.gov





MedSetGo

Visit info@medsetgo.com today for a demo of our AI solution!

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STARTUP PRESENTATION

SYMBIOTIC AI

Symbiotic AI

Transforming how health care professionals, patients, and artificial intelligence work together to improve heart health.

#PNPTCSiliconValley

Join us at pnptc.com

SYMBIOTIC AI

Democratizing Precision and Personalized Heart Care

Arjun Puri, MSc
Chief Executive Officer

Calgary, Alberta, Canada
May-25

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Coronary Artery Disease (CAD)

Coronary artery disease is a major cause of death globally.
How we make revascularization decisions is antiquated and leading to poor outcomes and higher care costs.



17M

DEATHS ANNUALLY*



10000+

DATA POINTS



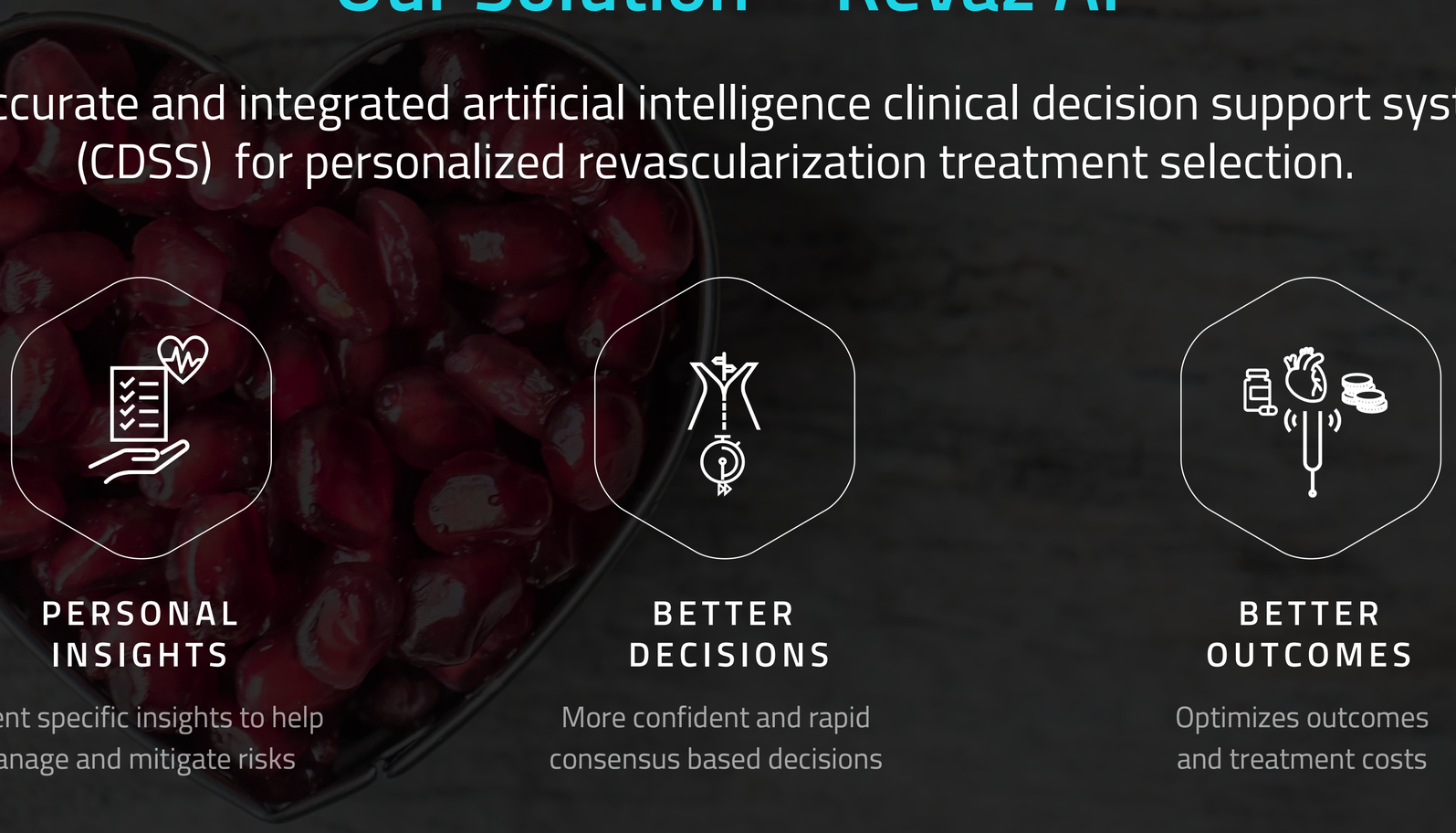
16 WKS

AVG. WAIT TIME*

*Src: www.ncbi.nlm.nih.gov/books/NBK554410, Frazer Institute - Waiting your turn Report

Our Solution – Revaz AI

An accurate and integrated artificial intelligence clinical decision support system (CDSS) for personalized revascularization treatment selection.



PERSONAL INSIGHTS

Patient specific insights to help manage and mitigate risks

BETTER DECISIONS

More confident and rapid consensus based decisions

BETTER OUTCOMES

Optimizes outcomes and treatment costs

Why now?

AI acceptance is growing. AI explainability now possible and built into Revaz.

How it works

Revaz AI insights help forecast and mitigate risks to health outcomes and costs associated with suboptimal CAD treatment selection.

*Works with Epic



PATIENT TO ER

with symptoms of heart attack



DIAGNOSTIC TESTS

like bloodwork, ECG, angiography



RESULTS REVIEW

by Cardiologist for treatment planning



REVAZ AI INSIGHTS

ready in EMR and used for treatment selection



OPTIMIZED OUTCOMES

for patients, providers and health system

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Revaz AI Features

Personalized Insights On-demand

- 10 foundational personal insights models
- Customized to interventional workflow
- Integrated reporting in Epic EMR (more coming)

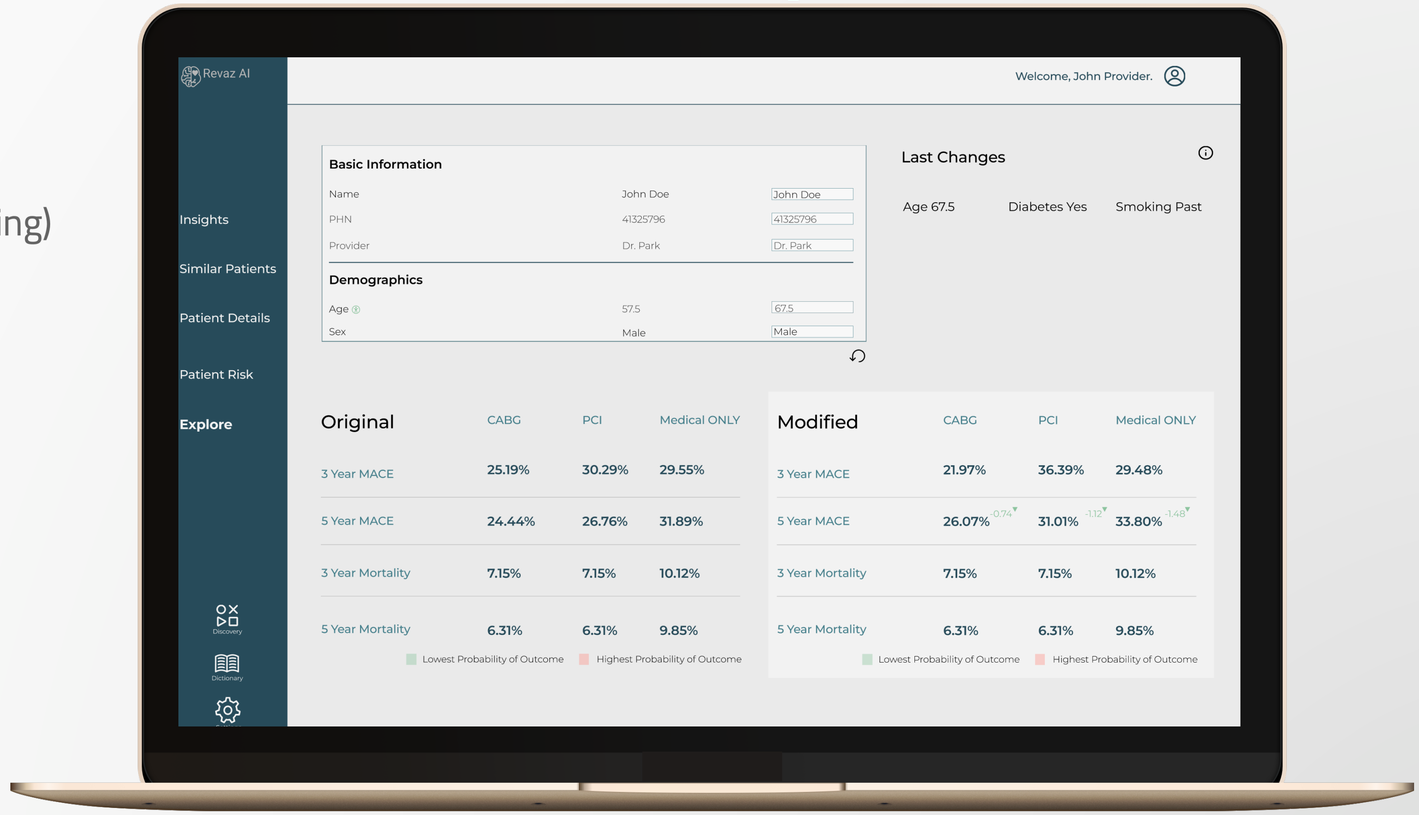
Explore and Explain

- Deeper insights for prevention discussions
- Explainable AI insights
- Builds trust and learns with clinicians

AI Systems Health Monitoring

- Control deployments and monitor health
- Monitor and identify bias in AI
- AI compliance at heart (ISO 42001)

*Works with Epic



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Cardiologist Input on Revaz AI

17 cardiologists surveyed*

How useful is Revaz AI for revascularization decision making?



4/5

Can Revaz AI improve patient outcomes?

"Yes, because there is often equipoise. The points of benefit or risk have different value for different patients. Presenting outcomes in these ways would be novel"

- Cardiac Surgeon, Ohio

How useful is Revaz AI for Heart Team decisions?



4.5/5

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*Survey by internal management by contacting independent cardiac interventionists and surgeons.

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John’s Journey with Revaz AI

68 YR-OLD FROM ALBERTA, CANADA

DIAGNOSED WITH SINGLE VESSEL HEART DISEASE

AFTER NSTEMI HEART ATTACK

$25,000 SAVED*

in treatment costs to John, his HMO, or health system.

0.45 MORE QALYS*

quality adjusted life years gained due to fewer complications and adverse events.



$38,500 VALUE CREATED*

for the health system or health management organization.

PERSONALIZED WITH AI

in seconds to give doctors superpowers for data analysis and integrated reporting into EMRs.

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*Analysis conducted by independent Health Economist with 15+yrs experience, Mr. Tom Mullie

Competitive Advantage Matrix

	SYMBIOTIC AI	Idoven $23M raised | Incubator	Anumana $127M raised | Series C
CAD treatment selection insights	✓		
Personalized risk forecasts	✓	✓	✓
Explainable AI with control systems	✓		
Ethically trained on 30K+ cases	✓	✓	✓
Integrated into clinical workflows and EMR	✓		✓
Multi-modal data (imaging and health record)	✓		

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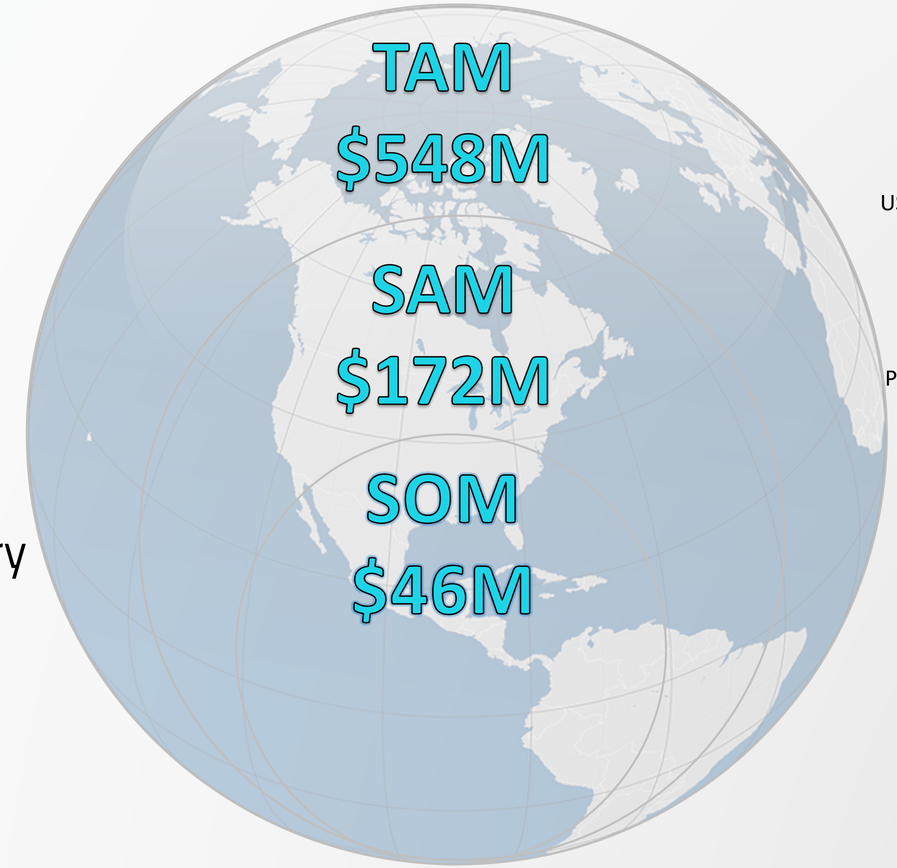
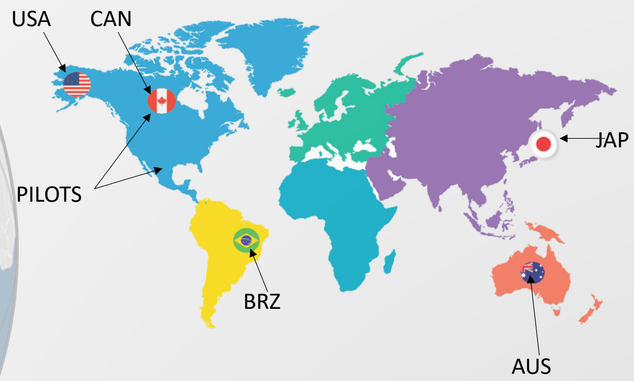
Market Opportunity and Size

- 42,627,000 with CAD
- 73,000 Cardiologists
- 2,287,647 Procedures / yr
- $350+ Ave. cost of complex cardiology consultation*
- $36,000+ Avg. cost of coronary artery bypass surgery*
- $15,000+ Avg. cost of percutaneous intervention*



Beachhead Markets
(MDSAP and Epic)



Recurring revenue model driven by use fees → substantial revenue growth in years 3-5 post-launch.

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*Src: https://doi.org/10.1016/j.amjcard.2016.01.004, https://doi.org/10.1016/j.jcin.2018.10.051

Business Model

Value based Software as a Service (SaaS)

Pay per use licensing



PRE-PAID LICENSES

Pilot

$200/use for
1-100 uses



ONE TIME IMPLEMENTATION

Premier

$100/use for
101-500 uses



PAY-AS-YOU-GO LICENSES

Platinum

$50/use for
501-1000+ uses

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Go To Market

Target Market
Clinicians and Health payers in North America

ICP
Heart Cath Labs at Hospital and Health Systems

Channels
- Direct sales & resellers
- Insurer sponsored
- Institution sponsored

Revenue Model
Tiered and usage based SaaS

CAC, ACV & LTV*
$17-75K – CAC
$140-385k/yr/site – ACV
$1.4M (5yr) – LTV

Customer Acquisition
Pilots -> testimonials & evidence -> product promotion -> sales

Launch Timeline*
- Pilot launches Q4 2025
- Broader rollout Q2 2026
- Key partners onboarded by Q4 2026

Regulatory Readiness
- Class II SaMD.
- FDA 510(k) clearance, ISO, IEC
- Pre-sub with FDA Aug 2025*

IP
Trade secrets, utility patents, prop. Internal dev tools

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*Forecasted by internal management estimates

Milestones and Financing



REVAZ AI MVP TESTING



QMS & FDA PRE-SUB



PROSPECTIVE TRIALS LAUNCH



510(k) CLEARANCE



REVAZ LAUNCH



SUPPORT, ADAPT, EXPAND



FIRST FUNDRAISE

1 — **JUL 2025**

2 — **AUG 2025**

3 — **DEC 2025**

4 — **JAN 2025**

5 — **MAR 2026**

6 — **JUL 2026+**

Raising $1M

Use of Funds:

- Pilot implementations & support
- Revaz launch – IP protection, marketing, new customers
- Operations ineligible for non-dilutive funding

Completed Milestones

- CLINICAL VALUE & USABILITY TESTING
- EFFICACY AND ECONOMICS EVALUATION PUBLICATIONS
- INITIAL MARKET VALIDATION
- PILOT PARTNERSHIPS DEVELOPED & ETHICS GRANTED
- IP & REGULATORY STRATEGY DEVELOPED
- QMS DEVELOPMENT STARTED (ISO 13485, 14971)

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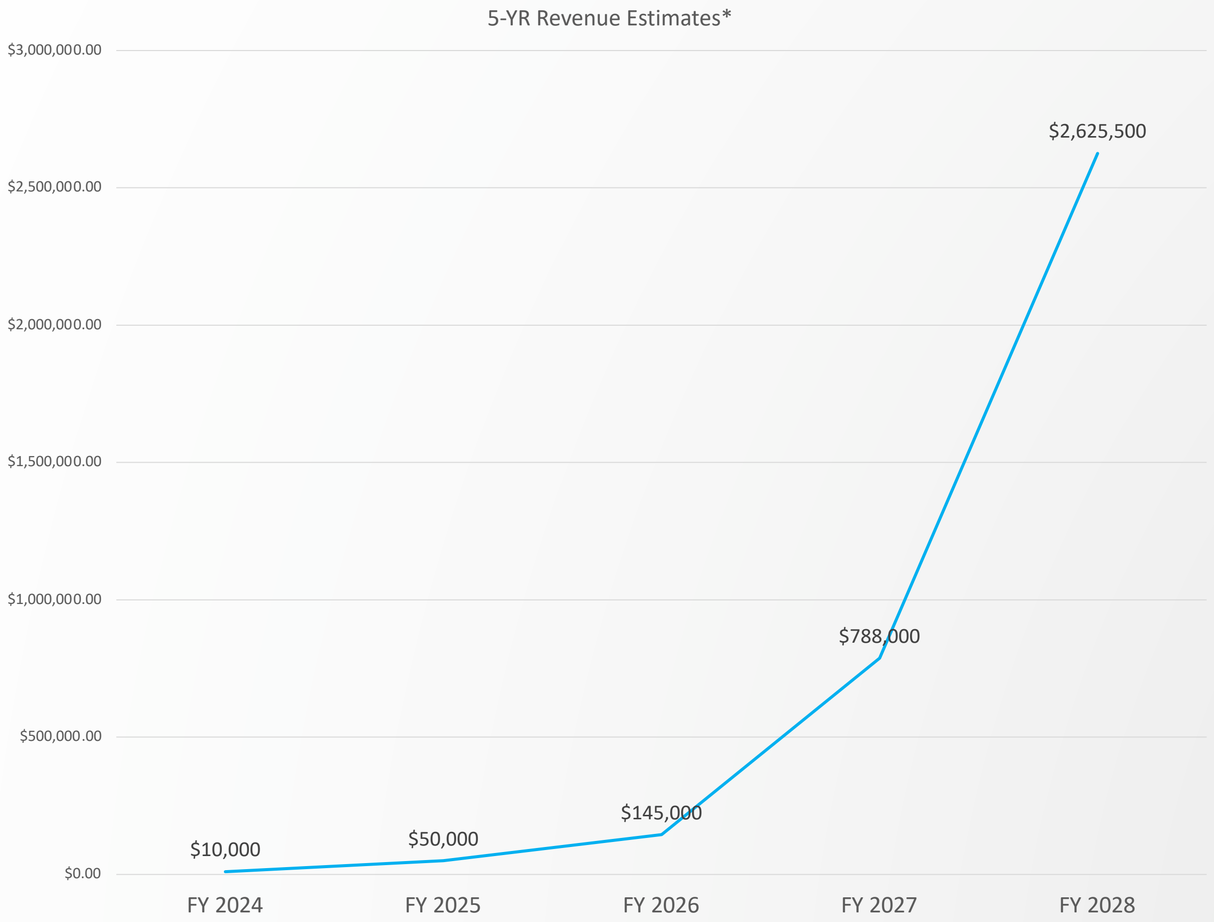
Revenue Forecast



How?

- Product launch and marketing
- New customers, resellers, and markets
- Gross-margin payoffs

Achievements to Date

- Plug and Play Alumni | $1.1M NDF
- Revaz AI v.0.8 built with cardiologists in North America
- Evidence generating pilots developed in North America

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*Forecasted using internal management estimates of procedure volumes, revenue model, and sales goals.

Team



ARJUN PURI

CEO | Co-founder

- 13+ yrs in digital health leadership. MSc in Health Systems
- Expertise in health systems, health informatics and clinical information systems
- Second time founder



DR. JOON LEE

CTO | Co-founder

- 14+ yrs in artificial intelligence and health data science research
- Expertise in research & development, informatics
- PhD, MIT post-doc, Professor at University of Calgary



EMMA BOGNER

Product Manager

- Expertise in machine learning methods, data science and model development
- Certified SCRUM master
- Masters in Data Science



DR. ABRAHAM TIO

Director, Engineering

- 20+ yrs building and leading health information software
- Retired medical doctor
- Deep expertise in health data interfaces and architecture

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Our Ask

VALIDATION PARTNERSHIPS

Seeking partners interesting in trialing/validating Revaz

FUNDING PARTNERSHIPS

Seeking accredited investor interest in our first funding round

SYMBIOTIC AI



Let’s democratize precision cardiac care together.

Connect with me at summit!

Email: info@symbioticai.ca

SYMBIOTIC AI



Arjun Puri

Symbiotic AI · CEO & Cofounder

Silicon Valley June Summit 2025

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lumiio™

Lumiio

Transforms patient experience into real-world data, accelerating therapeutic development, informing clinical research, and enabling market access to unlock the future of personalized patient outcomes.

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lumiio™

FROM ENGAGEMENT TO IMPACT

Accelerating Health Outcomes Through Real-World-Data

MARCH 2025



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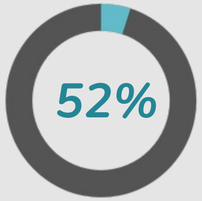
MASSIVE UNMET NEED

Why Rare Disease?

There are more than

7000

***known** rare diseases*



Of new drugs approved are for rare diseases



*Patients are **scattered** and challenging to **identify***



*Data is **missing** or **incomplete***

There's an estimated

300M

*people **worldwide** living with a rare disease*

People impacted by rare disease:



***3M** in Canada*



***30M** in the US*



***400M** worldwide*

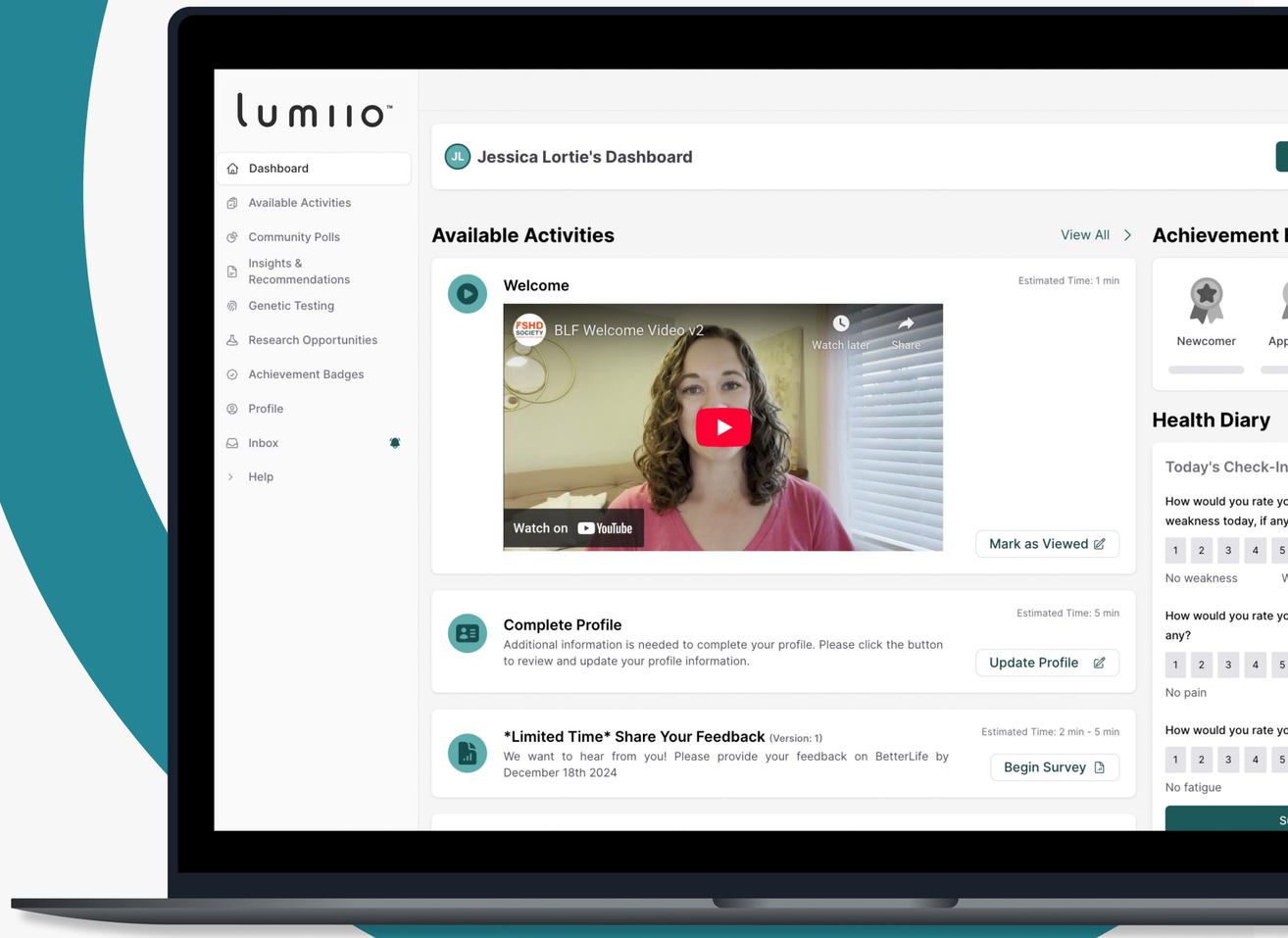


***No tools** to support patient communities*

OUR SOLUTION

Lumiio’s Hybrid Health Data Platform

A Centralized Ecosystem Empowering ***Patients, Researchers, and Pharma***



SOLUTION

Gain Insight. Enhance Engagement. Drive Outcomes.

- *Accelerate clinical trials*
- *Regulatory approvals and market access*
- *Increase market size and revenue*



- *Timely, equitable, and evidence-informed care*
- *Specialist finding and research opportunities*
- *Education and health journey insights*

- *Clinical practices & standards of care*
- *Cohort study design and recruitment*
- *Multimodal data to determine endpoints and outcome measures*

Business Model

One-time Design & Implementation Services

- *Patient Journey*
- *Multi-source data collection*
- *One-time studies*

OTR Service Contract Value:
$25k to $200k+



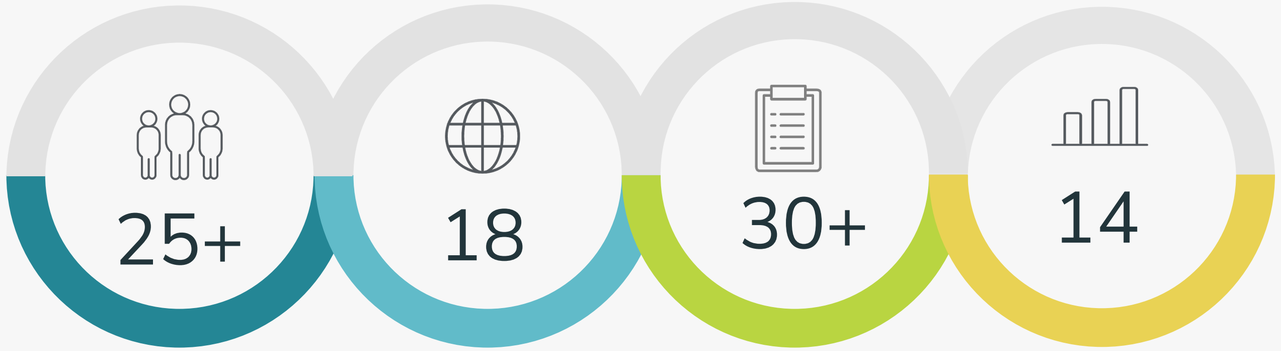
Annual Subscription

- *Licensing*
- *Data hosting and support*
- *Data analysis and reporting*

ARR Contract Value:
$10k to $200k+/year

POWERED BY PEOPLE

Scaling Data Programs for Global Impact



Common Chronic Diseases

Migraine Disorders
Bone & Joint Disorders
Stroke

Rare Diseases

Spinal Muscular Atrophy
Facioscapulohumeral Dystrophy
Mitochondrial disease

Customer Success

BetterLife FSHD

A patient-driven health platform and research solution

Goals:

1) *Help patients with FSHD with tools for immediate support and impact*
2) *Speed and improve FSHD research and therapeutic development*



Engagement & Community Impact

***Engagement* in the first 7 months…**

529 patients enrolled

1500+ completed surveys

891 answers to community polls

2.6 logins per person/per month

42 states represented

***Impact* since August 2024 launch…**

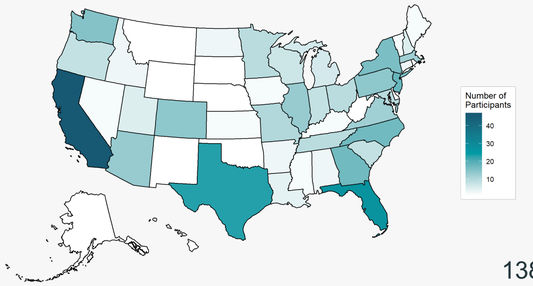
247 patients invited for trial pre-screening

5 data/recruitment inquiries supported

3 scientific presentations

+2,800 completed surveys

88% recommend BetterLife



POWERED BY PEOPLE

Experienced Leadership Team

Blaine Penny
CEO



- *Highly experienced data executive*
- *Founder of MitoCanada*
- *Lived experience as rare disease caregiver*

Dr. Lawrence Korngut
Co-founder & CMO



- *Neurologist*
- *Health data researcher*
- *Entrepreneur*
- *Founder of the Canadian Neuromuscular Disease Registry (CNDR)*

Dr. Victoria Hodgkinson
CSO



- *Global expert in patient registries*
- *Leader in protocol design, privacy, and data governance*
- *Extensive real-world data analysis with published results*

Sarah Akierman
CPO



- *SaaS commercialization leader*
- *Chronic disease research*
- *Scientific and growth focus*

Fil Korngut
CTSO



- *Database development and information security*
- *Big Four cybersecurity leader*
- *Specialist in ISO, CIS, and NIST frameworks*

Shawn Veltman
Sr. Developer



- *SME tool and process architect*
- *Decision intelligence pioneer*
- *Versatile software innovator*

Let's Work Together!

Bryanne Kwong

Manager, Growth and Marketing
bryanne.kwong@lumiio.com
www.lumiio.com



PLUG AND PLAY

SV SUMMIT

BREAKOUT SESSIONS - WEDNESDAY, JUNE 11th

3rd Floor Team Room

9:30 - 10:30 AM - Case Studies in Health and Insurtech

Lilly ivoclar GNP SEGUROS

11:00 - 12:30 PM - Fireside Chat: The Future of Health Equity in Innovation

Biogen Freenome

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THANK YOU FOR ATTENDING

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