



# Global Health Connector Village @ HLTH23

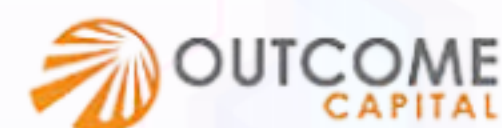
**hlth.**

OCTOBER 8-11 2023 | LAS VEGAS USA

GLOBAL VILLAGE SPONSOR



GLOBAL VILLAGE EXHIBITORS



# Global Health Connector Village @ HLTH23



OCTOBER  
8-11 2023



LAS VEGAS  
USA

## ECHAlliance & The Voice of Africa



**Brian O'Connor**  
Chair at ECHAlliance



**Jean Philbert Nsengimana**  
Chief Digital Advisor to Africa  
Center for Disease Control



**hlth.**



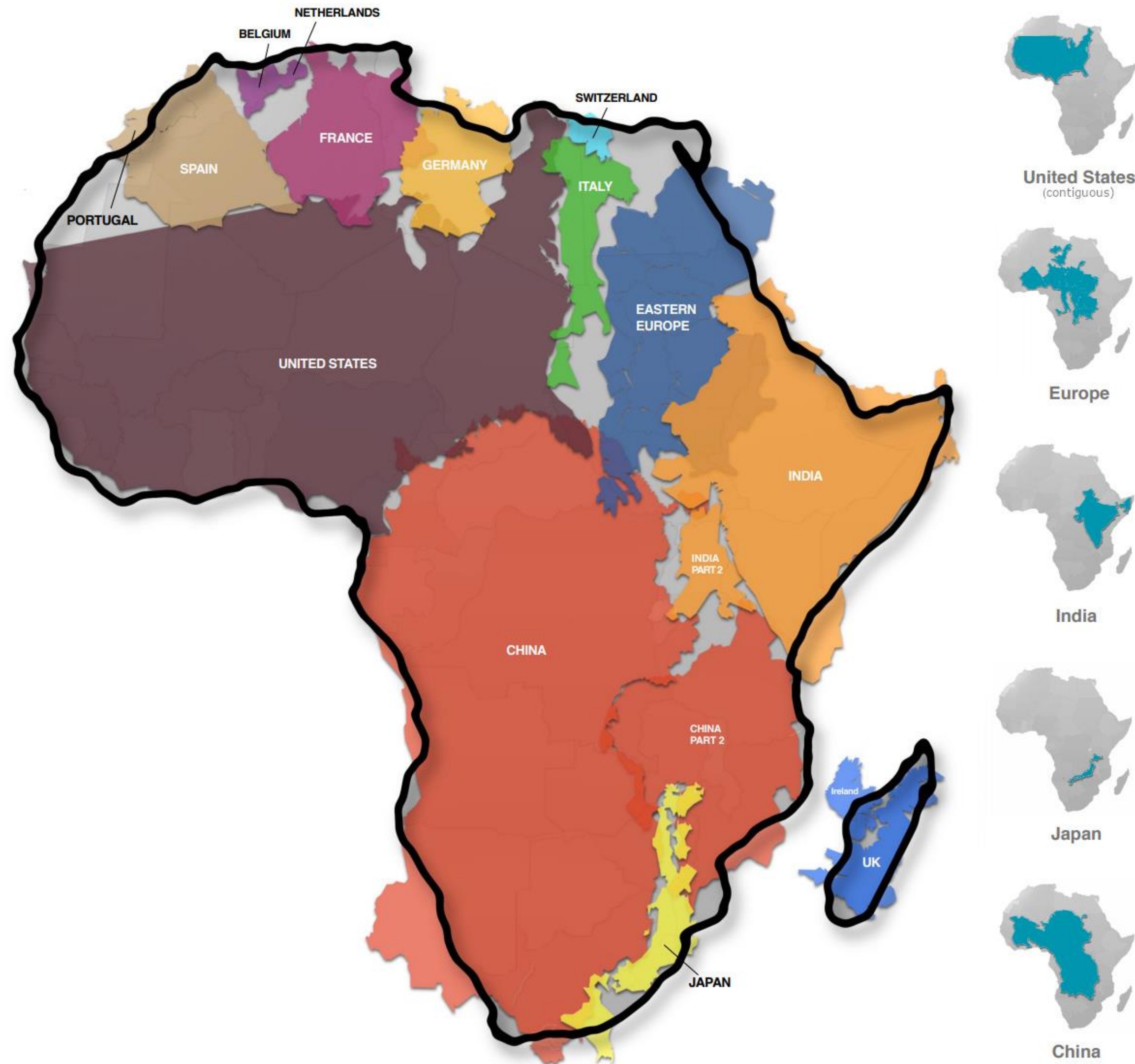
# The Voice of Africa

Jean Philbert  
Nsengimana  
Chief Digital Advisor,  
Africa CDC





# The True Size of Africa



- Africa is very big
  - 1.4 Billion
  - 19 years median age
  - by 2050, 1 of every 2 babies will be born in Africa.
- Africa is rising: uniting into the world's largest free trade area, home to world's 6 of the top 10 fastest growing economies
- Healthcare in Africa is going digital, powered by young people & tech (mobile, AI)



# Africa CDC New Public Health Order



- ▶ **Africa CDC New Public Health Order**
  - ▶ Stronger public health institutions
  - ▶ Stronger public health workforce
  - ▶ Expanded capacity for manufacturing of vaccines, **diagnostics**, and therapeutics
  - ▶ Increased domestic resources for health security
  - ▶ Respectful and action-oriented partnerships

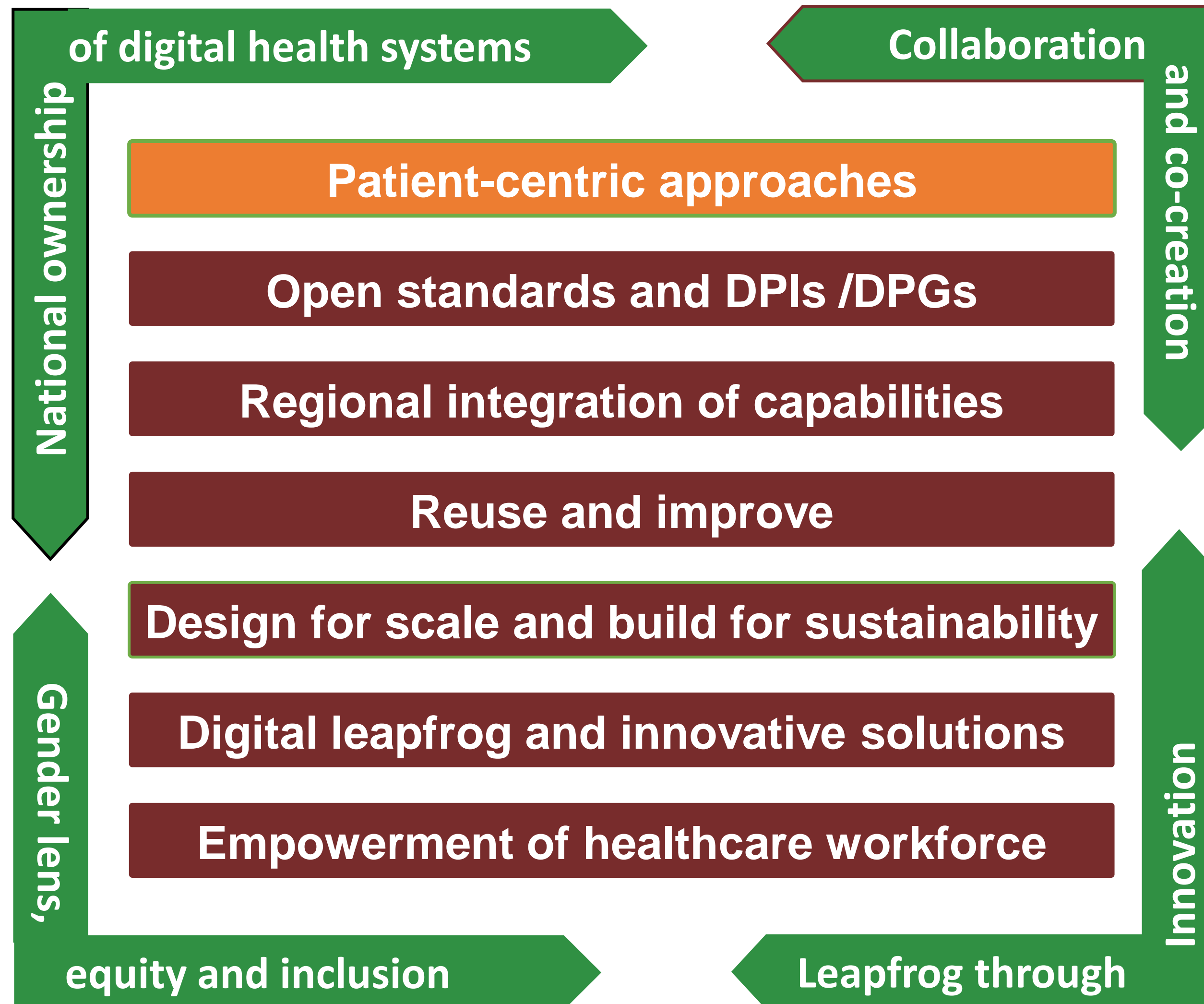


# Digital Health Benefits





# Guiding principles and priority areas





# DTS Flagships



**HealthConnekt  
Africa**



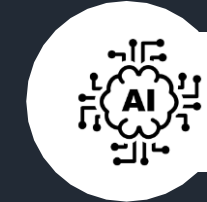
**PHIF - Public Health  
Informatics  
Fellowship**



**Digitized Primary  
Care**



**Digital medical  
supply chain and  
logistics**



**Artificial  
Intelligence for  
health in Africa**



**Africa Digital  
Health Index**



**Digital Delivery  
and Innovation  
Team**



**PAHIN - Pan-Africa  
Health Informatics  
Network**



**Connected  
Diagnostics**



**Health data  
governance**



**Digital workforce  
developemnt**



**Africa HealthTech  
Summit**



**AWIDH - African  
Women in Digital  
Health**






**Africa CDC Data  
and Innovation  
Sandbox**



**Africa Integrated  
Disease Surveillance  
and Response**



**Enterprise  
architecture and  
Internal Business  
Process digitalization**

 *Off the ground*  
 *Design stage*  
 *Loading*





# DIGITAL HEALTH:

EMPOWERING PEOPLE, TRANSFORMING COMMUNITIES.



17-19 / OCTOBER / 2023 , KIGALI CONVENTION CENTER





# Africa Digital Health Networks

Engage | Empower | Excel

## AFRICA DIGITAL HEALTH NETWORK

### FINAL CONSULTATION AND SOFT LAUNCH

THURSDAY, 19-OCT-2023

9:00 - 10:15 AM

KIGALI CONVENTION CENTER

ROOM: MH4

#### Co-Moderators



**DR. DANIELLA MUNENE**

HEAD OF EXTERNAL AFFAIRS,  
AFRICA HEALTH BUSINESS



**DR. ADMORE JOKWIRO**

AHTS FELLOW

#### Discussion Leaders



**JEAN PHILBERT NSENGIMANA**

CHIEF DIGITAL ADVISOR,  
AFRICA CDC



**DR. RAJI TAJUDEEN**

HEAD, DIVISION OF PUBLIC HEALTH  
INSTITUTES AND RESEARCH,  
AFRICA CDC



**DR. TOM OLUOCH**

DEPUTY BRANCH CHIEF - EPIDEMIOLOGY,  
SURVEILLANCE AND INFORMATICS,  
CDC



**DR. AMIT THAKER**

EXECUTIVE CHAIRMAN,  
AFRICA HEALTH BUSINESS



**DR. HENRY MWANYIKA**

REGIONAL DIRECTOR CENTER OF  
DIGITAL AND DATA EXCELLENCE,  
PATH



**BARAKISSA TIEN-WAHSER**

TECHNICAL ADVISOR,  
GIZ



**BRIAN O'CONNOR**

CHAIR AT ECHALLIANCE -  
THE GLOBAL HEALTH CONNECTOR



Global Health Connector Village @ HLTH23



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INTERSYSTEMS ACCELERATOR PITCHING SESSION 1



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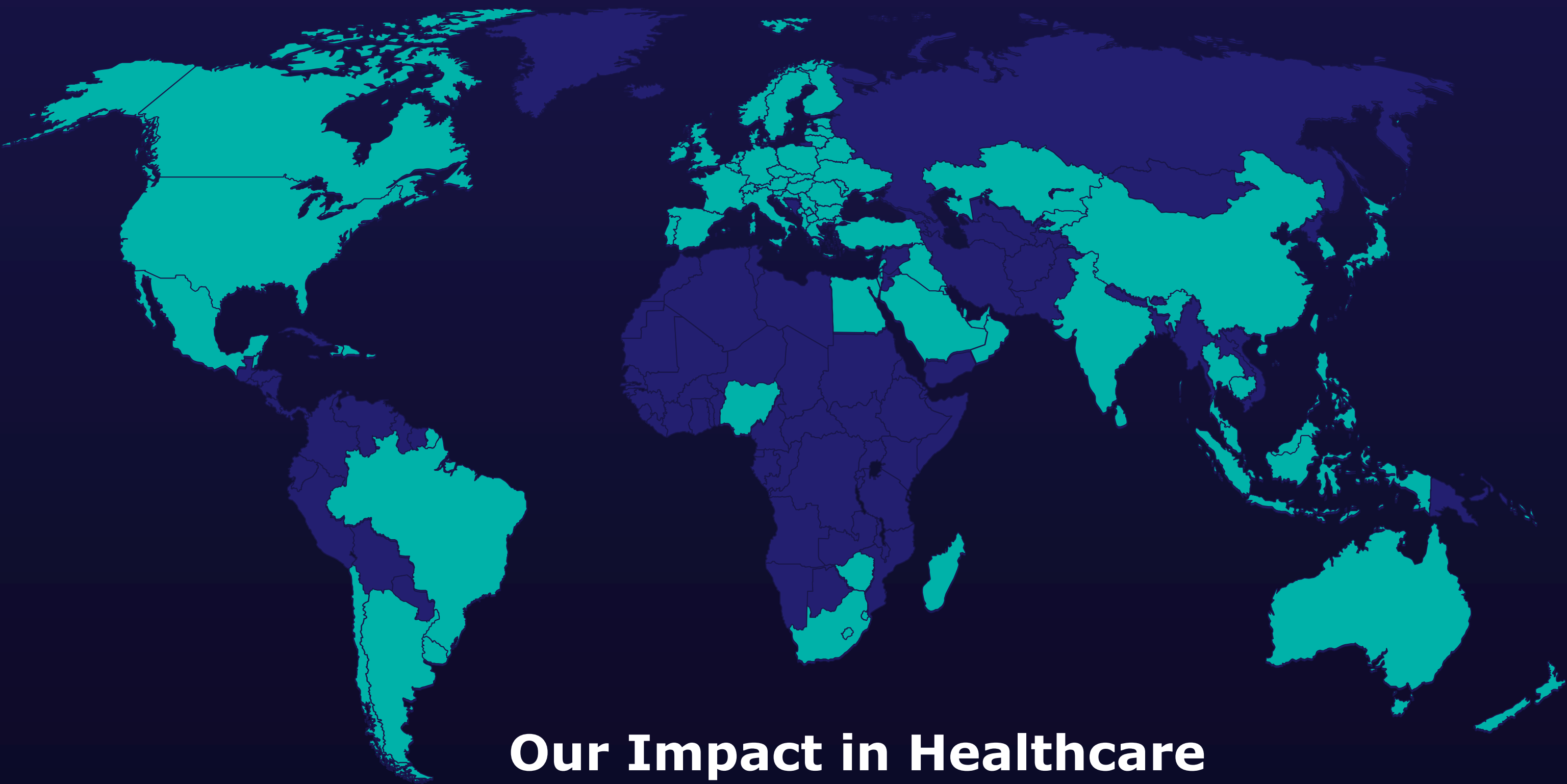
# Powering Startup Innovation

**Dean Andrews**  
Head of Developer Relations



# About InterSystems

World's Most Popular Health Data Platform



## Our Impact in Healthcare

Deployed in  
80+  
Countries

Manage >1B  
Patient Records  
Worldwide

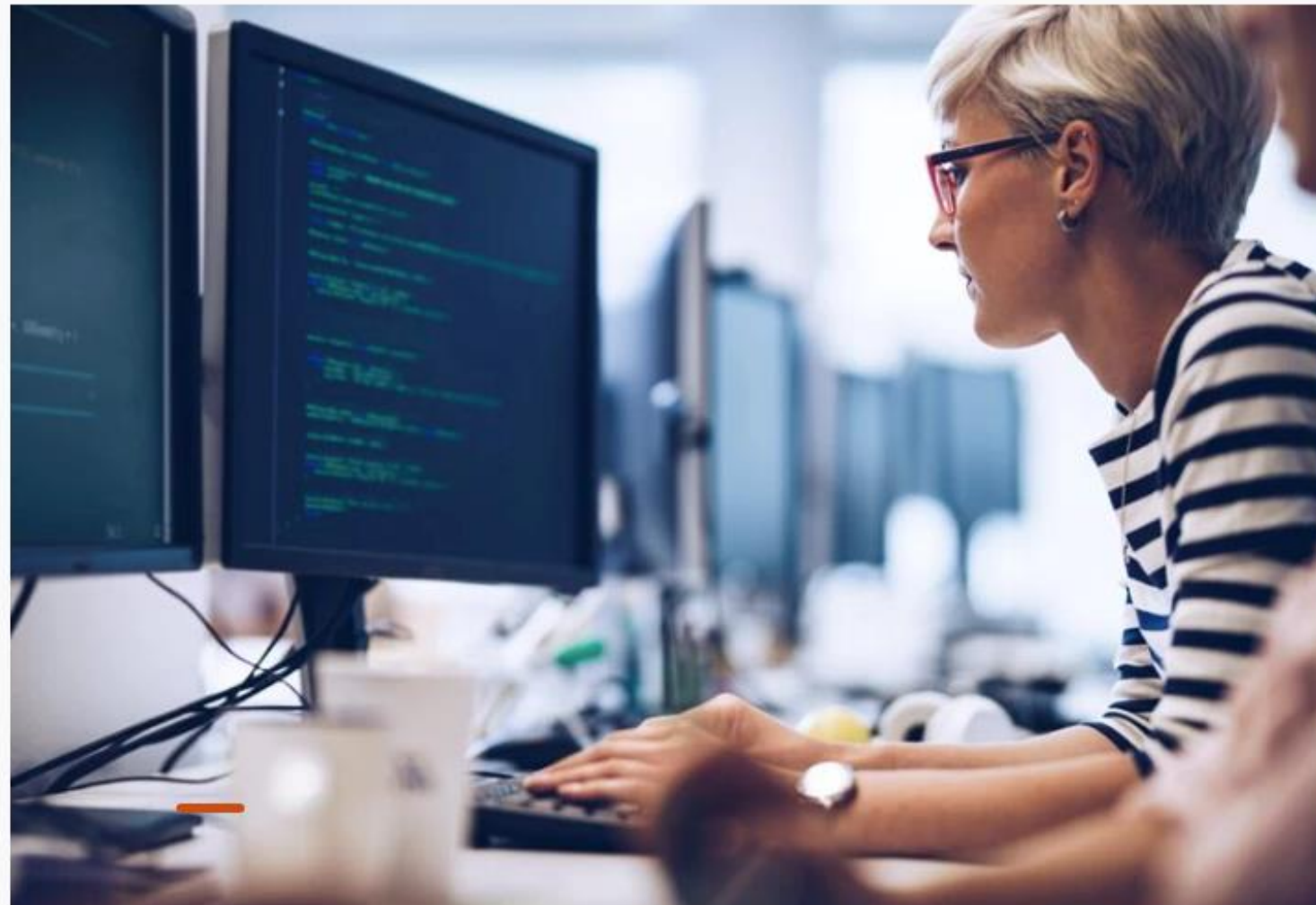
Manage over  
2/3 of US  
Patient Records

#1 Industry  
Recognition

- Global leader in data management, integration, and analytics
- Unparalleled performance, scalability, interoperability, and reliability
- Core platform supporting Epic Systems, among hundreds of other healthcare technology organizations (InterSystems IRIS for Health)
- Highly rated by KLAS, Forrester, Gartner Peer Insights, Gartner Magic Quadrant and IDC
- Leading International EHR
- 15% of the world's equity trades run through InterSystems platform, and 6 of the top 10 global banks use our products – speaks to scalability and reliability
- Privately-held, stable, profitable business built on partner success



# InterSystems Startup Program



## Programs

### Acceleration Programs for early-stage startups

Deep dives into our technology and tailored training from experts.  
Turn ideas into prototypes, prepare for funding rounds and more



### InterSystems Venture Fund

Provides fast growing, data-driven startups with early investments to  
help advance and market digital health solutions



### Startup Growth Toolkits

Low- and no-cost technical, marketing, and sales enablement tools  
designed for seed or pre-seed startups using InterSystems technology



## Empowering Early Stage Startups

Incubation/Acceleration  
Growth Toolkits

Investment

Plus: Co-Marketing

Industry Events

Developer Community

<https://www.intersystems.com/healthcare-startups/>







The InterSystems Startup Program  
Where new ideas meet proven infrastructure.



# MAIA Medical AI Assistant



MAIA

# Who are we?

Technological startup founded in 2022 with global potential

Experienced team with successful application of AI  
for transportation and industry

We bring modern and proven technologies from industry to healthcare

We help to fight against CRC - the second deadliest cancer worldwide



# MAIA is intelligent endoscopy module

Based on state-of-the-art AI technology

Saves up to 20% of a doctor's time

Recurring Revenue model

Risk reduction

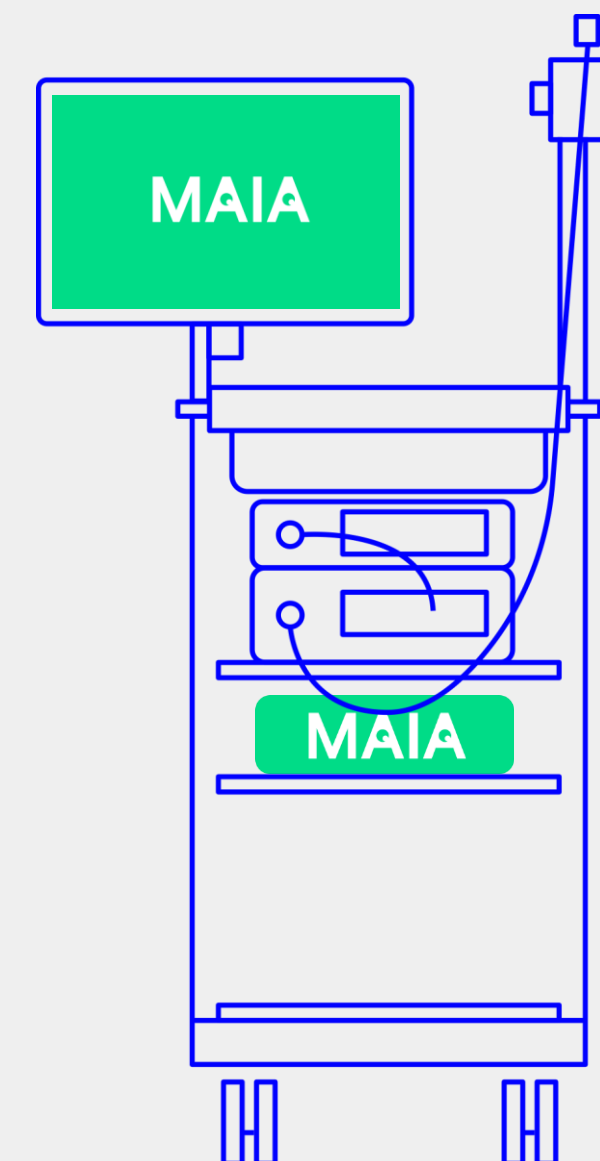


Detection

Classification

Measurement

Medical report



**MAIA** Colonoscopy  
AI Assistant

- Runs real-time
- Video enhancement
- Increases quality (Adenoma Detection Rate)
- Compatible to any endoscope in the market



# We are looking for

## 1. INVESTOR

- who wants to get involved in society-wide beneficial and profitable project

## 2. PARTNERS

- healthcare institutions and doctors who want to pilot MAIA
- medical device distributors for endoscopy
- universities and Research organizations



# MAIA

CEO  
Lukas Loun  
lukas@maia-labs.cz

LinkedIn  
[www.maia-labs.com](http://www.maia-labs.com)

**MAIA** Colonoscopy  
AI Assistant

**MAIA** Gastroscopy  
AI Assistant

**MAIA** Urology  
AI Assistant

**MAIA** Bronchoscopy  
AI Assistant

To make  
doctors' jobs  
easier.

## MAIA Founders



**Michal Hradis, Ph. D.**

Co-Founder, CTO

Associate professor  
17+ years of Machine Learning  
and Computer Vision  
Worked in London

[Google Scholar](#) ↗



**Lukas Loun**

Founder, CEO

ex ABB and Siemens  
Regional Sales Director  
12+ years experience from  
international sales

[LinkedIn](#) ↗



**Petr Musil Ph. D.**

Co-Founder

11+ years of AI app  
development  
Unique patent for  
Defence industry

[Google Scholar](#) ↗





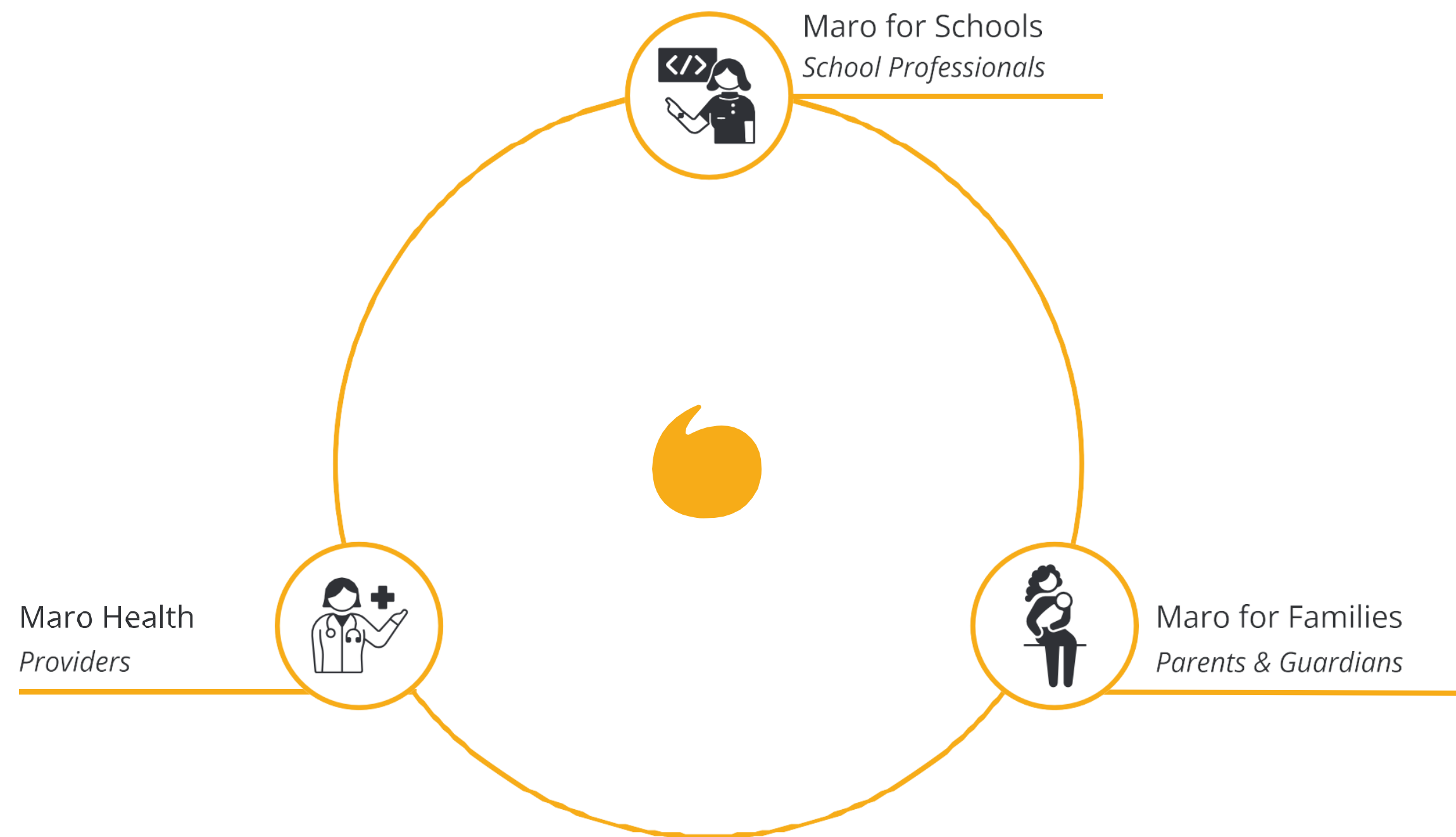
Early intervention & risk  
detection for youth mental health



Maro's mission is to eliminate the 11-year gap between first symptom & first intervention.

# Maro's Whole-Community Model

Our product suite and proprietary database produce a unique closed-loop system that proactively identifies mental illness and supports early intervention.



## CORE FUNCTIONS

*"TurboTax for Preventative Mental Healthcare"*



### Data Thoroughfare

Sourcing data from multiple contexts in the community and the clinic to create a single source of truth.



### Digital Consents & Family Engagement

Filling a "black hole" in pediatrics by collecting consents with no hassle, and including the family & school in a child's care journey.



### Streamlined Care Coordination

Referring families to outside clinical support and managing clinical record sharing.



# Connect With Me

- School leadership / counseling
- K12 Parent
- Health system leadership
- Seed stage investor







HLTH Pitch| 2023

# AfyaRekod

We are on a journey to digitise  
healthcare across Africa.

hlth.

**InterSystems®**  
Creative data technology

\*caelestinus





# Who We Are

- AfyaRekod is a deep tech health company that is dedicated to advancing healthcare delivery through mobility of data giving patients sovereignty over their health records. AfyaRekod offers B2C, B2B, and B2G platforms that communicate across the entire healthcare ecosystem in order to simplify and improve healthcare delivery and patient



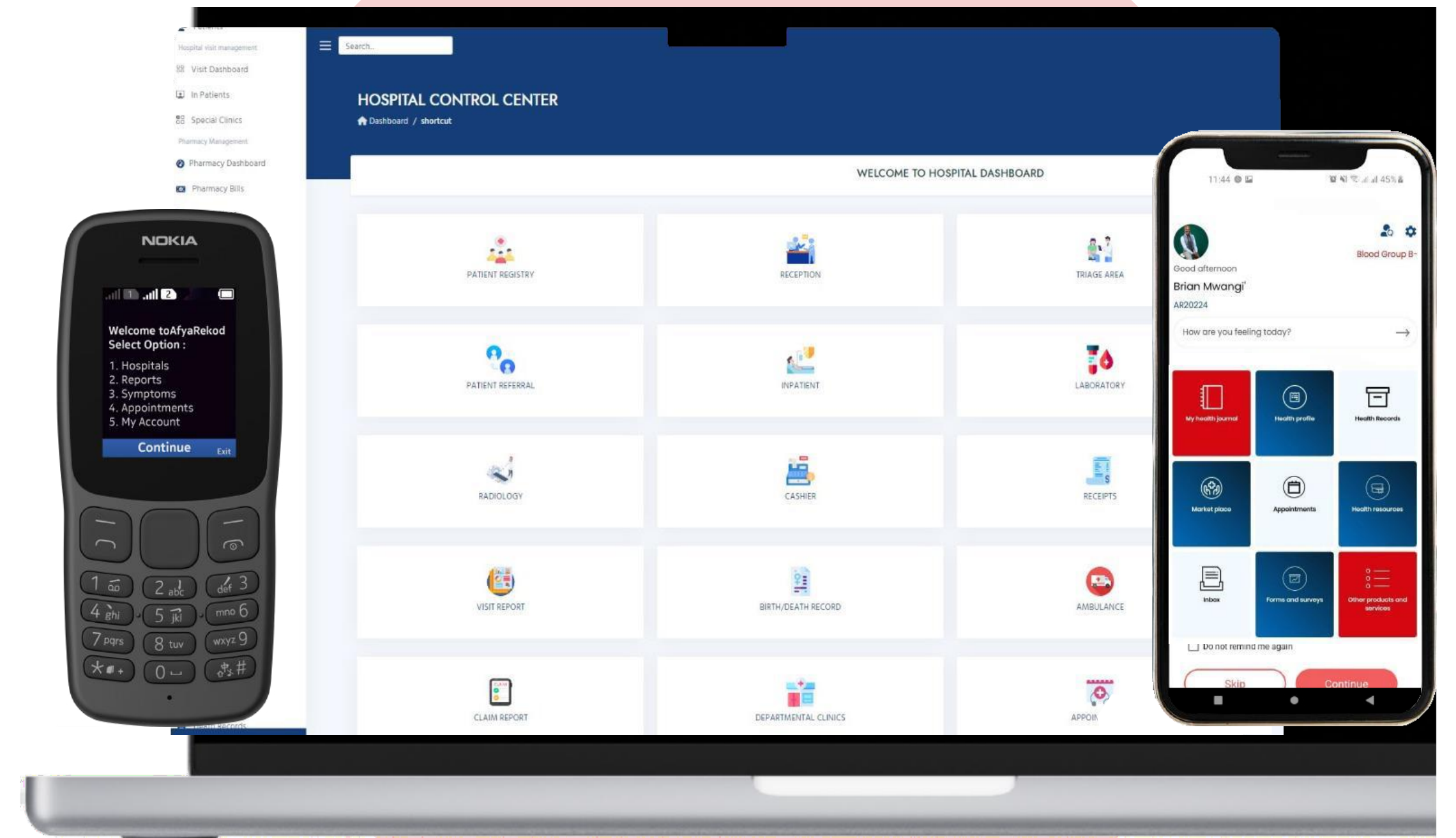


# What We Do

AfyaRekod develops data & patient-centric health management products that place the patient at the centre of healthcare delivery. The key to patient-driven care is data and as such, we champion data and patient-driven healthcare.

Since our inception in 2020, our pioneering approach has helped transform healthcare delivery systems across Africa, through the creation of B2C, B2B and B2G health data management platforms which power linkages across the entire healthcare ecosystem.

Our USP is our health data platforms that supports mobility of data. We build our platforms to be patient-centred, giving one sovereignty over their own data.





# What are we looking for...

## Series A

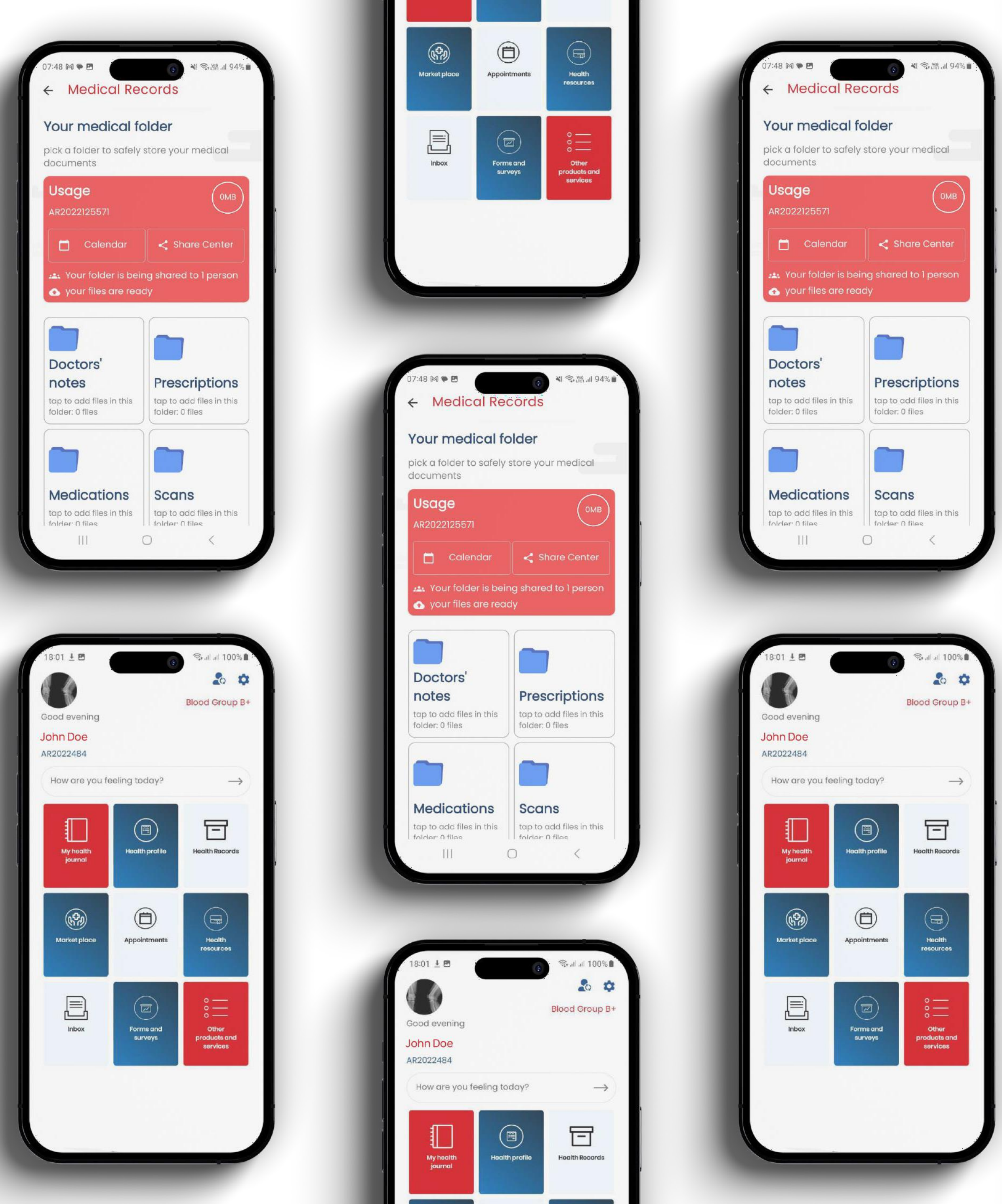
Afya Rekod is a venture backed start up. Raised Seed in 2020. User growth and system deployment has been robust. Funds to be used for business growth, market expansion, development, talent acquisition.

## Pilot Programs

Afya Rekod remains eager to showcase our products with pilot programs for partner validation. We have successfully piloted with governments, NGO's and private institutions and we view this as a great way to enter new markets and validate our product

## Partnerships

We are grateful for our existing partnerships and because of their success, we welcome new partnerships. Shout out to InterSystems!







Featured by :



Forbes

Holon IQ

ventureburn

QUARTZ



Contact us : (+254) 748712864

[info@afyarekod.com](mailto:info@afyarekod.com)

[eric@afyarekod.com](mailto:eric@afyarekod.com)

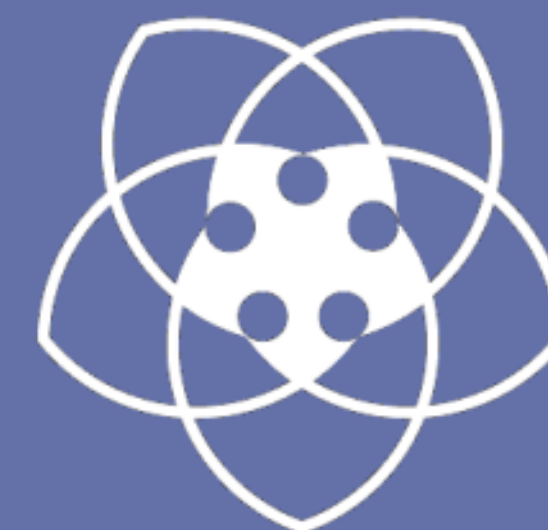
[www.afyarekod.com](http://www.afyarekod.com)

**AfyaRekod Limited**

AfyaRekod Campus,  
Mkungu Close.

Westlands, Nairobi, Kenya





# Surgifit

[www.surgifit.es](http://www.surgifit.es)

An automated  
Surgery Prehabilitation  
platform for hospitals

 [isaac.cano@healthcircuit.es](mailto:isaac.cano@healthcircuit.es)

 [www.linkedin.com/in/isaaccf](http://www.linkedin.com/in/isaaccf)



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# Over 20 years of experience in adoption of Digitally delivered Integrated Care services and Global Digital Health



**Isaac Cano, CEO**

MSc-PhD, Tech Leadership



**Josep Roca, COO**

MD-PhD, Clinical Leadership

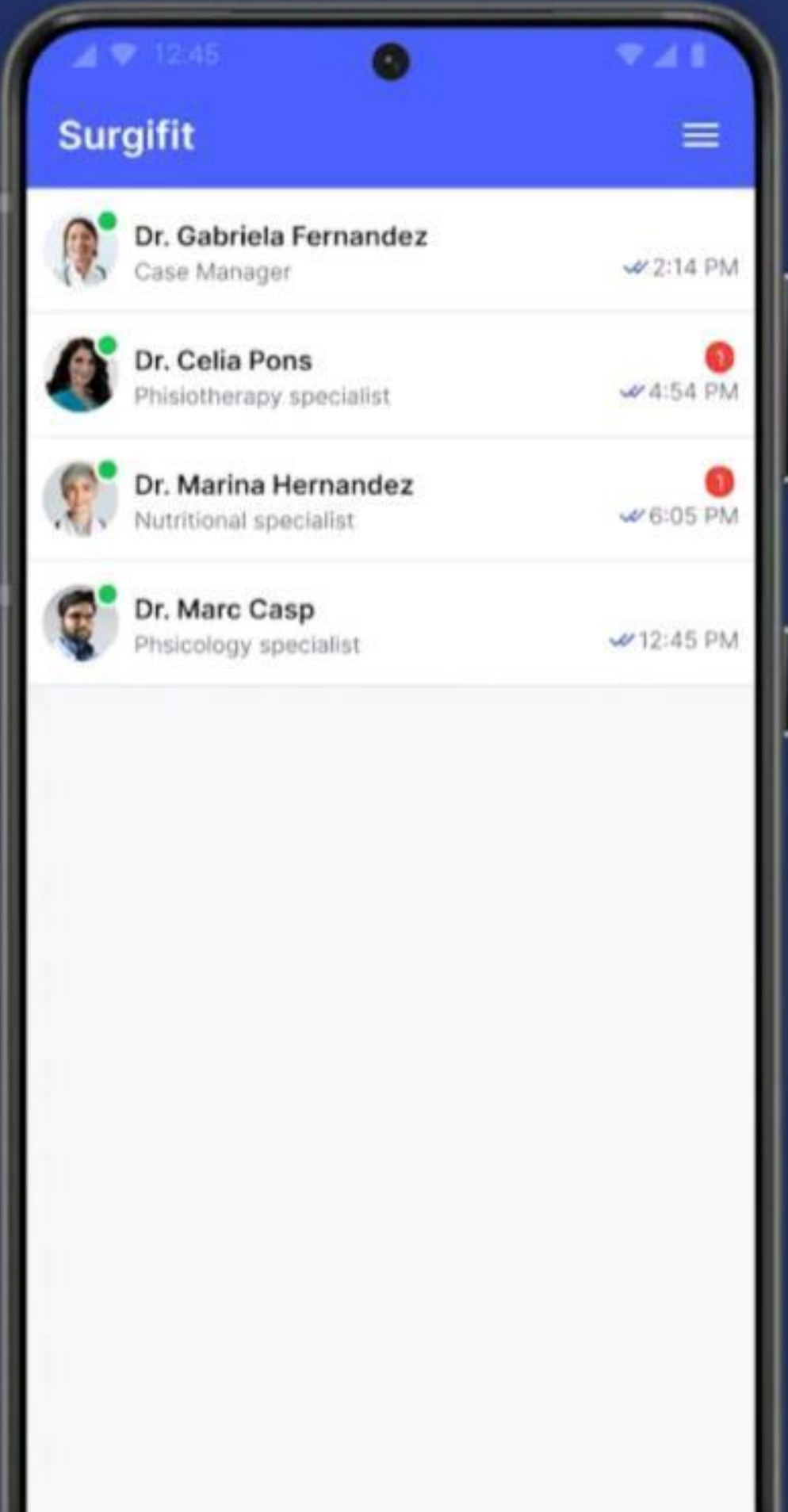


**Jordi Serrano, COO**

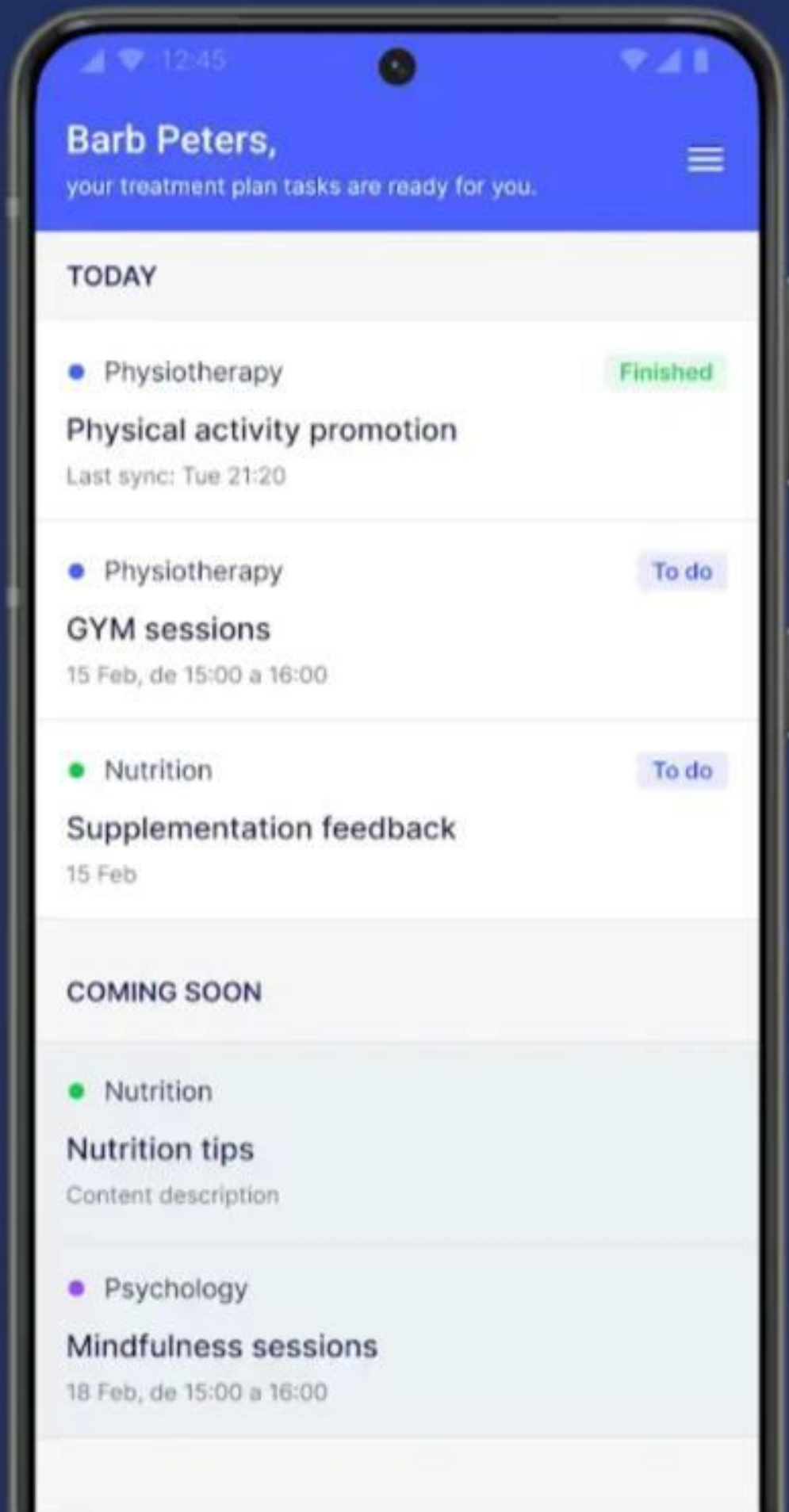
MD, Market Access Leadership



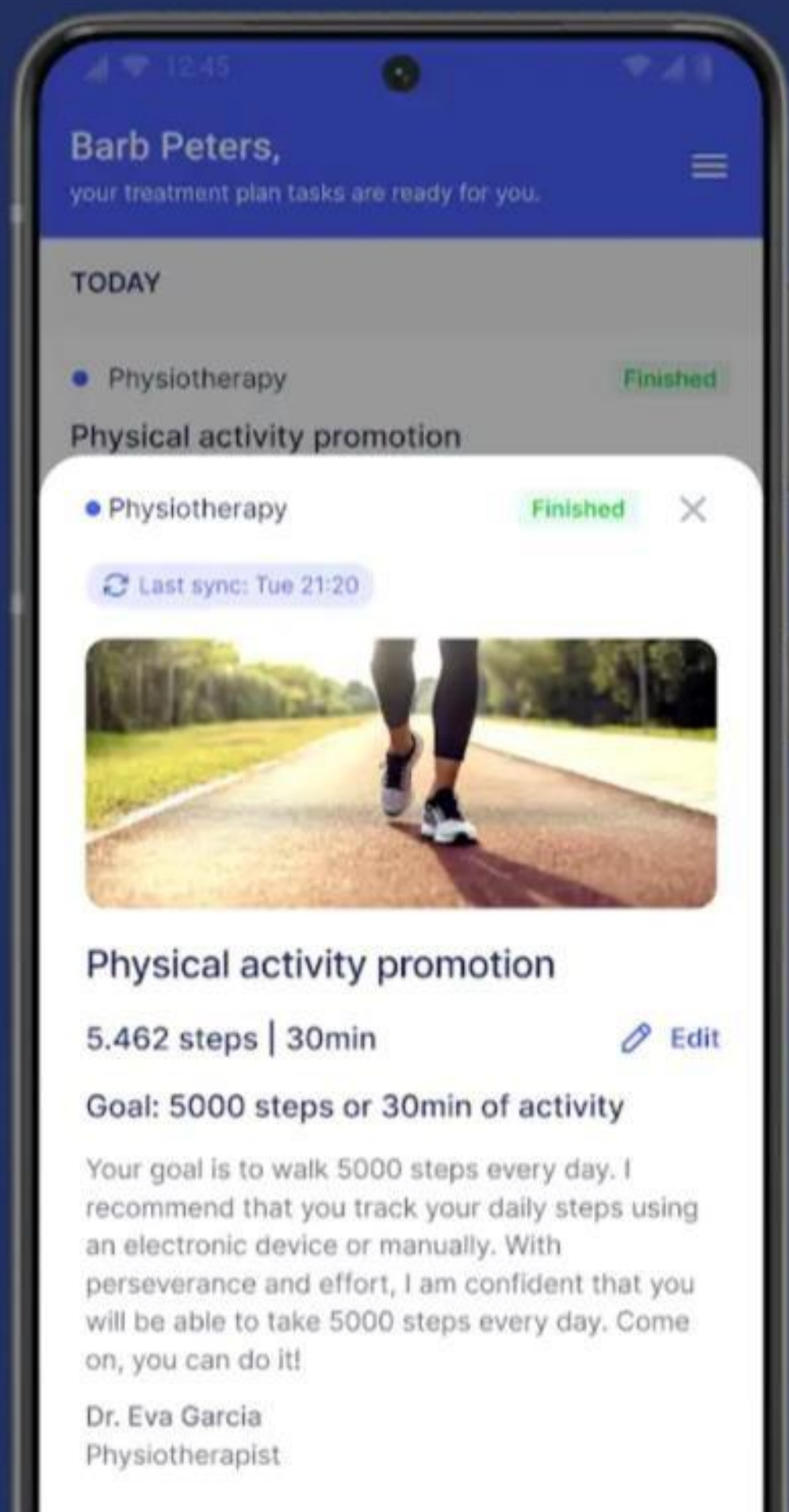
Chat with specialists



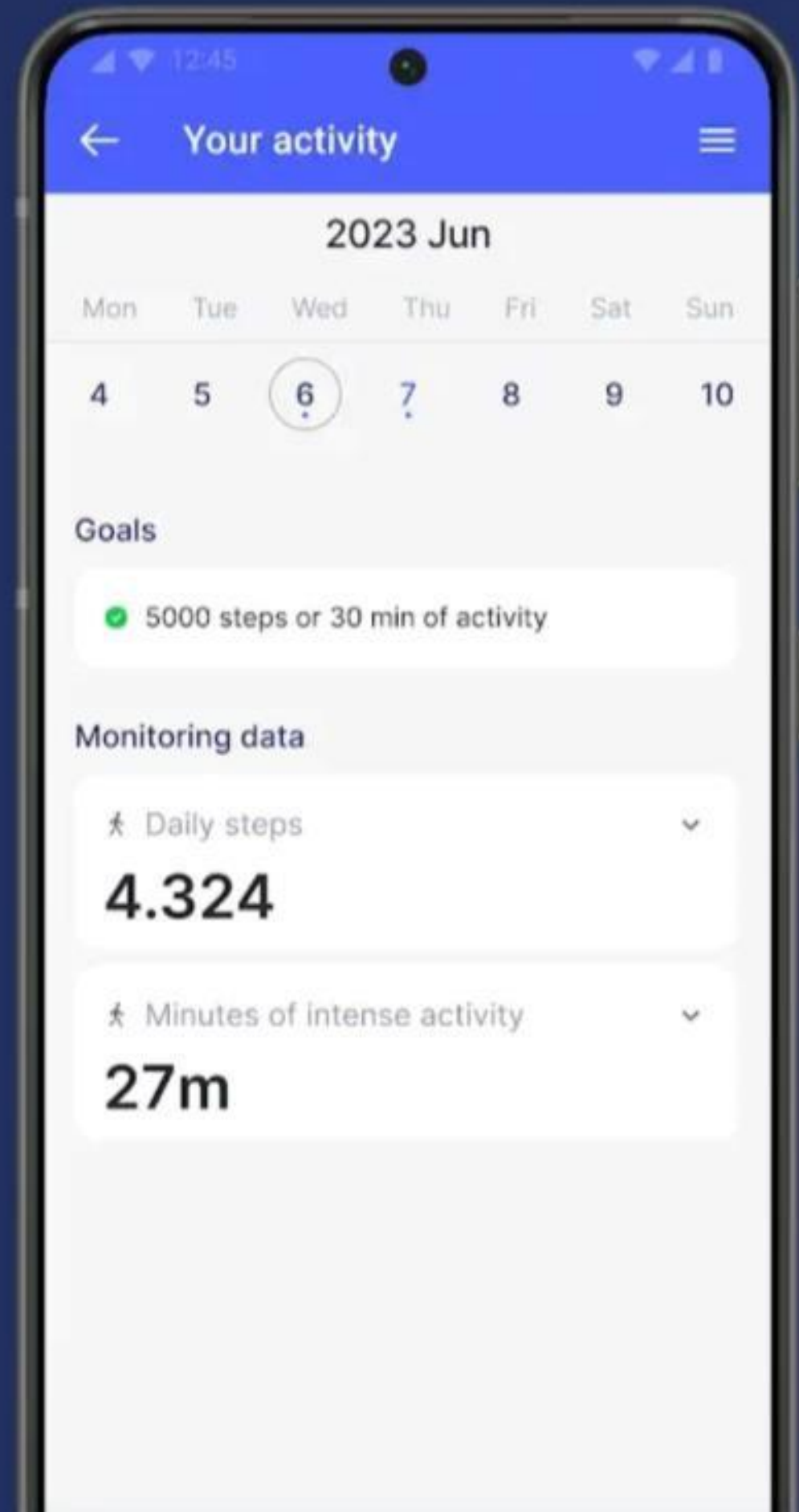
View your treatment plan



Execute tasks



Synchronize your monitoring data



# FUNDING

We are opening angel investment tickets for a pre-seed round in October 2023, at 25k and 50k sizes and \$1M valuation.



Until May 2023



€350K investment so far from public & private sources



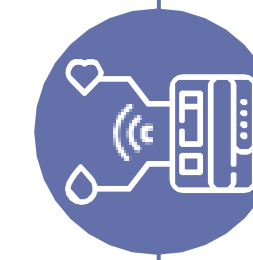
September 2023



Traction – First pilots with hospitals in Barcelona (ES), Mannheim (DE) and Prague (CZ).

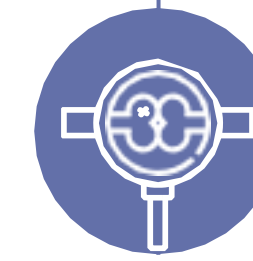


December 2023



\$300K+ VC round for initiating FDA approval and growth

2024+



\$1.5M+ round for accelerating growth and adoption of Surgifit vertical

*In October, we are creating in Delaware a company with all commercial rights to Surgifit to enable US-based investment. We are opening the pre-seed round in our Barcelona-based matrix company Health Circuit to have a stronger negotiating position and consolidate current assets.*

*Health Circuit will retain the technology and team used to create Surgifit and can be used later to create other verticals at speed.*



# THANKS

Do you have any questions?

[isaac.cano@healthcircuit.es](mailto:isaac.cano@healthcircuit.es)

+34 666 186 748

[www.healthcircuit.es](http://www.healthcircuit.es)

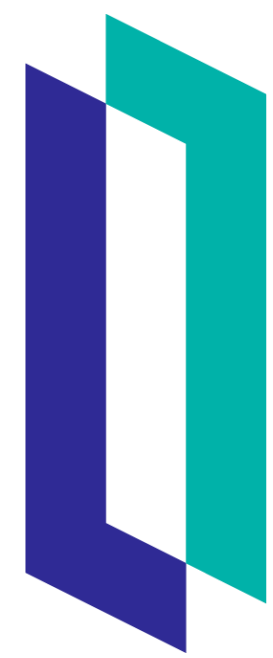


*"I came to the Clinic hospital because I had to undergo a stomach operation. In the Clinic's prehabilitation program, I walked on a treadmill, they taught me how to breathe and how to lift weights. They taught me how to eat well, and with the psychologist help me to keep my mind at ease. Now after the surgery I feel great, I can even eat everything, as if I had not been operated on."*

Rosa, 60 years old  
**Total gastrectomy**

[www.surgifit.es/en](http://www.surgifit.es/en)





# InterSystems®

**Creative data technology**





# Global Health Connector Village @ HLTH23



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USA

# Mika

Making life better for people affected by cancer

GLOBAL VILLAGE EXHIBITOR

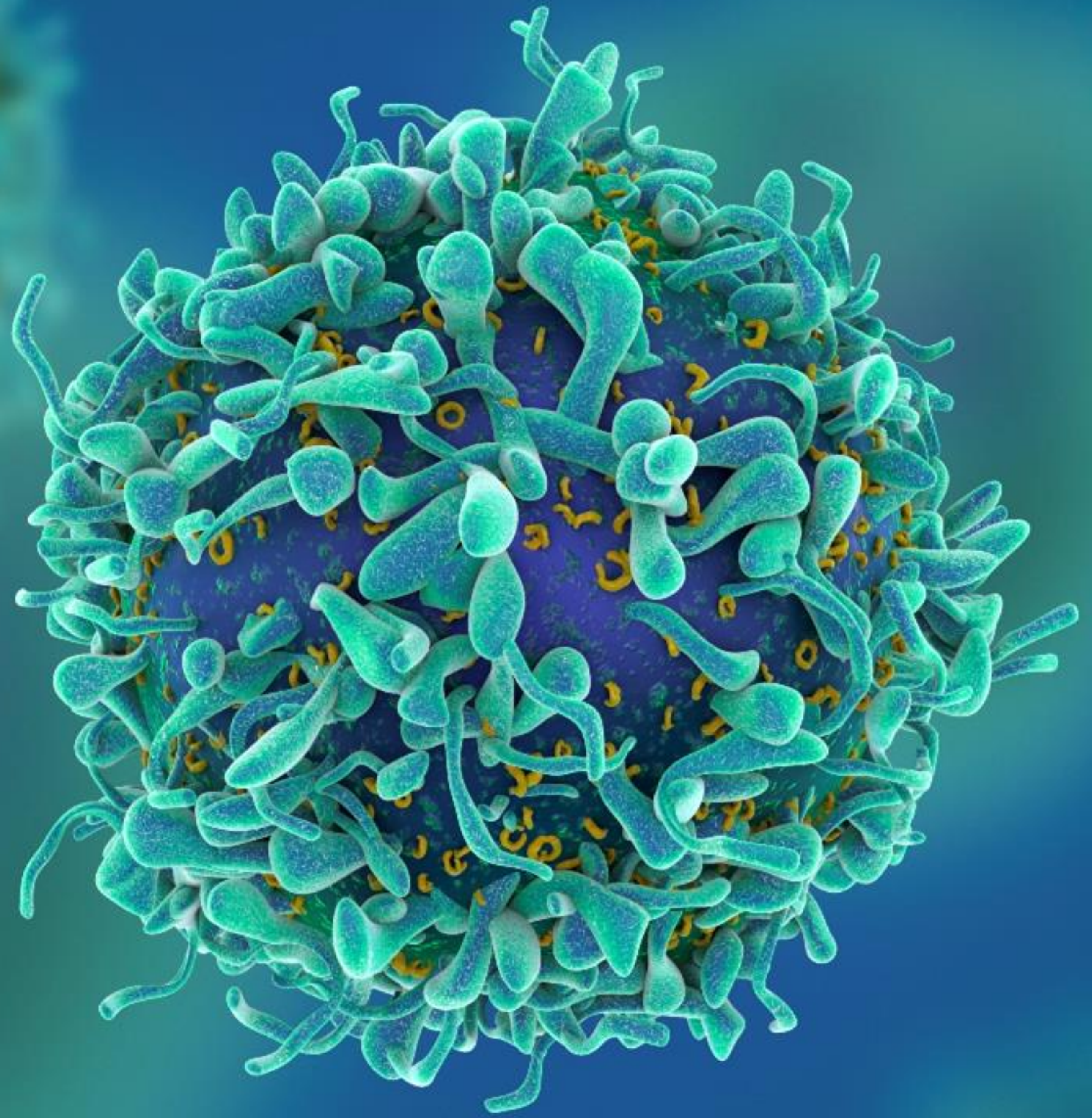


**hlth.**





Mika  
@ HLTH 2023





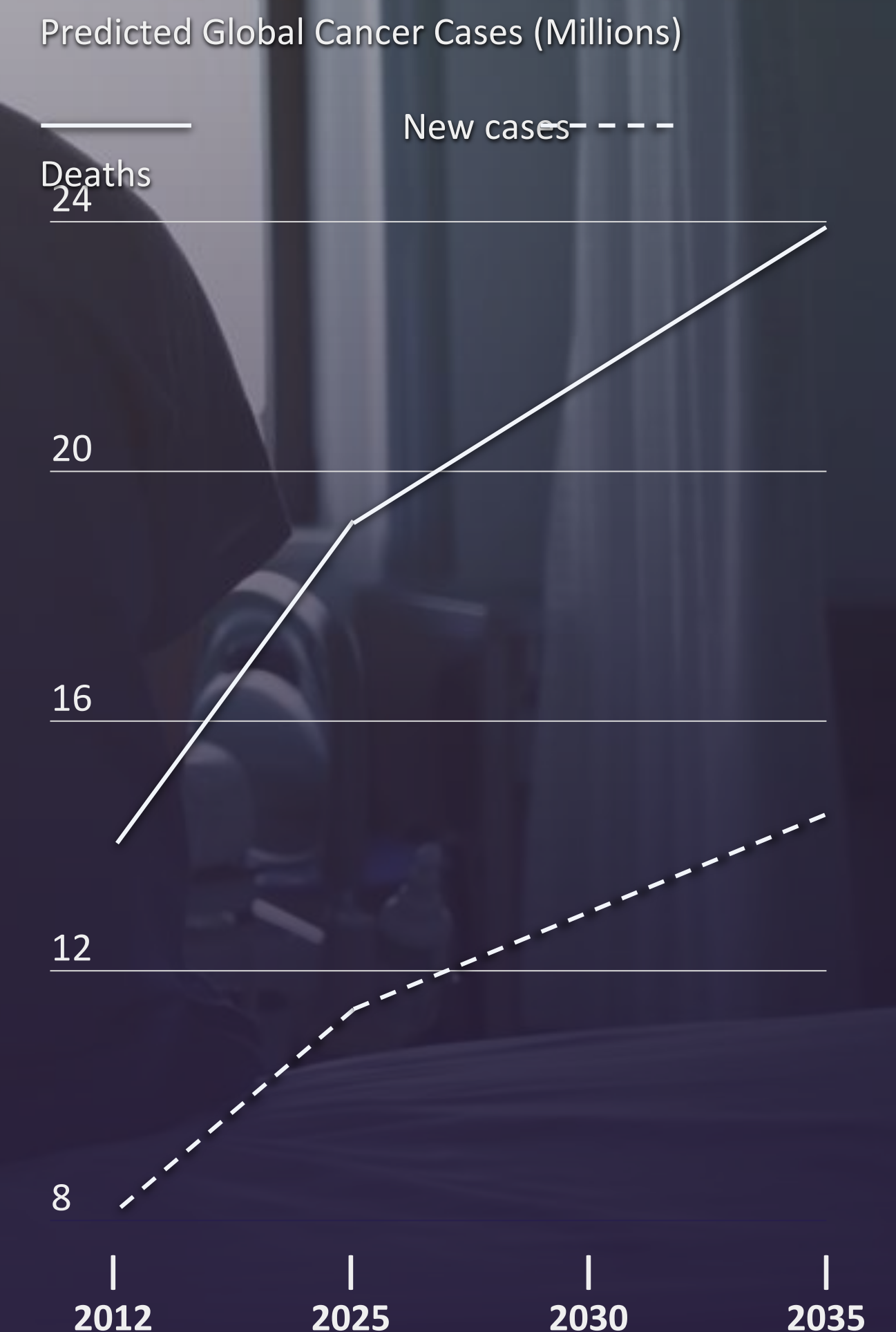
# We started Mika to fight the hardest fight : Cancer

Cancer is devastating. Physically, emotionally, socially, financially.

It's the 2nd leading cause of death globally, taking over 10 million lives per year and growing. 1 in 2 of us will develop it in our lifetimes.

There is no miracle cure and health systems around the world are scrambling to understand how to treat it like a chronic disease.

Mika can help fight this burden...



Source: World Health Organization



# Mika is a patient-centric digital oncology platform, driving therapy outcomes via holistic + personalized support



## Monitoring

- Highly convenient PRO\* system
- Data from 300+ wearable sensors
- Warnings in case of critical developments



## Personalization

- Proprietary data science technology
- Unique personalized patient profile based on data gathered from PRO\*, wearable sensors and user behavior



## Coaching

- Identified distress areas are addressed utilizing validated interventions
- Compiled as a personalized digital content experience

\*PRO = Patient Reported Outcomes



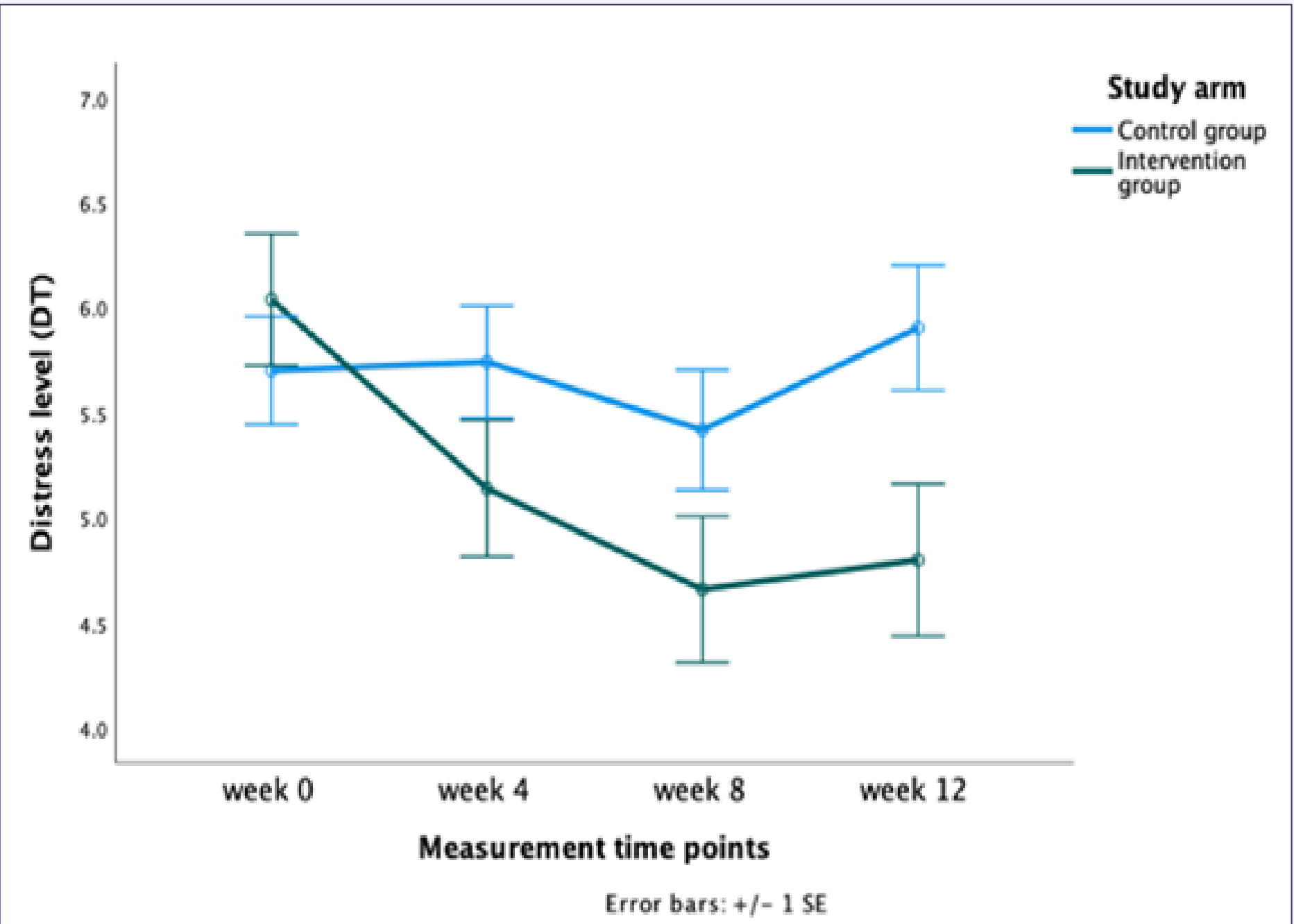
# And we've developed industry leading clinical science

Clinical trials conducted in different settings with leading German oncology centers (Charite, NCT Heidelberg, Univ. Leipzig)



Benefit demonstrated in RCT setting along primary and secondary endpoints including psychological distress, depression, anxiety, fatigue, HRQoL

Patient benefit shown across cancer indications, age groups, gender and treatment type/ phase



5

Clinical trials completed

>1,000

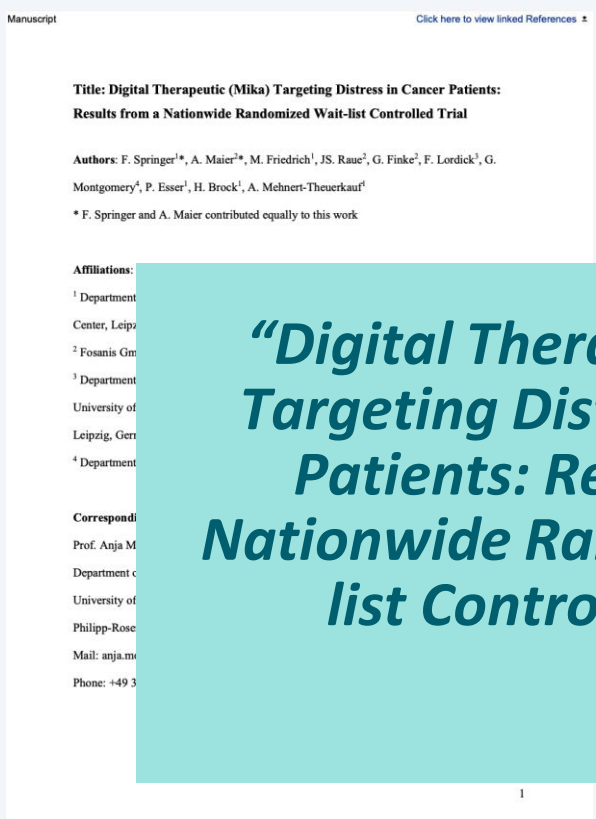
cancer patients included in trials

>100k

cancer patients supported thus far



Published




In Review

**"Digital Therapeutic (Mika) Targeting Distress in Cancer Patients: Results from a Nationwide Randomized Wait-list Controlled Trial"\***

\*in review process at leading journal  
- confidential -



A wide-angle photograph of a two-lane asphalt road stretching straight into the distance. The road is flanked by dry, scrubby vegetation. In the background, a range of mountains is visible under a sky with soft, wispy clouds. The overall color palette is muted, with blues, greys, and earthy tones.

**As we scale Mika Health internationally, we look to partner with institutions that already have a footprint in the US oncology domain.**





# Mika

Empowering all people  
affected by cancer.

Dr. Gandolf Finke  
[gandolf.finke@mika.health](mailto:gandolf.finke@mika.health)



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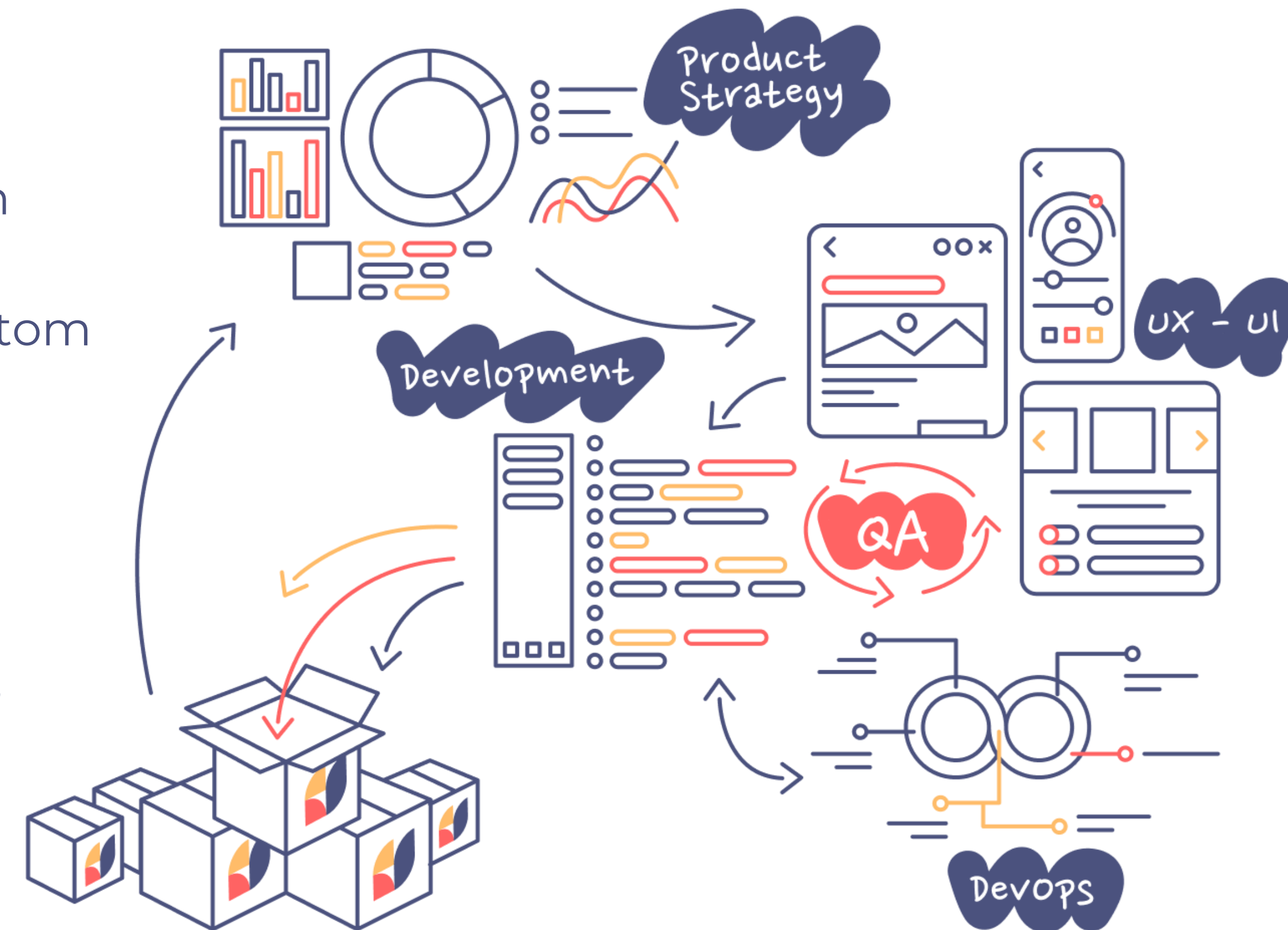
## How does our +10 Years of QA Experience meets Wise Tracer?

Over the past decade, Etiqua has collaborated with American startups and enterprise companies in the **Healthcare, Life Sciences, and Digital Therapeutics sectors** to develop custom and tailored IT products.

## Why we've created Wise Tracer for companies?

Our engagement has been marked by **stringent legal mandates**, emphasizing the **challenges of comprehensive testing** and meticulous **documentation management**.

Even with the implementation of the most robust quality processes, **these tasks remain labor-intensive and time-consuming**.





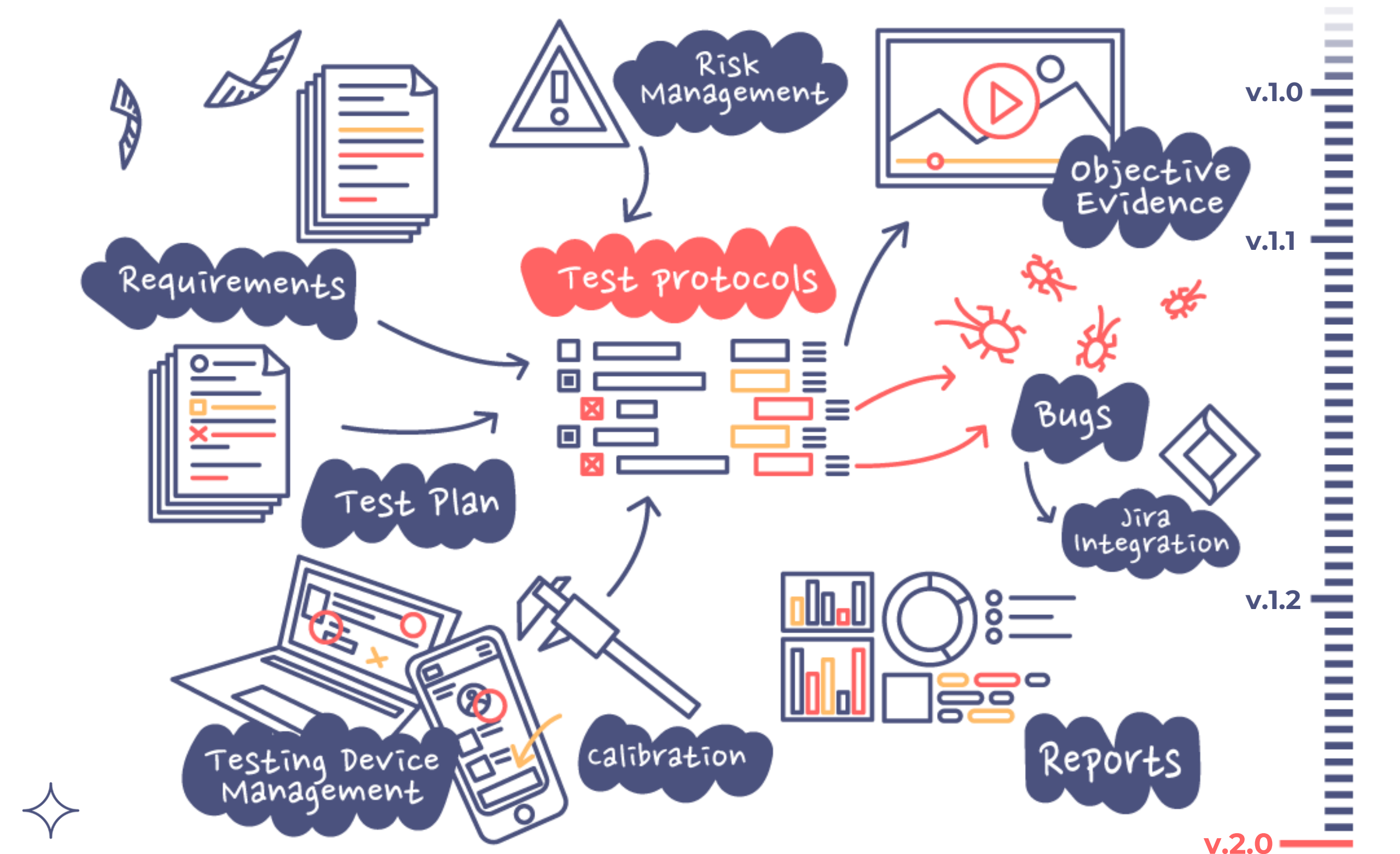
# Wise Tracer

## Wise Tracer enhances and streamlines our QA processes:

- Requirement history
- Risk Management
- Test plan formulation
- Test Protocol execution
- Documentation generation

But that's not all Wise Tracer does!

It also empowers you to **maintain meticulous records and trace any information with ease, enabling thorough backward analysis** of your digital product.





# Seeking for Strategic Collaboration

We are seeking **5 companies** in **Life Science and Digital Therapeutics** actively **developing a digital product compliant with FDA and CE Marking**.

## What we aim to achieve together

- Validation of **Wise Tracer** Next Generation Features

## How we collaborate to benefit you

- We will work together to advance your Quality Assurance process.
- We'll grant you lifelong early access to all upcoming features.





# Meet Us



Booth 3441 (kiosk 6)

## Contact us

**Fabio Pulvirenti** - CEO of Etiqua

✉ [fabio@etiqua.it](mailto:fabio@etiqua.it)

✉ [hq@etiqua.it](mailto:hq@etiqua.it)

## For more info



[www.wisetracer.com](http://www.wisetracer.com)



**Turin - San Francisco - Everywhere**



[www.etiqua.it](http://www.etiqua.it)



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## AUSTRALIAN START-UP PITCHING SESSION







# ANDHEALTH AUSTRALIAN DELEGATION

*Booth #3646 at HLTH*



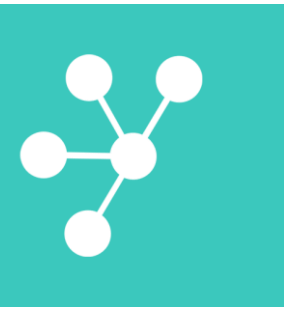


# INTRODUCTION



**Bronwyn Le Grice**  
CEO and Managing Director | ANDHealth





# ANDHEALTH

## AUSTRALIA'S DIGITAL HEALTH COMMERCIALISATION ENGINE ROOM

Bronwyn Le Grice

CEO and Managing Director,

ANDHealth

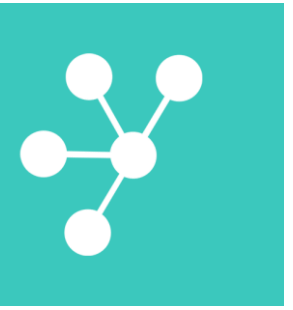


**Australian Government**  
**Department of Health and Aged Care**

ANDHealth is supported by the Australian Government  
Department of Health and Aged Care

©ANDHEALTH PTY LTD | ALL RIGHTS RESERVED

# ANDHEALTH: A COMMERCIALISATION SUCCESS STORY



Our purpose is to accelerate the commercialisation of evidence-based digital health technologies in Australia.



**Australia's leading provider of digital health commercialisation support and funding**



**Specialised technology identification, assessment and commercialisation acceleration capabilities**



**Manager of Australia's largest non-dilutive investment fund specifically for digital health companies**



**Proven outcomes across diverse growth metrics**



**Female-founded, female-led and founder focused**

*"I applaud the work that ANDHealth is undertaking. I congratulate ANDHealth on its significant achievements ... including your work to secure investment to accelerate investment in Australian digital health companies."*

**- The Honorable Mark Butler MP, Minister for Health and Aged Care**

*"[ANDHealth] surfaced high quality companies of potential interest, many of which were not already on our radar. Overall, this was by a distance the most effective international deal flow day we have participated in globally."*

**- LARGE US CORPORATE VC**



# INDUSTRY-LED COOPERATIVE COMMERCIALISATION



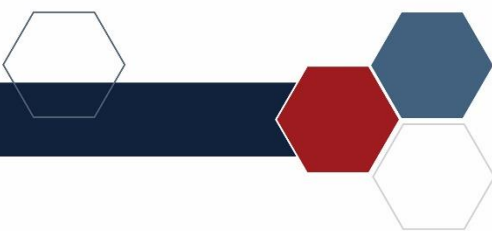
ANDHealth’s unique industry-led model facilitates business investment into digital health product development and commercialisation

ANDHealth is supported by the Australian Government Department of Health and Aged Care under the Medical Research Future Fund Early Stage Translation and Commercialisation Support Program



Australian Government  
Department of Health and Aged Care

Medical Research  
Future Fund



## CORE PARTNERS



## PROGRAM PARTNERS



## ECOSYSTEM PARTNERS



# ANDHEALTH ACTIVITIES



ANDHealth currently has three core areas of activity focused on achieving our purpose of accelerating the commercialisation and growth of Australian digital health companies.

## Industry Growth, Development & Advocacy

- Leading Industry Database >750 companies
- Policy support & advocacy (State & Federal)
- Events, international outreach and promotion
- Industry outreach lead for TGA SaMD Regulation

## Investment Readiness, Commercialisation Education & Skills Development

- Proprietary education and accelerator programs
- National & International Executives in Residence
- Targeted training & commercialisation support

## Non-Dilutive Investment Programs

- Professional Investment Management for Public Funding (MRFF)
- Partnership with Australia's largest healthcare VC Firm, Brandon Capital (Digital & Connected Health Specialist)



# ANDHEALTH ADVANTAGES



Australia's largest digital health ecosystem. Founders value our expertise and support along their commercialisation journey.



## Large Pipeline, Powered by Unique Industry Intelligence

- >750 digital health companies in the ANDHealth pipeline
- Constant growth via Investment Readiness & Education Programs
- Deep intelligence on pipeline companies updated annually
- Unique capacity to accelerate SME commercialisation and investment throughput.



## Non-dilutive Investment Capabilities

- >\$70M Government Funds Under Management/ Co-Management
- ANDHealth+ \$22.5M Digital Health Specific
- CUREator+ \$50M all health technologies – in partnership with Australia's largest Healthcare VC Brandon Capital



## International Network & Market Access

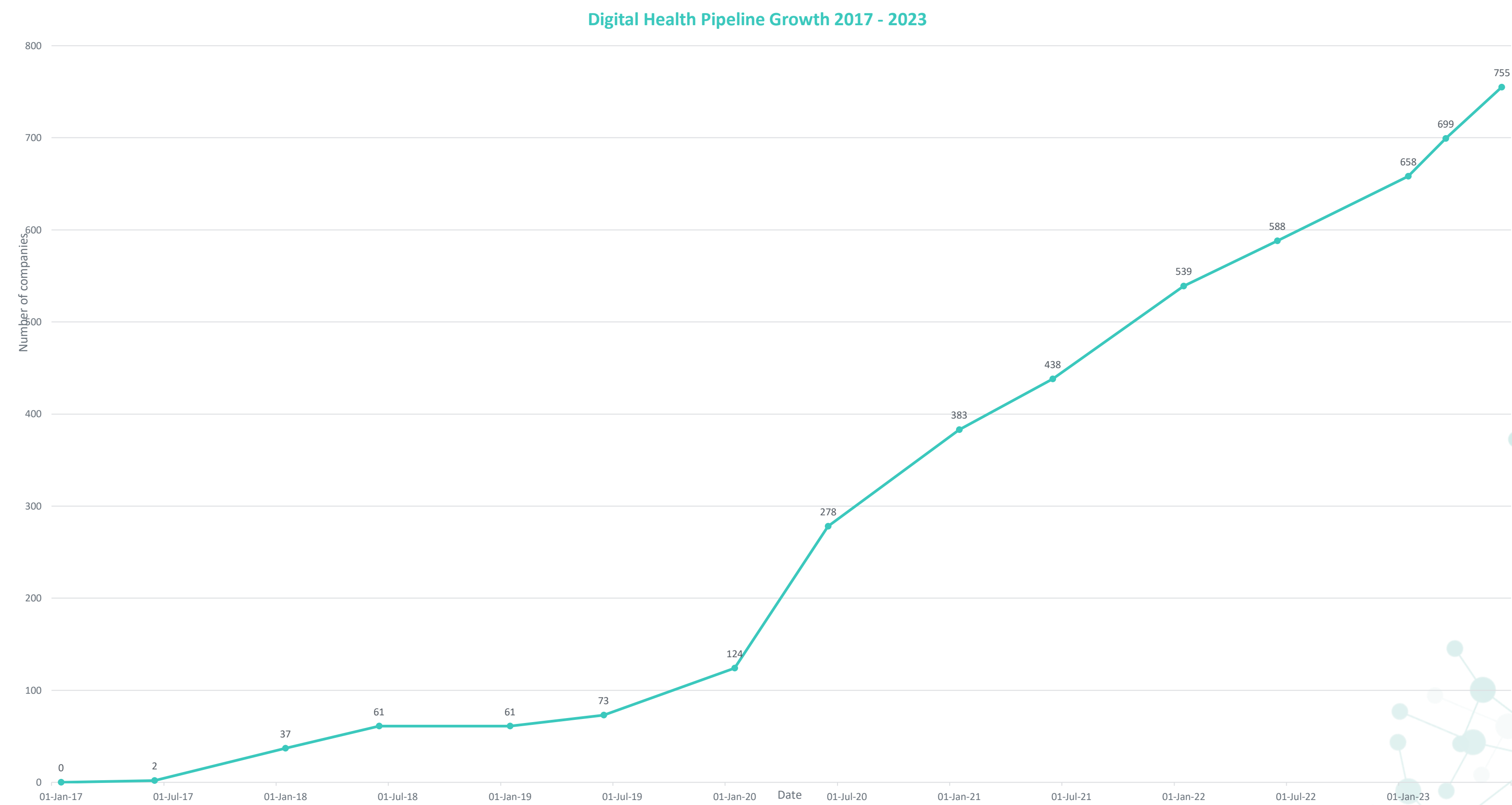
- Partnership with Chicago ARC to launch companies into the US market.
- Diverse International Investment Committee providing in-market support
- Facilitated access to established international relationships through DTA and HLTH.



# ANDHEALTH PIPELINE GROWTH



ANDHealth’s proven commercialisation capability has had a dramatic multiplier effect on the number of Australian digital health companies within the pipeline.



Australian Digital Health companies & technologies screened by ANDHealth | July 2017- June 2023



# PORTFOLIO REPORTED OUTCOMES



MTPConnect Funded Pilot ANDHealth+ | MRFF Funded ANDHealth+

\$148.3M 

Raised (dilutive & non-dilutive)

\$49.5M 

New revenue

412.2 

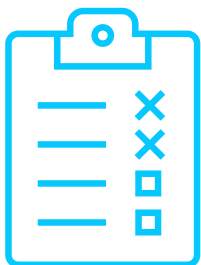
New jobs (FTE)

27.6 

New CxO roles (FTE)

641,892 

New patients served

916 

Commercial pilots commenced

64 

Clinical trials and studies commenced

30 

New international market launches



Exit of DoseMe  
(to Tabula Rasa  
NASDAQ: TRHC)

1364 

New commercial customers

77 

New partnerships formed



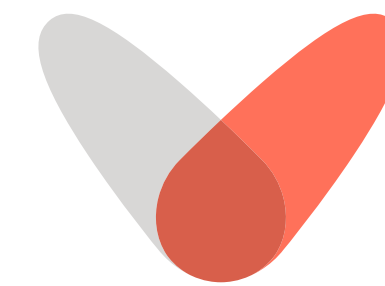
New regulatory approvals\*

Outcomes reported to ANDHealth (as at 30 June 2023). 9 pilot companies ceased reporting Mar 2023. 10 MRFF funded companies reporting.  
FY18 Pilot Cohort onboarded Oct 2017 | FY19 Pilot Cohort onboarded Sept 2018 | FY22 MRFF Cohort onboarded Jan 2022 | FY23 MRFF Cohort onboarded Jan 2023  
\*Note: collection of reg approvals only commenced in Jan 2022 onwards.

ADHERIUM



adherium



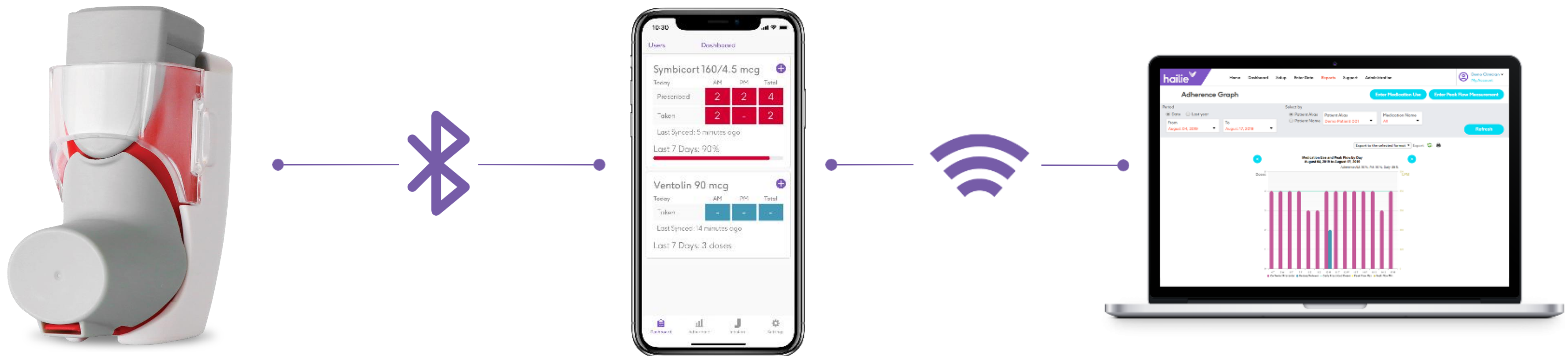




Adherium Limited is an international Respiratory eHealth company focused on patient medication adherence, remote monitoring, and data management solutions for patients, payers, and providers.

# Adherium's Hailie<sup>®</sup> Solution

Adherium's Hailie<sup>®</sup> sensor technology and cloud-based data platform provides direct feedback on patients' use of inhaled medication, enabling optimal management of difficult-to-treat and severe asthma and COPD, and reduced healthcare costs.





# Opportunities

---

- Physician Practices and Medical Groups
- Hospital and Health Systems
- Payers
- Collaborative Device and Software Partners
- Anybody looking to increase medication adherence, reduce healthcare costs, and improve patient quality of life!

# Connect with us at HLTH!

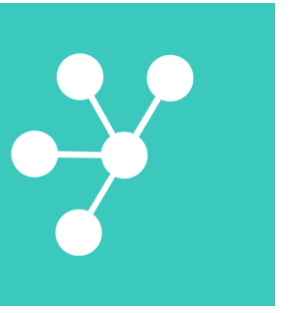
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**Francis White**  
**Global VP of Business Development**  
[francisw@adherium.com](mailto:francisw@adherium.com)

**Luke Allera**  
**Director of Strategy & Sales Operations**  
[lukea@adherium.com](mailto:lukea@adherium.com)



# ATOMO DIAGNOSTICS

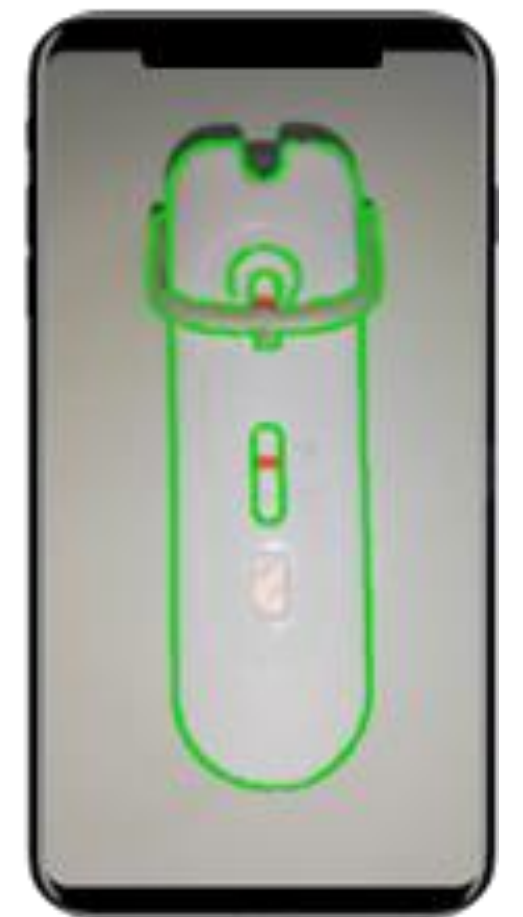
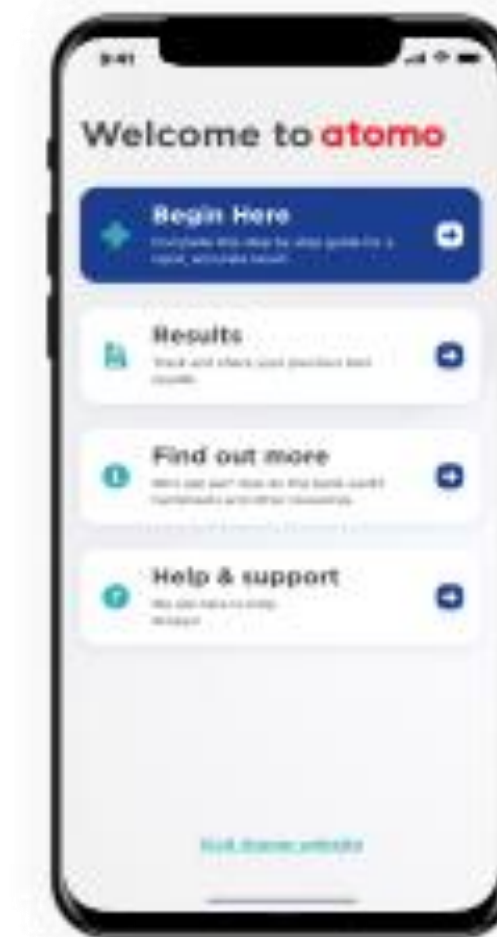


# WHO IS ATOMO AND WHAT WE DO?

**ATOMO DIAGNOSTICS IS A CONSUMER TESTING COMPANY THAT IS REVOLUTIONIZING THE ABILITY FOR CONSUMERS TO SELF-TEST AT HOME USING SMALL SAMPLES OF BLOOD**

With the growing acceptance post pandemic of at-home testing and increasing demands for consumers to have greater ownership of their own health, Atomo's test solutions are ideally positioned to drive at-home tests across a range of blood-based applications

Existing international self-test approvals for HIV and blood-based pregnancy tests and overwhelming user preference gives Atomo products the potential to secure and defend first mover success in the growing US over-the-counter at-home testing market



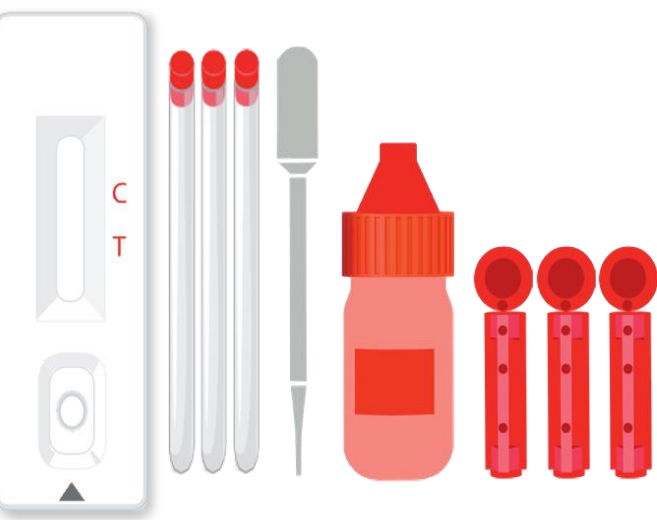
***More than 4 million Atomo test devices supplied globally***





# ATOMO LEADS USABILITY INNOVATION IN RAPID TESTING

## Standard multi component blood test kit



- COMPLEX:** Multiple components, too many steps, requires expertise
- HIGH ERROR RATES:** Difficult to secure OTC regulatory approvals

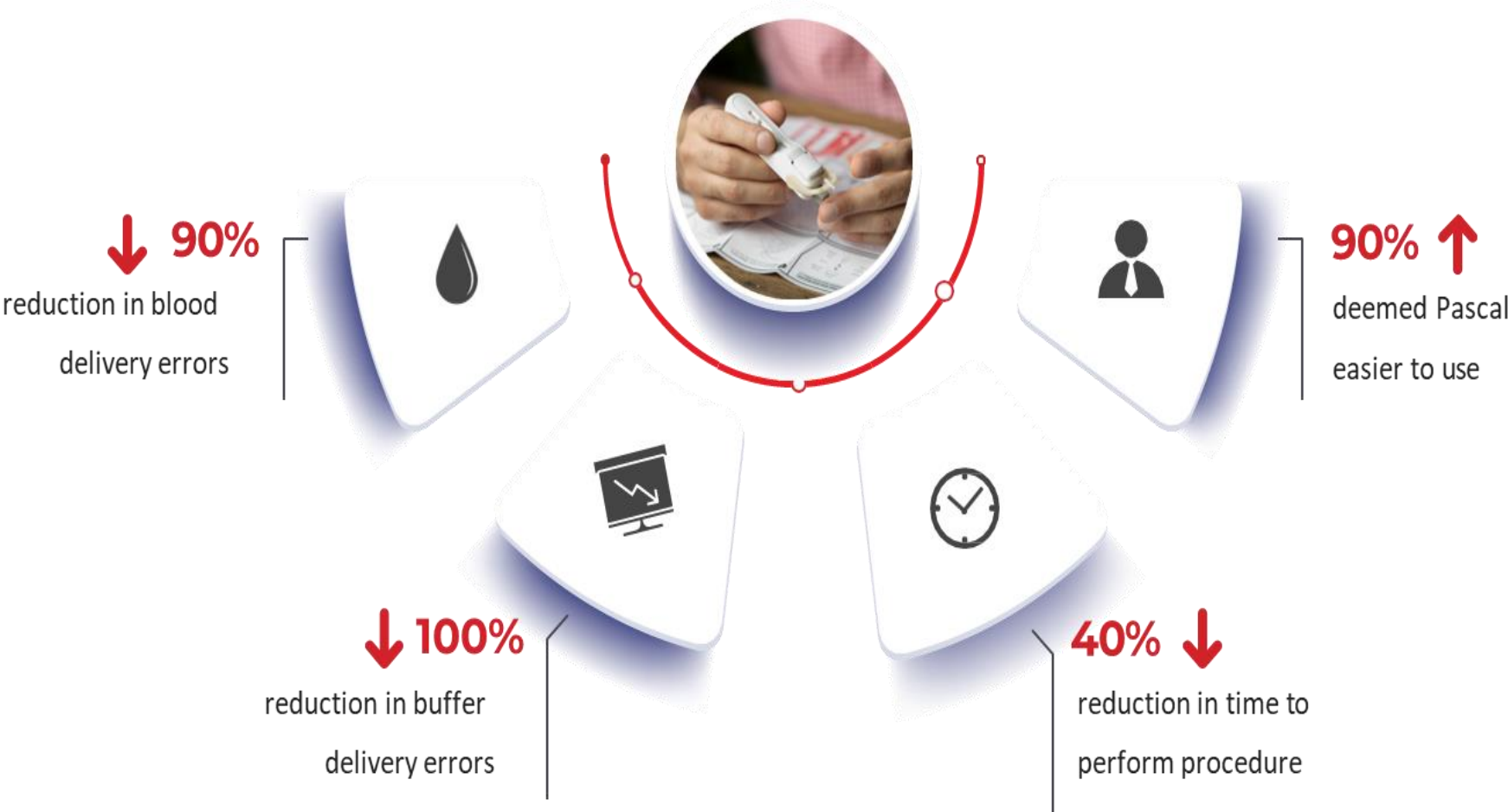
## Atomo's 'all in one' consumer test



- SIMPLE & RELIABLE:** Intuitive to use, accurate performance for untrained users
- UNIQUE:** The only commercialized fully integrated blood test solution

ATOMO DIAGNOSTICS LIMITED |  
(ASX:AT1)

## Atomo's Unmatched Performance

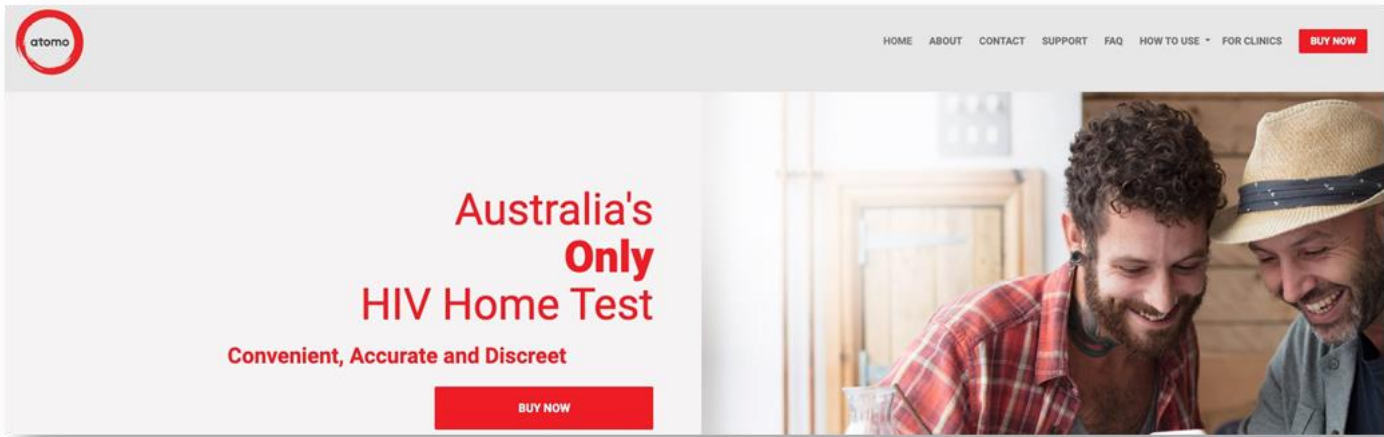


6  
5  
*"I would rather pay for this test (than use a free test) if it means it is this easy"*  
Atomo HIV Self Test user - Feefo, UK



# FIRST BLOOD BASED CONSUMER SELF-TESTS TO MARKET\*

## ATOMO HAS LEADING PRODUCTS IN MARKET FOR HIV AND EARLY PREGNANCY TESTING

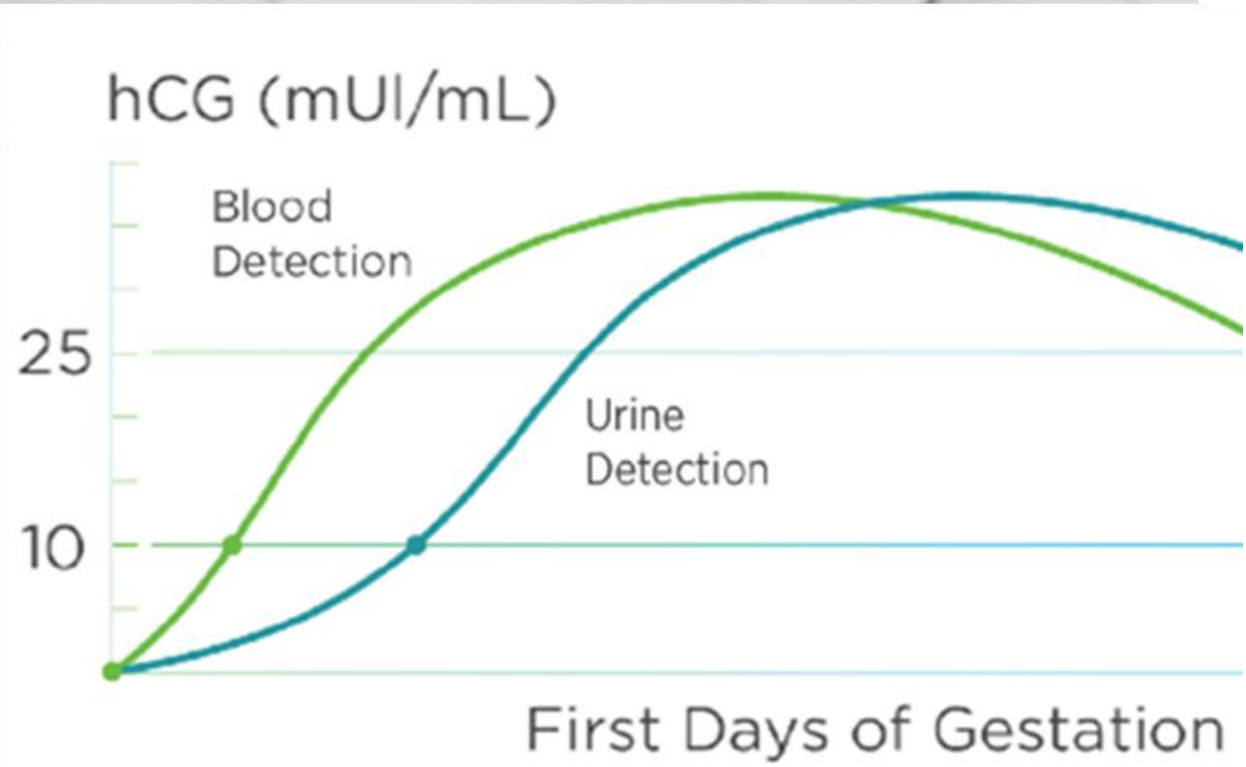


Recent HIV contract signed to supply Tesco in the UK - launch this quarter across 3000 Tesco supermarket stores

*To date Atomo has sold more than 2 million HIV Self-Tests globally*

HIV Self-Test regulatory approvals secured for CE Mark (Europe), TGA (Australia) and prequalification by World Health Organization

*Opportunity to submit to US FDA*



With hCG building up earlier in blood than urine and a better detecting assay, the AtomoNOW Pregnancy test offers the earliest reliable detection in market

*Launched in France, the UK and Brazil, with Australia pending Pre-sub to US FDA in place*







# CARDIHAB<sup>®</sup>

Helping people recover from  
and prevent cardiac events

2023 HLTH  
Side Stage Pitch

Presented by  
Cardihab CEO  
HELEN SOURIS

[helen.souris@cardihab.com](mailto:helen.souris@cardihab.com)

[cardihab.com](https://cardihab.com)



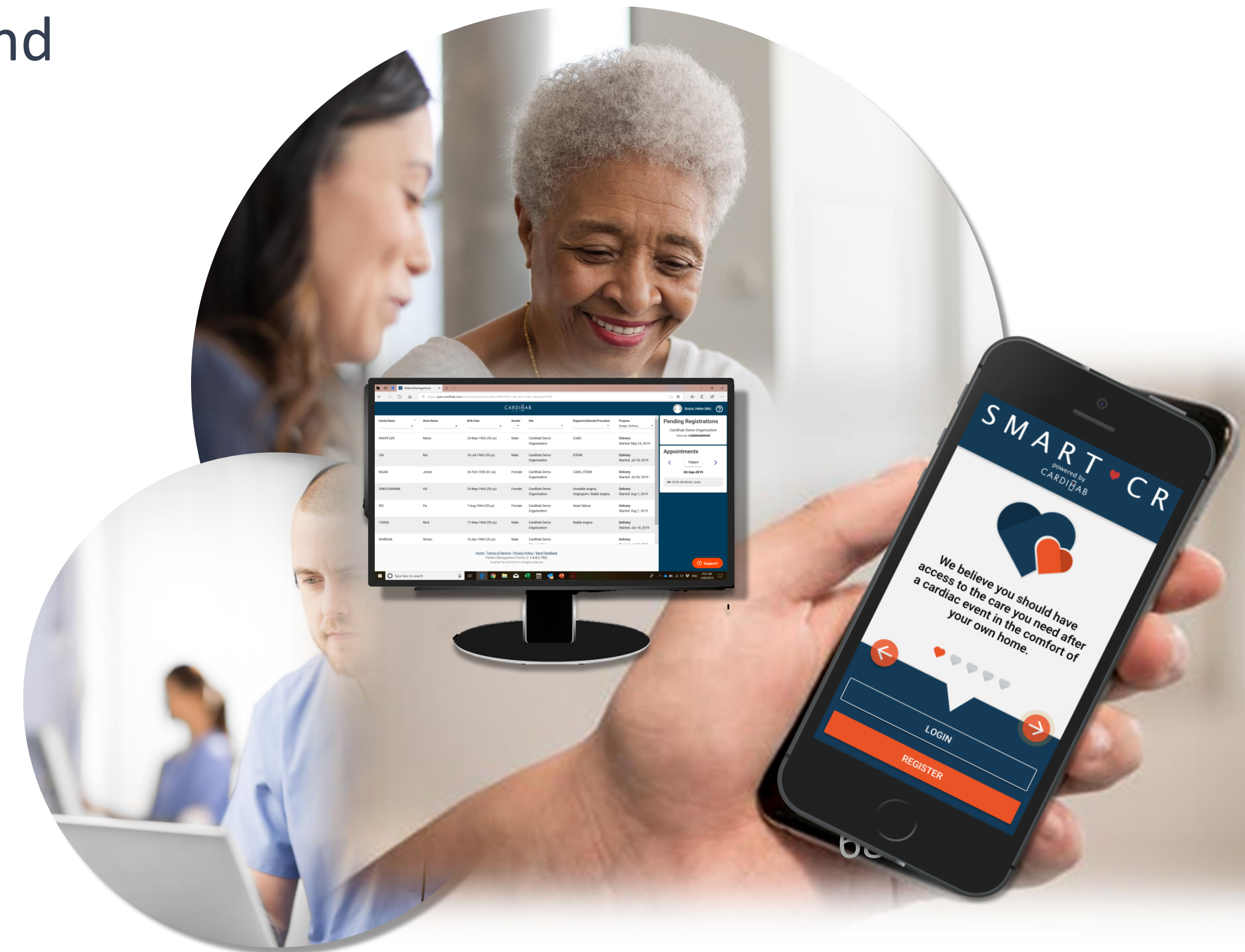
# The world's first validated digital cardiac rehabilitation platform and the only regulatory registered globally

CardiHab's digital therapeutic connects clinicians and cardiac patients through tech, to:

- Improve access to care
- Support patient recovery
- Reduce hospital re-admissions
- Improve disease management

Class I Medical Device ARTG ID: 340440  
Australian Register Therapeutic Goods

Aligned with clinical guidelines

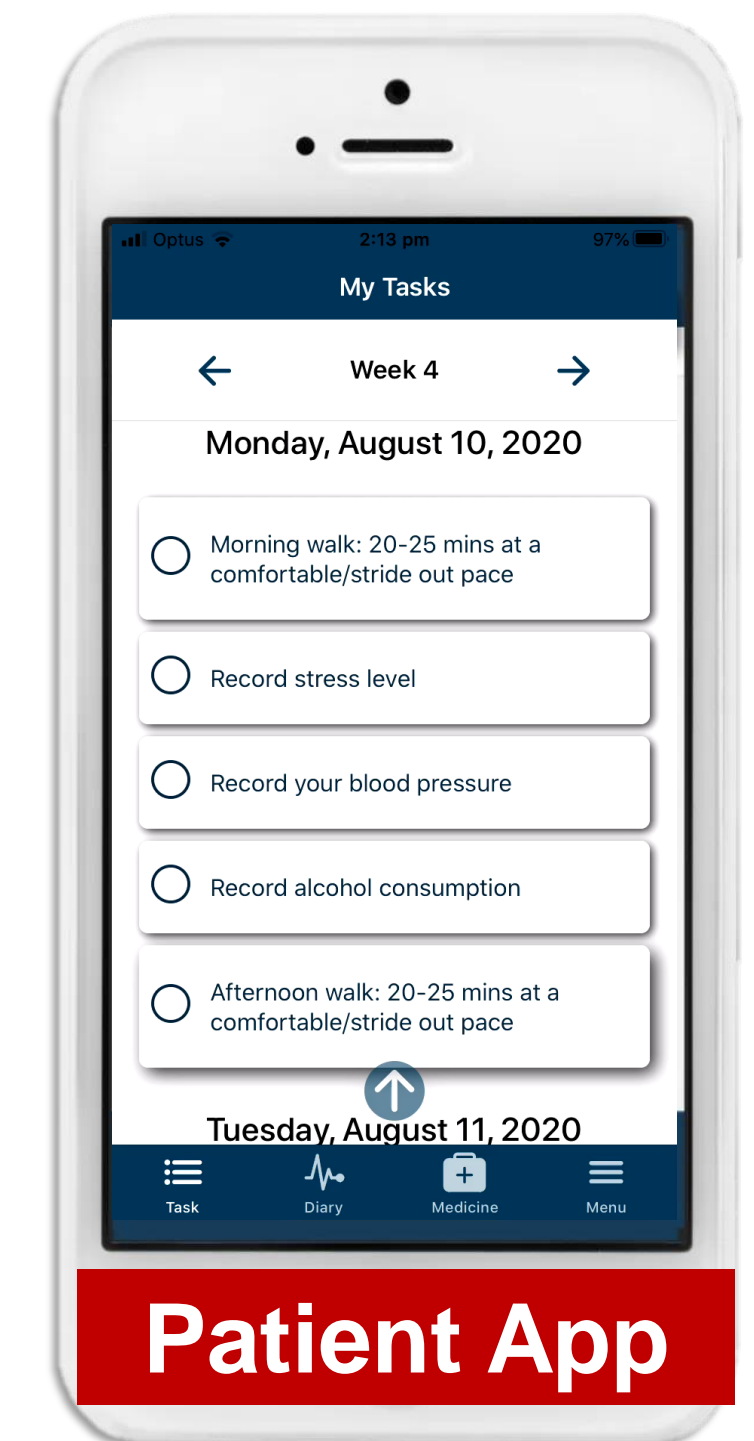


Connected wearables  
Telehealth video-call enabled



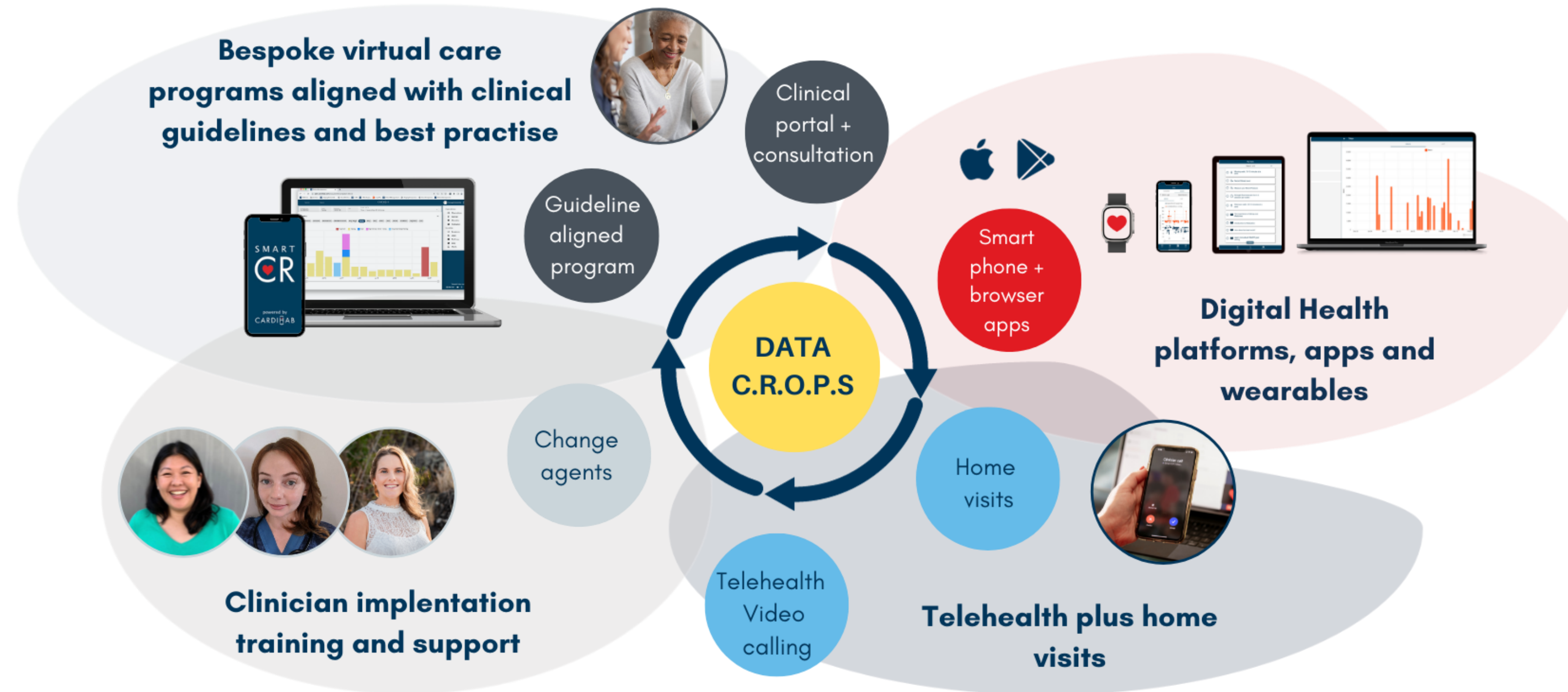
# Cardihab's digital therapeutic connects patients, clinicians and health data to deliver impact

- ✓ Clinically supervised care program
- ✓ Wearable connectivity (auto data)
- ✓ Patient Centred care plans
- ✓ Synchronised Data - real time reporting
- ✓ Interoperability enabled (FHIR)
- ✓ On-demand patient education
- ✓ Secure data hosting
- ✓ Video-calling for telehealth



Smartphone,  
Tablet or computer

# We are more than just an app ... we support the ecosystem





# Cardiab CROPS – from health data to health insights

Changing the way health data is collected and used

**From :**

- one directional data capture
- manually entered into siloed health systems
- no/limited visibility back to the patient or clinician
- No insight without a data scientist

**To:**

Harnessing the power of health data to enable clinical decision support at point of care and population health planning





# Our Ask

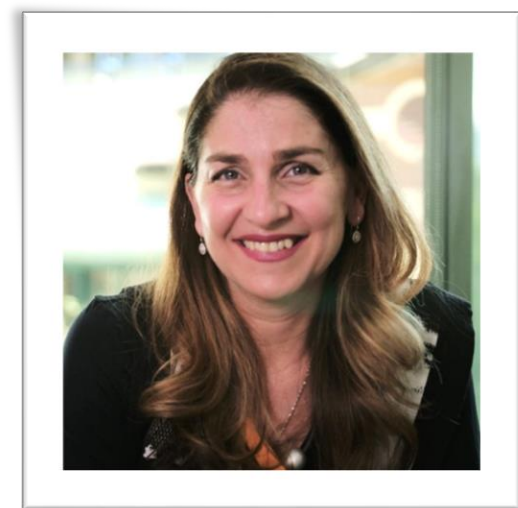
We are coming to the US and seeking partnerships and capital to fuel our success.

To register your interest, please contact us:

Cardihab CEO

Helen Souris

[helen.souris@cardihab.com](mailto:helen.souris@cardihab.com)



Cardihab Strategic Advisor

Rebecca Burton

[rebecca.burton@cardihab.com](mailto:rebecca.burton@cardihab.com)



Thank  
you





PEN CS

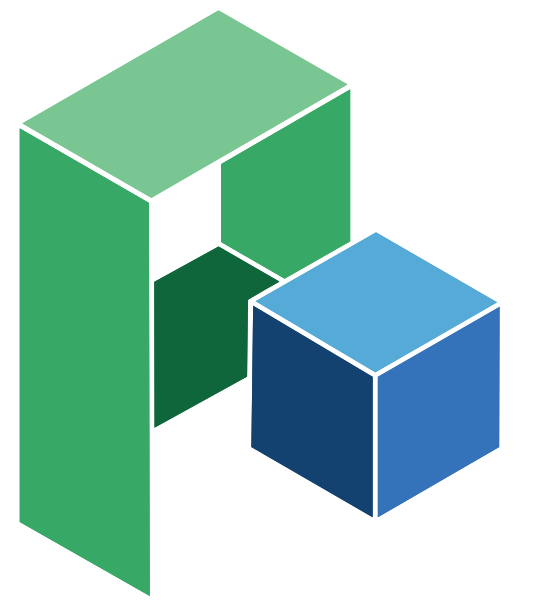


pencs

# Patient to Population

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## Health Informatics Solutions



PenCS

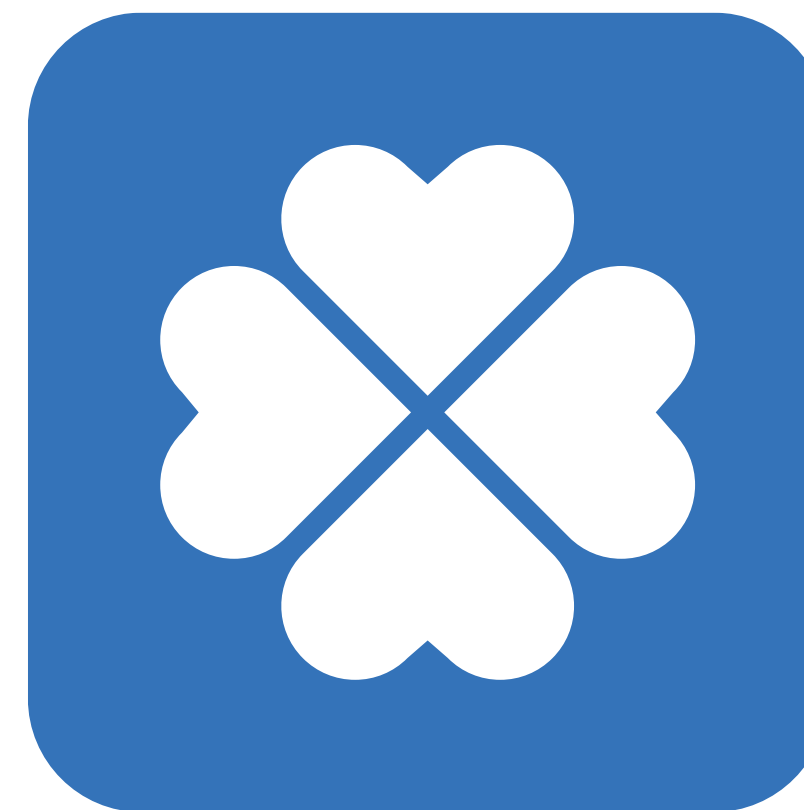


# Who is Pen CS?

Pen CS stands as a pioneering force in healthcare informatics, boasting a 30-year history of dedicated service and continuous innovation. We take pride in supporting general practices, doctors, administrators, institutions, researchers, and esteemed healthcare organisations. With a robust suite of solutions, we provide a formidable toolkit that empowers healthcare organisations and professionals to harness data-driven insights, to elevate patient outcomes and optimise operational efficiencies.



Clinical Audit Tool



Population Analytics Tool



Topbar





# What does Pen CS do?

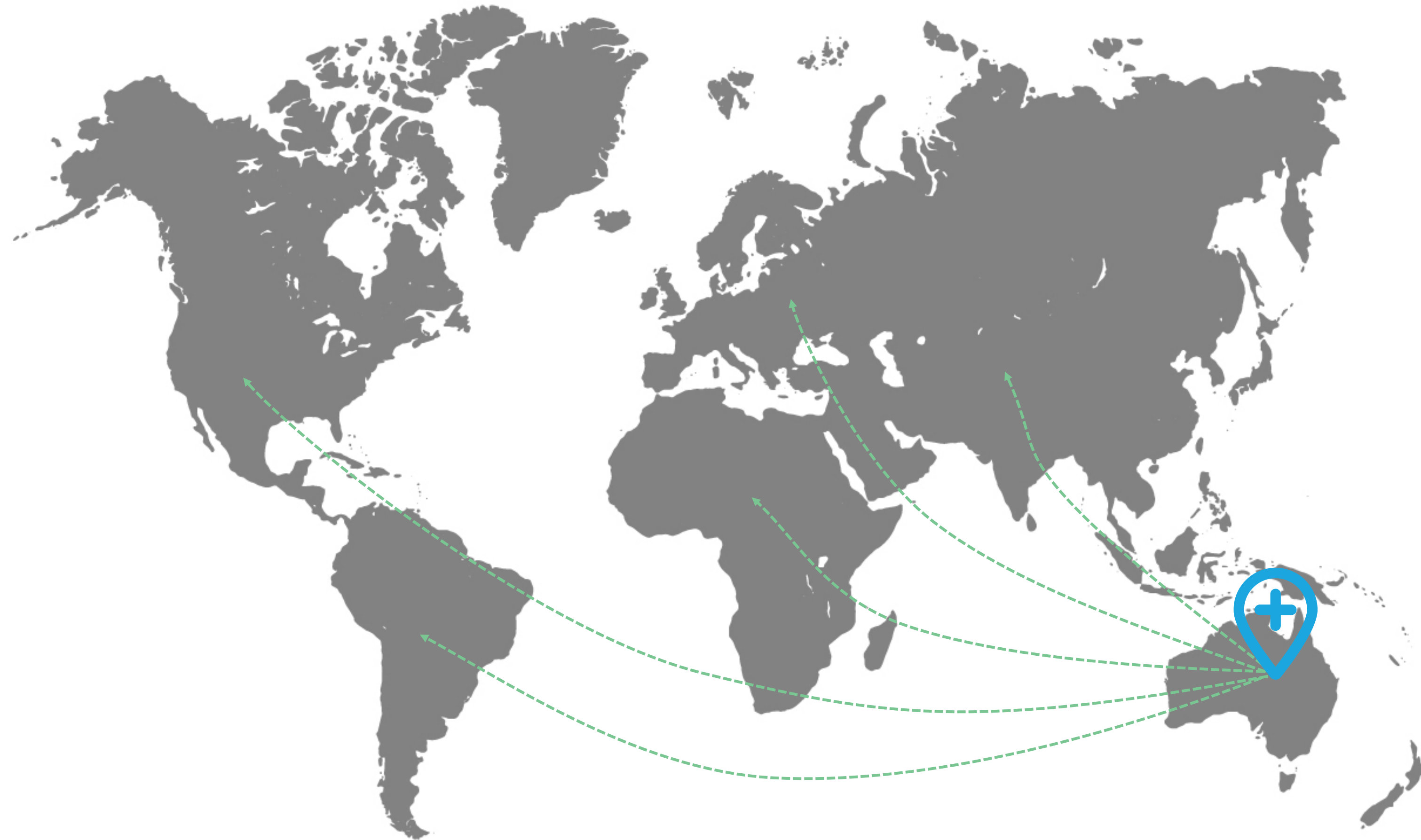
Evidence-based insights to drive new models of clinical care, pivot provider behaviour, improve patient outcomes, lower the cost of healthcare delivery, and advance health equity.





# What do we want?

We are an Australian company and are ready to launch in the United States of America.





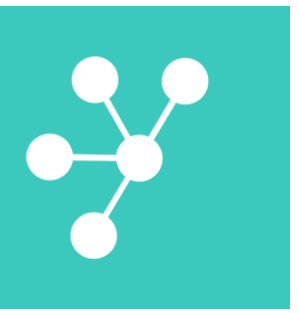
# Contact Us

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Edweana Wenkart, CEO  
[edweana.wenkart@pencs.com.au](mailto:edweana.wenkart@pencs.com.au)  
+61 438 940 360

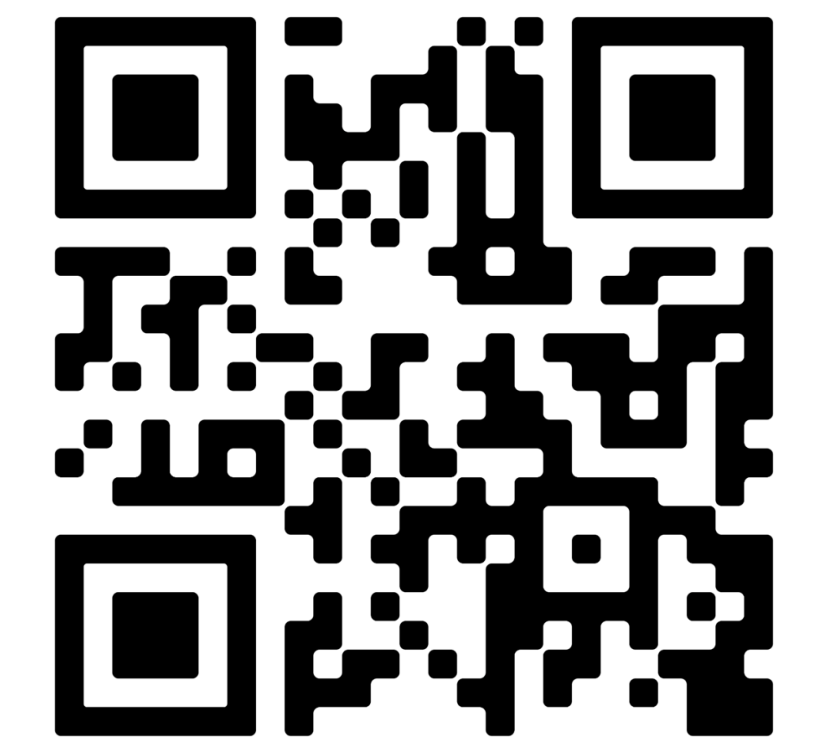


# PERX HEALTH





**Digital care programs  
that actually engage  
members daily**



CONTACT  
**SCOTT**



# Digital care has a fatal flaw: members who need it, **don't** **actually use it**

How long does a member typically engage with a digital care program?

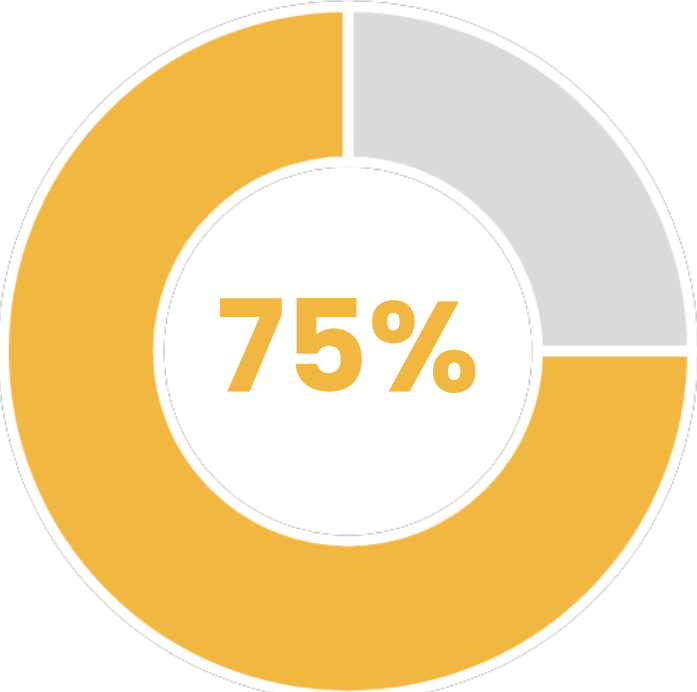
**5.5 days**

How long does an average member engage with a Perx Health program?

**200 days**



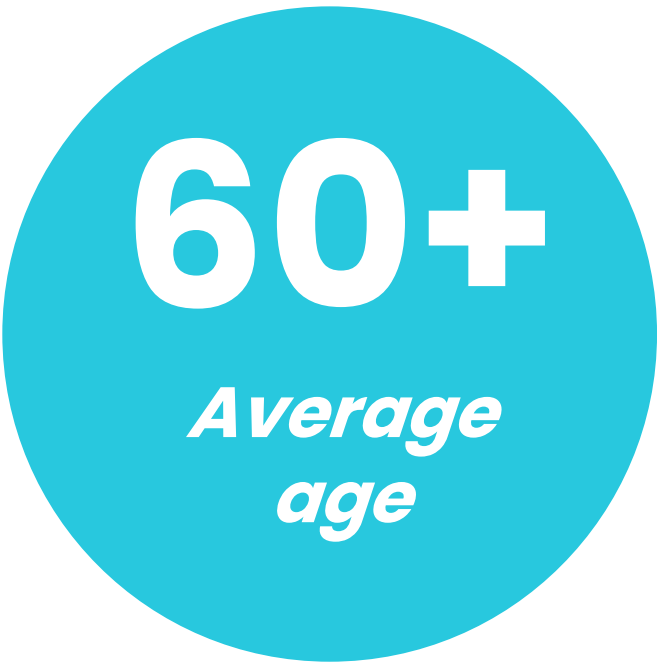
# Perx delivers positive, day-by-day motivation to high-risk members that **doubles adherence**



Daily Engaged Users



Care plan adherence



Proven for the High Risk



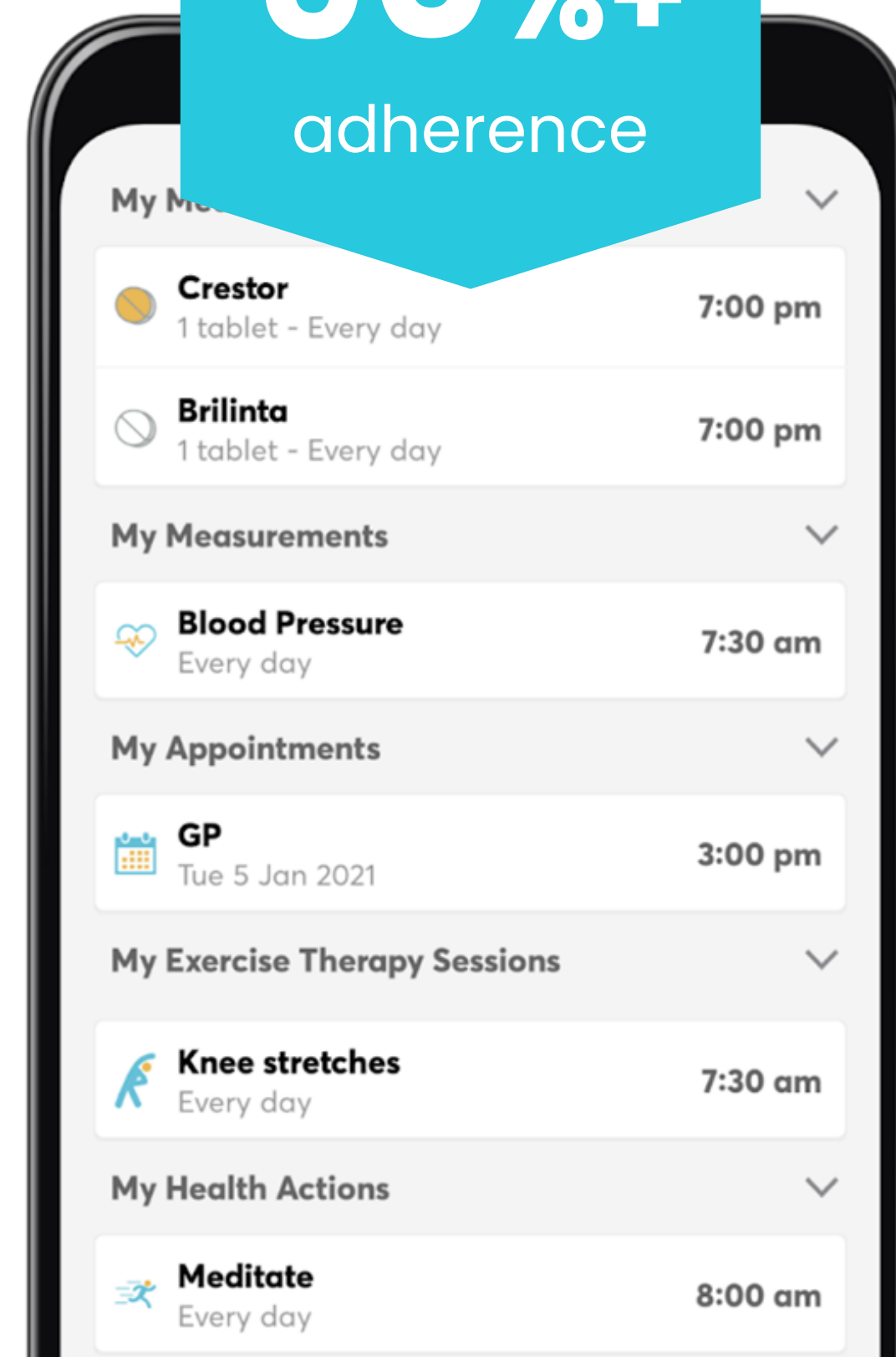


# Daily engagement enables digitally-scaled care management

## Engage with any condition(s)

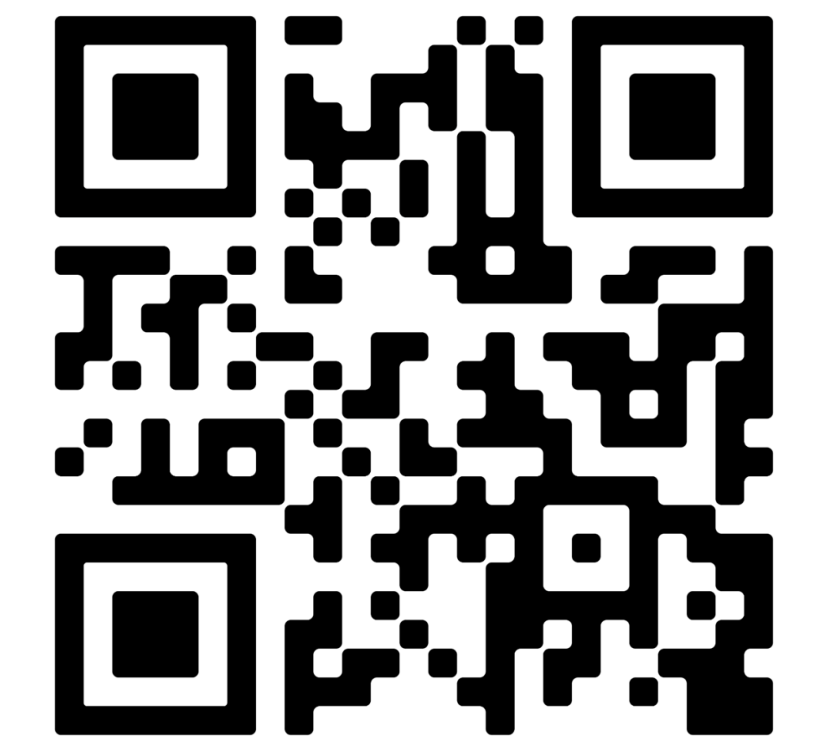
- Diabetes
- Cardiovascular
- Mental Health
- Respiratory
- Musculoskeletal
- Dementia
- Cancer

**90%+**  
adherence



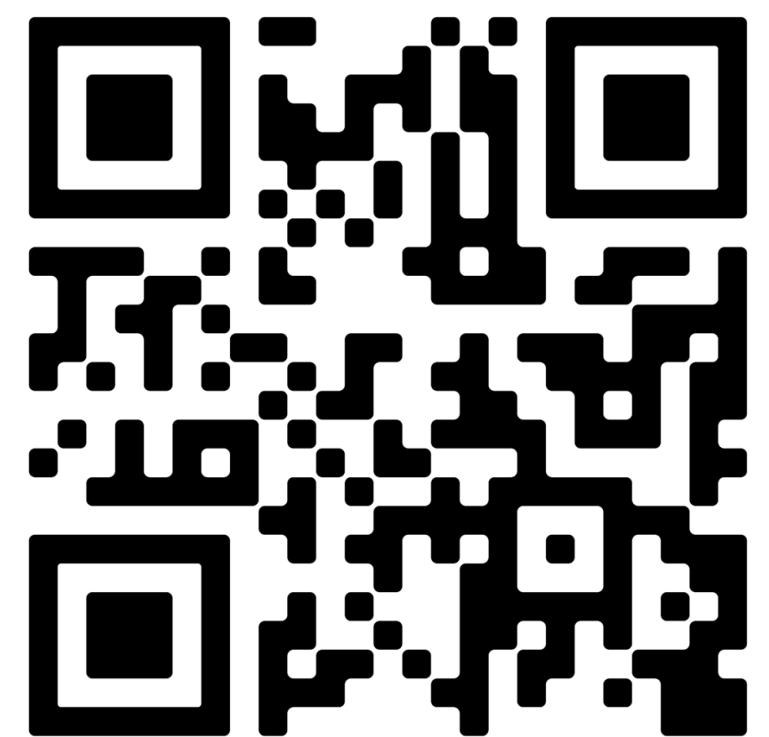
## Adhere to any treatment task

- Medications
- Physical Therapy
- Clinical measurements
- Surveys (HRA)
- Appointments
- Activity
- Refills



CONTACT  
**SCOTT**

# Gold-standard adherence drives clinical and financial outcomes



CONTACT  
**SCOTT**

**+90%**

Care plan  
adherence

**+30%**

diabetes  
control

**0.7pts**

HbA1c  
reduction

**+16%**

cholesterol  
control

**\$6,234**

*savings per  
member*

**6x**

**Reduction  
in Claims<sup>1</sup>**

**Return on  
Investment<sup>2</sup>**

1. Global insurer QBE calculated an average cost saving of \$6,234 per member when given access to the Perx program
2. Global insurer HCF calculated an ROI of 6x for members enrolled in the Perx program



thebmj

AJMC®

JMIR  
Publications  
The Leading eHealth Publisher



# SCRIPTED HEALTH TECHNOLOGY



**Scripted**  
telehealth commerce, unlocked



# Hi HLTH!

We're just a couple of Aussies  
unlocking telehealth



**SHAYNE MELE / CEO**

Health & Wellness obsessive  
Passionate about bridging health with technology  
10+ years experience in global health brands



# Scripted

telehealth commerce, unlocked

- ✚ Turn-key white label telehealth solution
- 💊 Legitscript fast track certification
- 🚫 Extensive software solution for extensive experience in global health brands



# Launching your digital healthcare company can be simple

Unlock telehealth commerce in weeks not months

software

building software is expensive

750k +  
cost

takes a long time to build

10 +  
avg. months

Low cost effective solution

Integrated with a doctor network

Integrated with a leading compound pharmacy to offer a full service model for turn key operation.

HIPAA compliant platform

Integrated payment gateway solution

Clinician/Doctor approved and build asynchronous question and patient intake forms

Integrated live chat and video call function that's AHPRA compliant

## What are the operational challenges in digital healthcare?

Lack of solutions for the following critical back-end operations

- Coordinating patients/doctors/pharmacies - Managing secure health records
- Handling forms and video communication - Processing payments - Dispensing medication

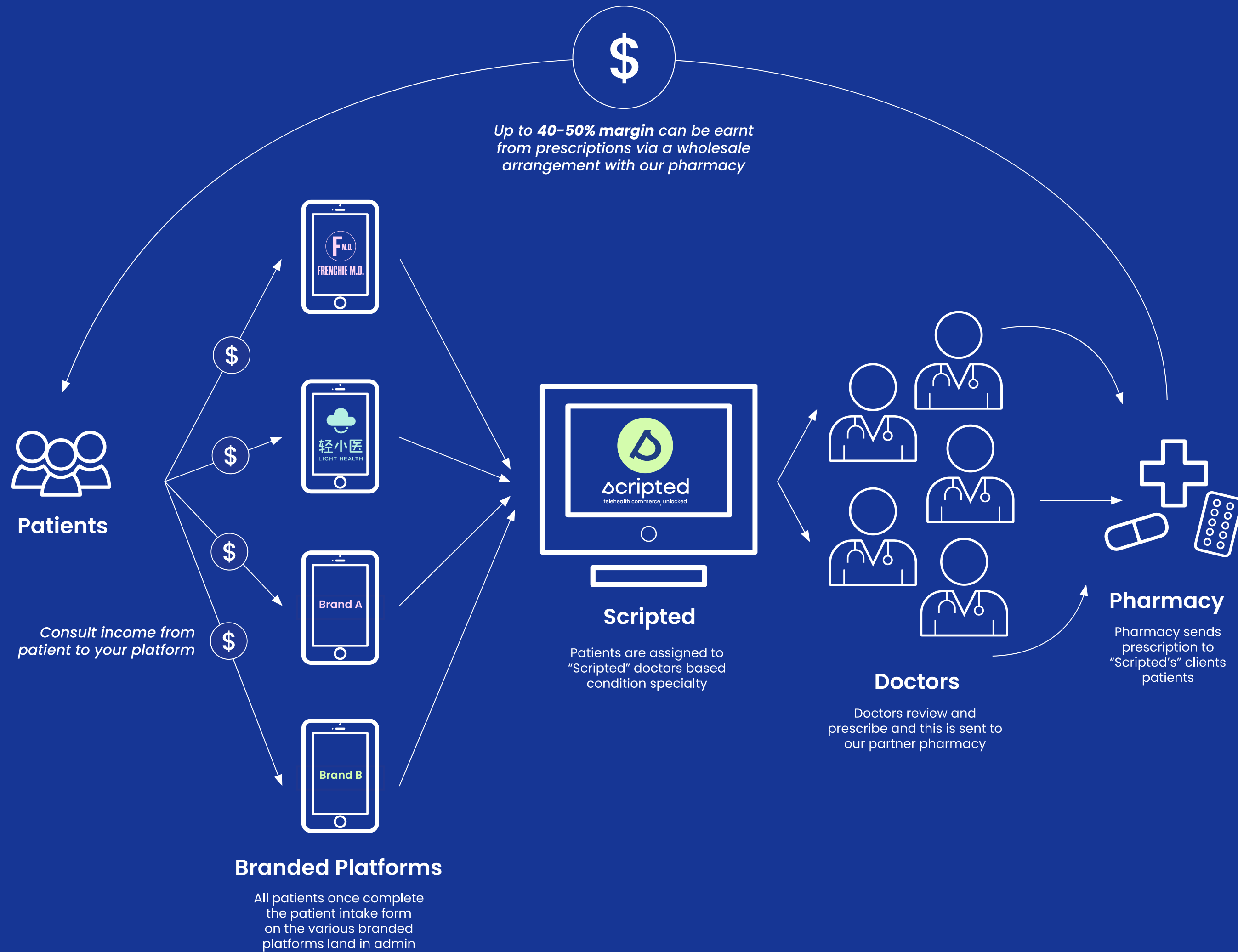


Leading off the shelf payment processors like **Stripe** and **Square don't allow** telehealth platforms to use their service, leading to inconsistency in pricing and risk

**Hard to find** and manage **medical providers** and **pharmacies** and negotiate attractive wholesale rates on medication.



# We want you!



Are you a clinician?



Are you a pharmacy?

Are you an e-commerce brand?

Are you an existing health provider wanting to offer compliant online consults?

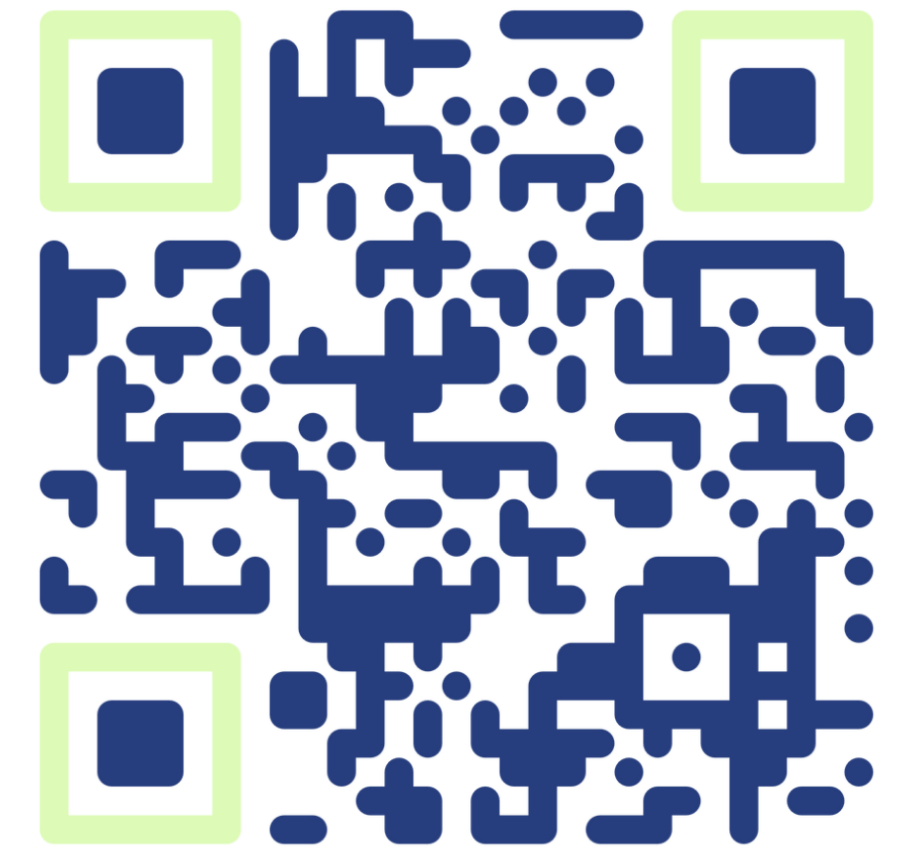
Are you an investor?  
Looking for a high growth and healthy margin ~3 month startup with signed customers and ARR?





**Scripted**  
telehealth commerce, unlocked

**Shayne Mele**  
+61419630992  
shayne@getscripted.io  
<https://www.linkedin.com/in/shaynemele/>



**Let's Connect**

SEER MEDICAL



seer medical



The logo for 'šeer' is displayed in a bold, red, sans-serif font. The letter 'š' is unique, featuring a small red triangle above it. The background is a dark blue gradient with a white curved line separating the logo area from the right side.

# šeer



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**Dr Dean Freestone**  
Co-Founder

# Challenges in acquiring EEG data



## Routine EEG

The most common diagnostic test.

A 30-60 minute connection hoping to capture typically infrequent events.

- ✓ Easy, cheap.
- ✗ Inadequate duration, typically low yield.



## Status quo home video-EEG

Right idea, wrong technology.

A rudimentary solution using legacy technology in the home. Requires high level of service intervention.

- ✓ Home environment.
- ✗ Uncomfortable, unreliable technology.



## In-hospital video-EEG

The 'status quo' gold standard.

A multi-day hospital stay, tethered to a bed with round-the-clock surveillance.

- ✓ Higher diagnostic yield.
- ✗ Costly, poor accessibility and experience.





# At-home epilepsy diagnostics

Opening access to gold-standard monitoring through comfortable video-EEG-ECG technology.





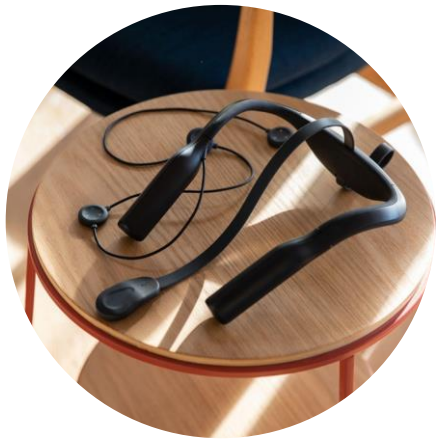
# Join us on the journey

Seer is partnering with US health systems seeking to expand their neurology practice.



## International expansion

Expansion of the Seer Home service.  
Prioritisation of US market.



## Product bets & investment

Next-gen Seer Home system.  
Improving scalability and margins.  
Research & Development.



## AI development & new treatment pathways

Secure FDA clearance for EEG analysis algorithm.  
Foundational work on phenotyping, accelerating  
pathway to epilepsy management.

Solving our partners' most pressing pain points, the Seer Home service supports hospitals in delivering high-yield, reliable, scalable and cost-efficient epilepsy diagnostic monitoring.

Seer Home unlocks an immediate

**3-5x** revenue increase

for our partners in typical health systems.

Get in touch via [Dean@seermedical.com](mailto:Dean@seermedical.com)





Vantari VR





2023

# Vantari VR

Eliminate Medical Error.  
Save Lives.

[www.vantarivr.com](http://www.vantarivr.com)





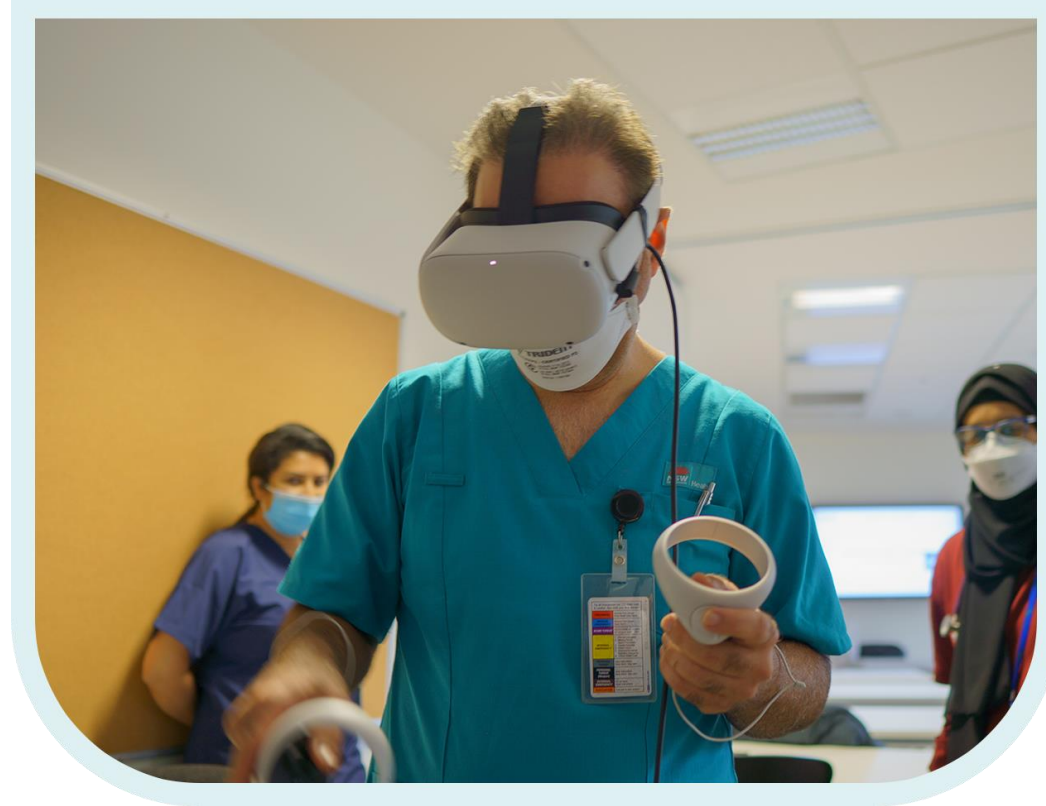
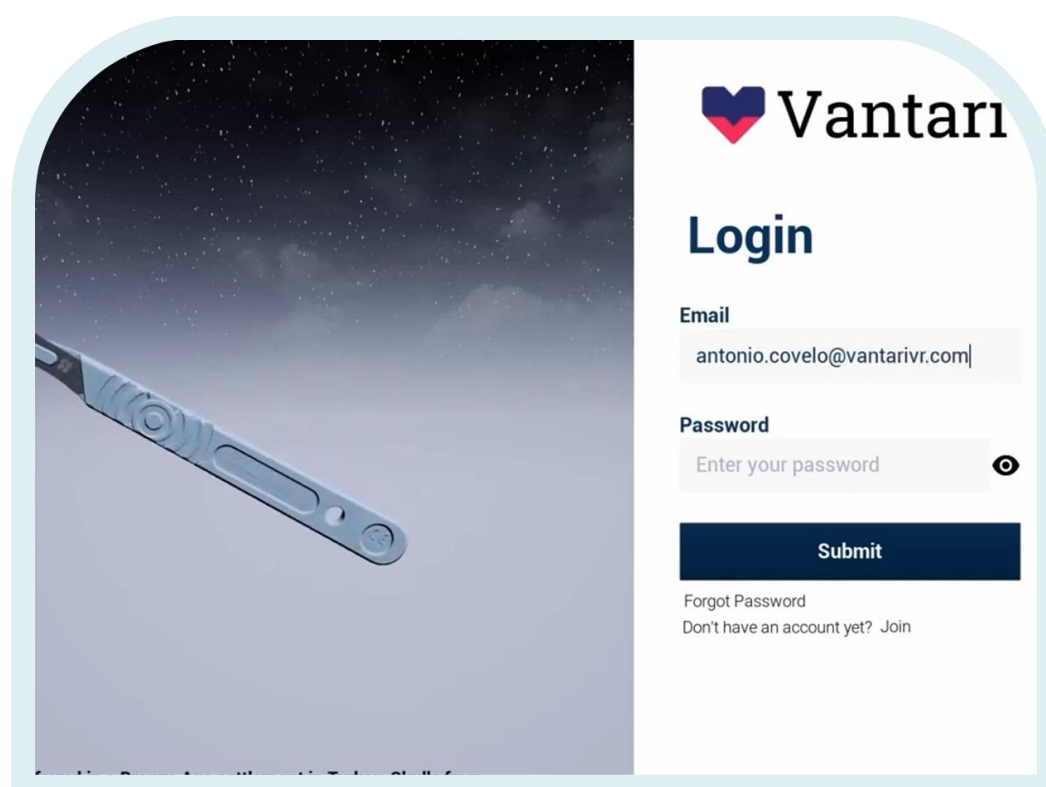
# Mission

To eliminate medical error and improve patient outcomes by helping doctors, nurses and students practice life saving procedures in **Virtual Reality (VR)**

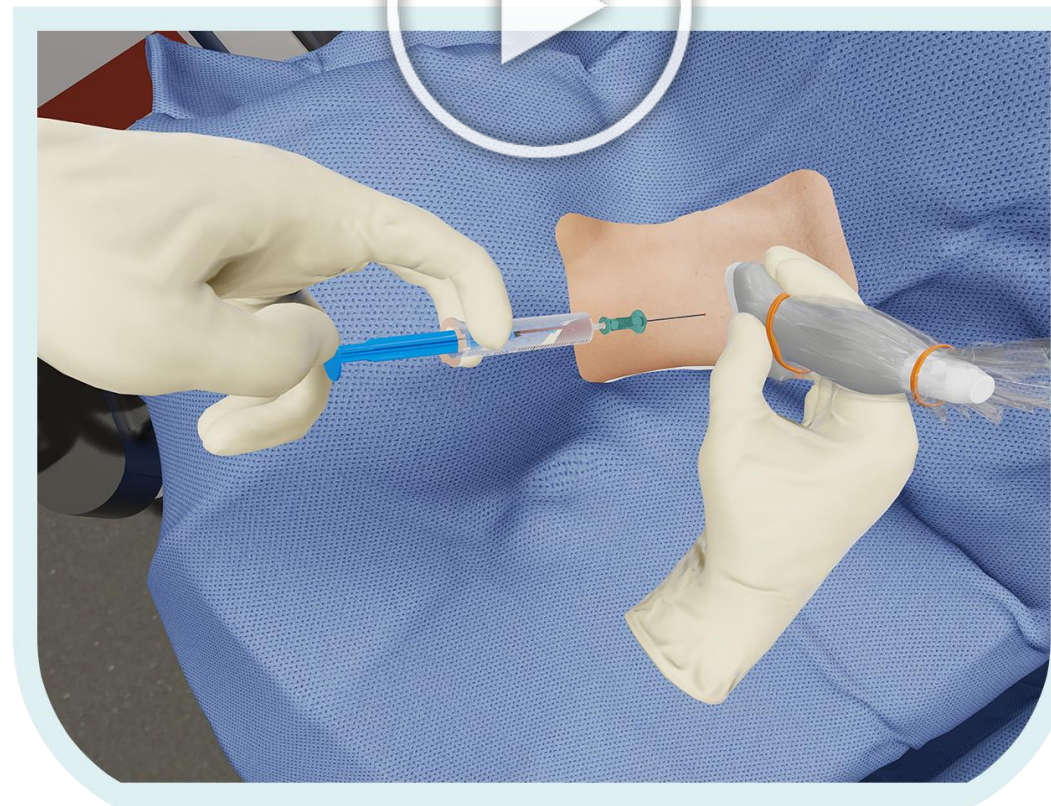
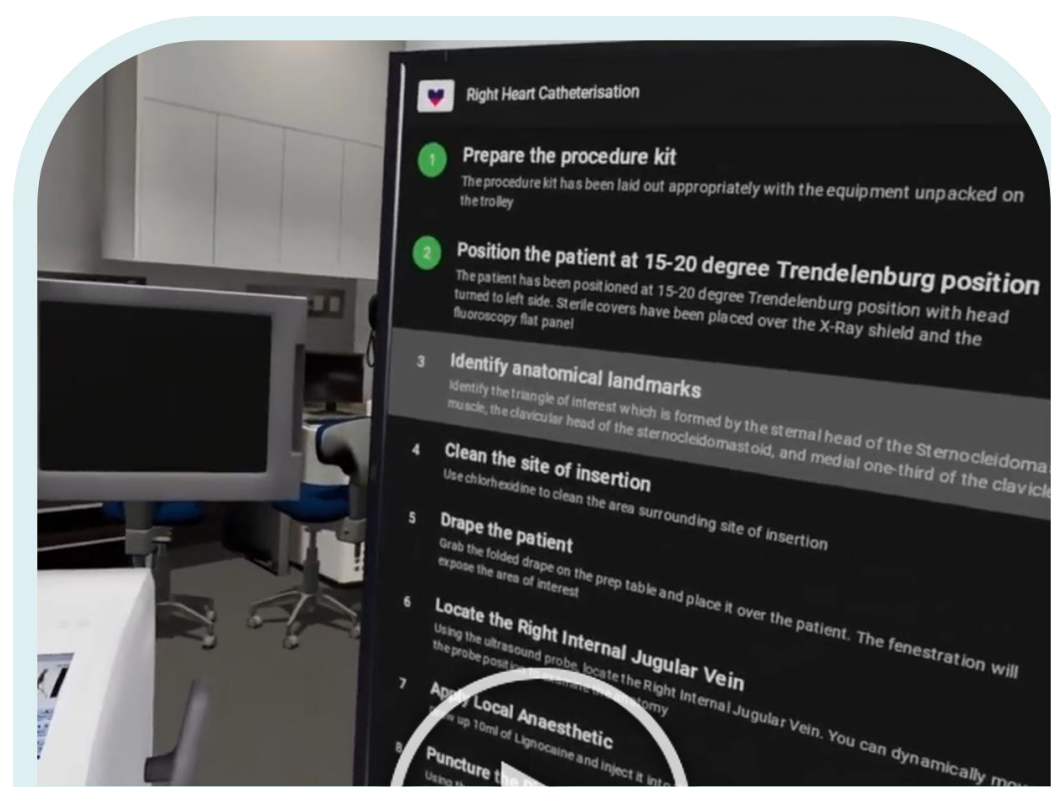




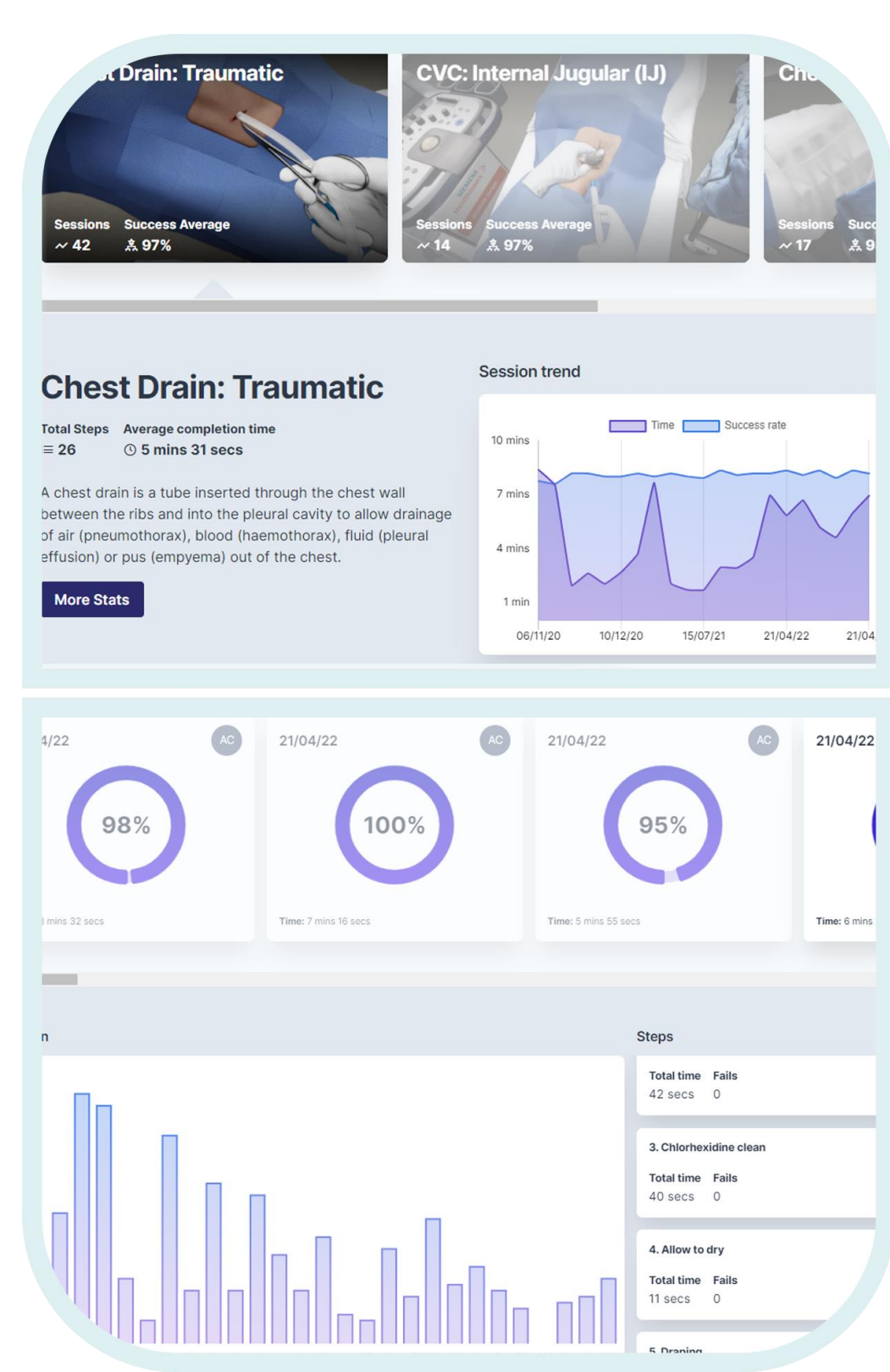
# How it works



Log in to the Vantari software platform on a computer and pop on the VR headset



Immersive procedural training with scenarios and complications



Performance data analytics gathered to form a personalised digital logbook



# Synergies



Democratise training and education  
Scale across health ecosystems globally  
Accelerate rollout and implementation  
Thought leadership and innovation





# Get in touch

## Virtual Reality Training for Healthcare

- Founded by Doctors
- Used internationally by Hospitals, Universities and Medical device organisations
- Major partnerships in Australia, Europe and the US
- Scalable training technology
- Evidence based medicine
- Global vision
- Contact: [Nish@vantarivr.com](mailto:Nish@vantarivr.com)





# Global Health Connector Village @ HLTH23



OCTOBER  
8-11 2023



LAS VEGAS  
USA

How digital health can advance  
health equity: From research to  
patient healthcare access



**hlth.**



# Global Health Connector Village @ HLTH23



OCTOBER  
8-11 2023



LAS VEGAS  
USA



GLOBAL VILLAGE EXHIBITOR





# HEALTHCARE INNOVATION REIMAGINED

Scott Collins, Chairman & CEO  
[scollins@linkagelaunch.com](mailto:scollins@linkagelaunch.com)

HLTH - 2023

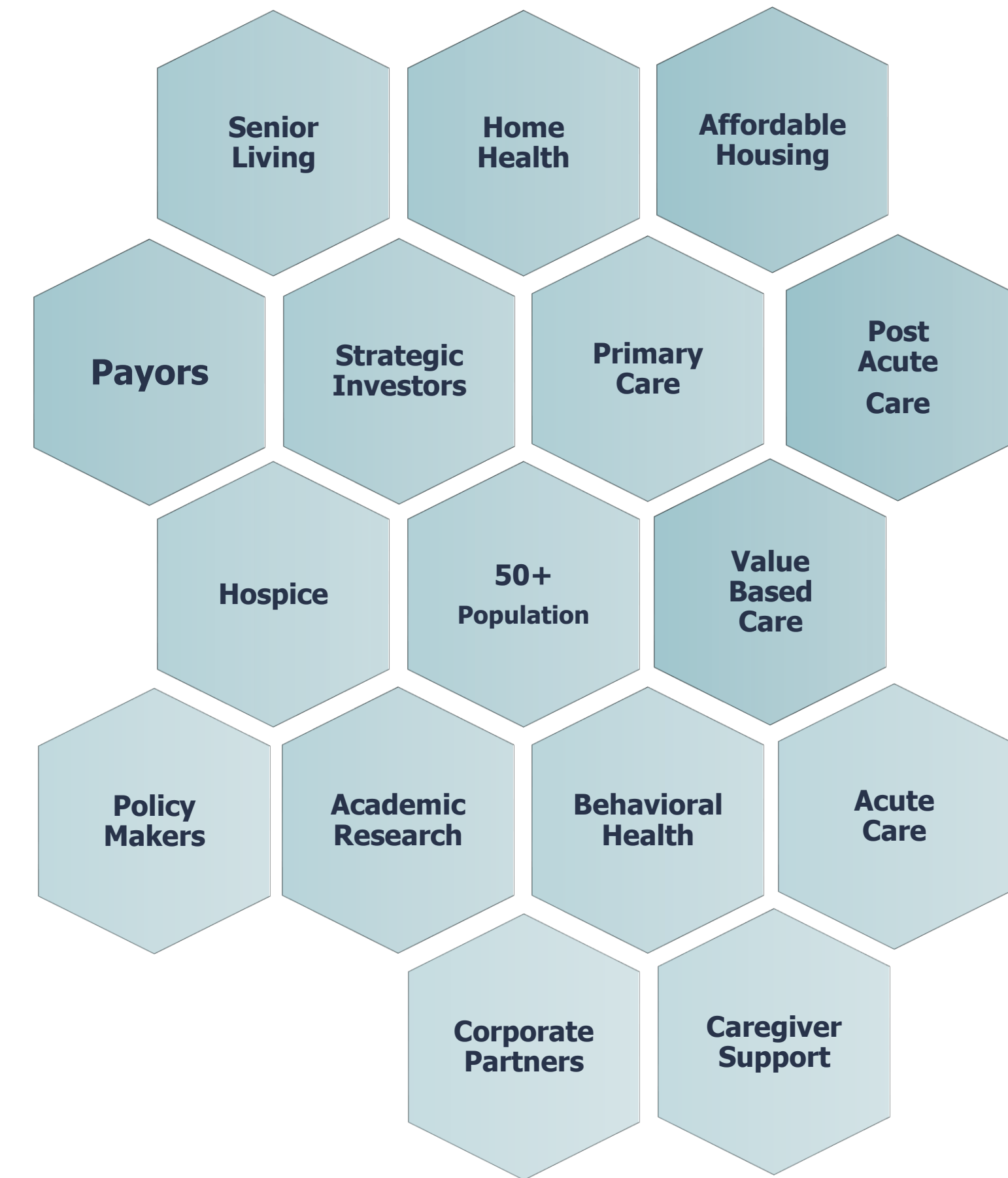
# THESIS

Our current model of Healthcare Innovation can't keep pace with the demands of our aging population. It tends to be dysfunctional and inefficient because collaboration rarely occurs between providers from different sectors of the healthcare continuum. Along the way, key stakeholder groups like consumers, payors, & policy makers are afterthoughts at best.



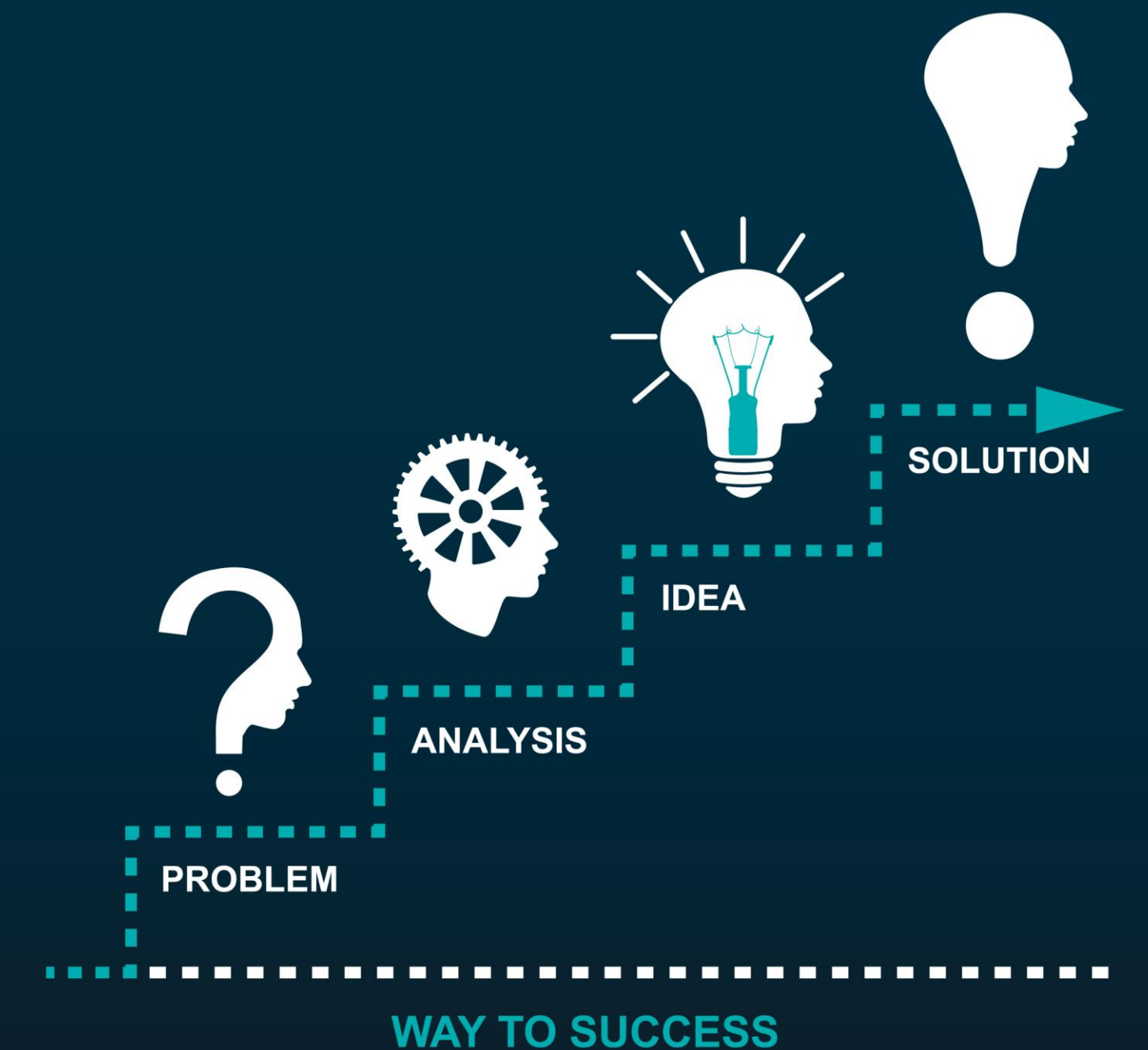
# OUR APPROACH TO PARADIGM CHANGE

- Link-age Launch breaks down existing silos in healthcare and employs a holistic approach to innovation
- Our Innovation Ecosystem & Investment Platform is built to ENGAGE a broad spectrum of stakeholders from across the Healthcare Industry & beyond.
- We LISTEN actively to Older Adults & Our Ecosystem Partners to identify critical points of friction
- We use that stakeholder feedback to DESIGN, BUILD, LAUNCH and SCALE targeted solutions that deliver improved benefit for the 50+ Population and those who cater to them.



# HOW WE WORK

In close collaboration with our Ecosystem Partners, we work through an interactive listening process designed to yield innovative solutions that are directly relevant, broadly scalable and highly valuable.



**LINK-AGE LAUNCH STREAMLINES, ACCELERATES AND IMPROVES THE HEALTHCARE INNOVATION CYCLE**





# CALL TO ACTION

- Now more than ever it's imperative that the voice of the providers, payors, policy makers & older consumers is integrated into ideating innovative new solutions to solve the challenges facing our global aging population.
- To that end, Link-age Launch is seeking to add value aligned stakeholders to its innovation ecosystem who will partner with us in designing, building & scaling businesses that solve real-world problems



**It's beyond time for a redesigned approach to healthcare innovation ~~for~~ WITH the 50+ Population**

# Global Health Connector Village @ HLTH23



OCTOBER  
8-11 2023



LAS VEGAS  
USA



**hlth.**

# Next session starts at 13:30 p.m



## GLOBAL VILLAGE SPONSOR



## GLOBAL VILLAGE EXHIBITORS





# Global Health Connector Village @ HLTH23



OCTOBER  
8-11 2023



LAS VEGAS  
USA

## ECHAlliance Funding Support in Europe & US



**hlth.**



**Andy Bleaden**

Community Director at ECHAlliance



# ECHAlliance The Global Health Connector



is the Global Connector for Digital Health connecting 78 Countries and 4.4 billion people

As a member organisation we bring our global community together in a network of ecosystems that match need and solution, break down silos, transform healthcare and create economic opportunities. Join us as a member and promote your organisation, grow your networks, connect with innovators and collaborate globally.

75+

Ecosystems across the globe

13

Thematic Innovation Ecosystems

22,000

Experts

1,000+

Member Organisations



## CONNECT

Use the power of our global network to make the connections you need.



## CONVENE

Use our ability as a neutral party to bring together and reach the right audience.



## AMPLIFY

Harness the capacity of our global network to amplify your message.



## ACCELERATE

Engage across our network to speed up adoption and awareness.



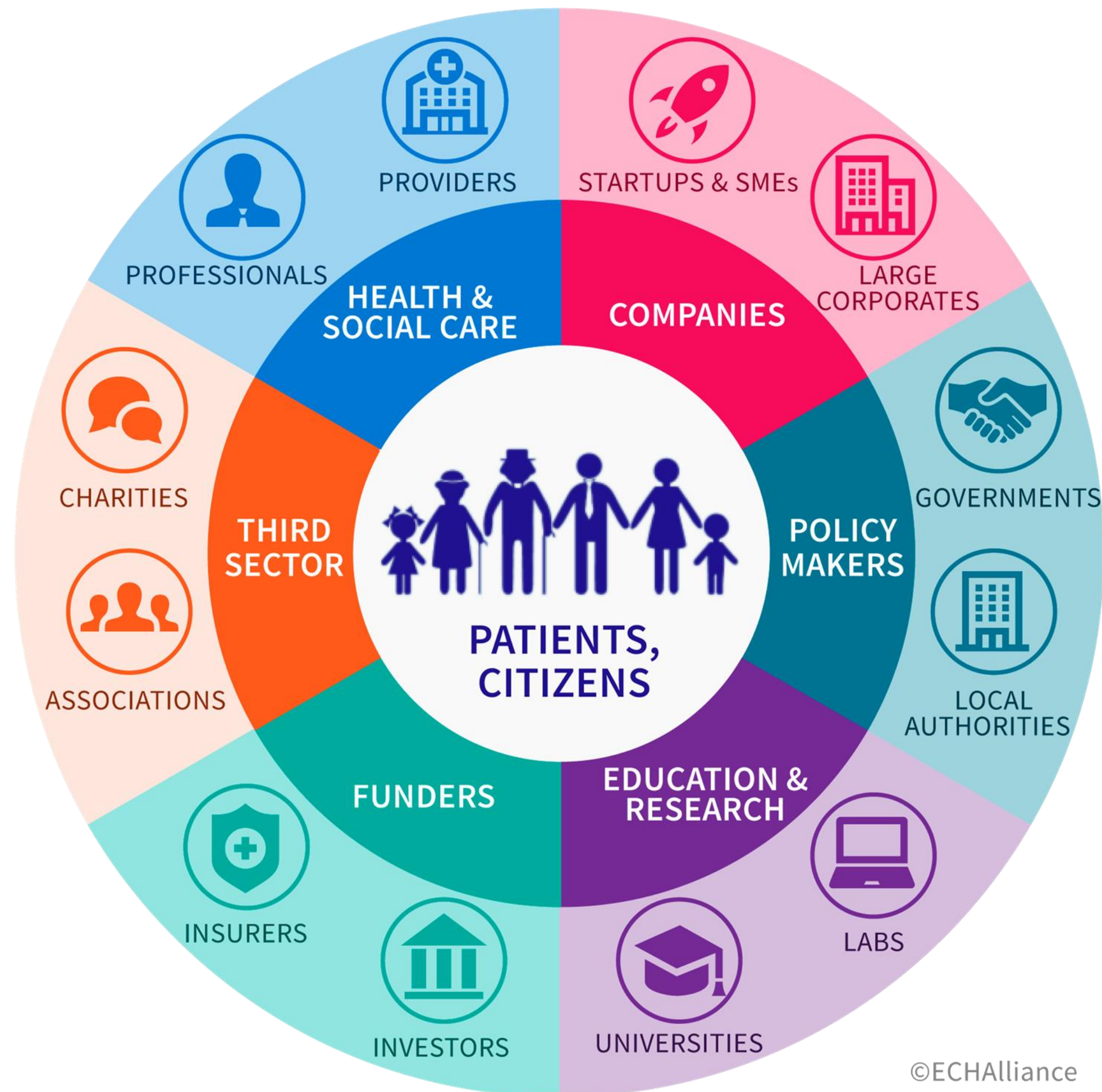
JOIN US!



ECHAlliance.com  andy@echalliance.com @ECHAlliance #ConnectingTheDots







...bring together a permanent community of stakeholders to develop a joint health agenda, aiming to address and find common solutions to regional health challenges

## Match Need and Solution

The main benefit of working together in an Ecosystem is the multiplier effect of collaborating in our International Network of Ecosystems.

- break down silos,
- transform healthcare delivery,
- create economic growth



# ECHAlliance International Network of Digital Health Ecosystems



- Argentina
- Australia  
Melbourne
- Austria
- Belgium  
Brussels  
Flanders
- Bulgaria
- Canada  
Canada Age Well  
Quebec
- Chile
- Czech Republic
- Croatia

- Denmark  
Scandinavia Nordic  
Health 2030  
SoutherDenmark
- England  
London  
Manchester  
North West Coast  
Yorks/Humber  
South West Coast
- Estonia
- Finland  
Central Finland  
Helsinki  
Kuopio  
Oulu  
Ostrobothnia  
South Ostrobothnia
- France  
Bretagne  
Hauts-de-France  
Lille  
Nice  
Normandy  
Nouvelle-Aquitaine  
Paris

- Germany  
Hess  
Nuremberg  
Rheinland  
Stuttgart &  
Neckar-Alb
- Greece  
Athens
- Hungary  
West Hungary
- India
- Israel
- Italy  
Treviso
- Lithuania
- Luxembourg

- Malta
- Mexico
- Moldova
- Netherlands  
Health Valley  
Friesland
- Northern Ireland
- Norway  
Health Tech Cluster  
Smart Care Cluster
- Poland
- Portugal  
Digital Health Portugal  
Health Cluster Portugal  
SHAFE Portugal
- Republic of Ireland

- Romania  
North East  
Transylvania  
South West Oltenia
- Serbia
- Scotland  
Highlands & Islands  
Scottish Digital  
Health & Care
- Slovenia
- Spain  
Castilla y León  
Catalonia  
Basque Country  
Extremadura  
Galicia  
Com. Valenciana  
Madrid
- Sri Lanka

- Sweden  
Health & Welfare  
Technology  
North Sweden  
Life Science
- Turkey
- Ukraine
- Uruguay
- USA  
Central Florida  
Massachusetts
- Wales
- Zimbabwe

## Thematic Innovation Ecosystems (TIE)

We have developed a brand new set of ECHAlliance Group Thematic Innovation Ecosystems that target cross-border themes led by our ecosystems and members to match need and solution and foster collaboration.

- Housing & Health
- Skills for Health
- Digital Health Data
- Life Sciences
- Medicines Optimisation
- Continenence
- Integrated Care
- Health Procurement
- Mental Health
- Digital Health & Wellbeing
- Women's Health
- Cancer
- Telemedicine & Health Inequalities x





## HORIZON EUROPE WHAT IS IT?

World's Largest R&D Program: Horizon Europe stands as the largest R&D program on a global scale.

Budget of EUR 95.5 billion for the period from 2021-2027.

All US organizations, both public and private, can tap into funding opportunities

Focus on Health

Projects funded must primarily benefit EU citizens.



# Horizon Europe 2021-2027



**Horizon Europe**  
**2021-2027**

## HORIZON EUROPE HOW ECHALLIANCE WILL HELP US ORGS TO ACCESS IT ?

We are the Global Health Connector and build consortia with our members and ecosystems

We have 60 European ecosystem all looking for partners

We can connect and convene consortia

We can guide you through the complexities

We will work with you as members - so join us!



# ECHAlliance The Global Health Connector - Funding



## COLLABORATION BETWEEN EU AND THE US GOVERNMENT FOR HEALTH FOCUS AND HORIZON PROJECTS

- The EU and the US share common research values and are natural partners in science, technology and innovation.
- Agreement for scientific and technological cooperation began in 1998.
- Recently extended 5 more years on 9/25/23.
- US science policy and funding agencies partner with EU capacity to succeed on the green and digital transitions and to strengthen resilience to global health threats



The agreement establishes a formal framework for cooperation aiming at encouraging, developing and facilitating activities in the areas of science and technology.



# ECHAlliance The Global Health Connector - Funding



## HOW DO WE WORK TOGETHER?

- 10/12/22: Meeting in Brussels confirmed intention to launch new or reinforced initiatives across thematic health areas:
  - Cancer
  - Biomedical research
  - Climate impact on human health
  - Science in society
- Reciprocal funding: US researchers and innovators can bring their own funding to the project through the National Institute of Health (NIH)



The EU and the US account for nearly **50%** of global research and innovation funding globally



The NIH the largest public funder of biomedical research in the world. In fiscal year 2022, NIH invested most of its \$45 billion appropriations in research seeking to enhance life, and to reduce illness and disability.





# Global Health Connector Village @ HLTH23



OCTOBER  
8-11 2023



LAS VEGAS  
USA



GLOBAL VILLAGE EXHIBITOR



**hlth.**







This is Roche Diagnostics Partnering 2023

Kristina Best  
Diagnostics Strategy and Partnering

October 2023



# Demands on healthcare systems are changing

More than ever, healthcare must be delivered efficiently



Patients needs are changing  
and want better outcomes



Aging  
populations



Patients want more  
individual care



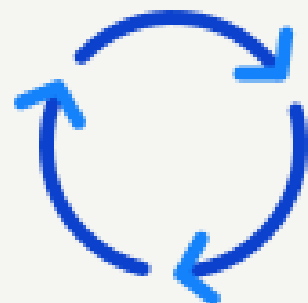
Exponential growth of  
health data



Growing complexities of  
healthcare systems



Growing burden of  
chronic diseases



Patients are empowered  
and taking action along the  
patient journey



COVID-19 has accelerated  
changes in how we deliver  
healthcare to patients



Healthcare Staff and  
Resources continue  
to be stretched in  
healthcare



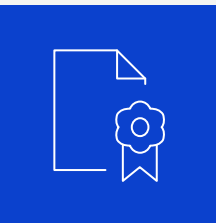
# Fast facts about Diagnostics Partnering



Commercial presence in over 100 countries and 19% overall market share in Diagnostics



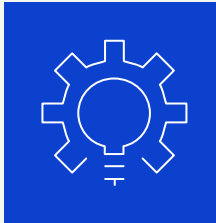
Offering more than 500 distinct diagnostic assays, and have installed more than 100'000 instruments worldwide



300 active in-licencing agreements, 190 active out-licensing agreements in 2022



Partnered or in-licensed diagnostics solutions make up more than 50% of diagnostics sales



The majority of R&D projects for Roche Diagnostics have an external innovation component



In 2022, completion of GenMark integration and signing of more than 75 new agreements across the world to foster new diagnostics solutions



Our **deal types** 2022 included:

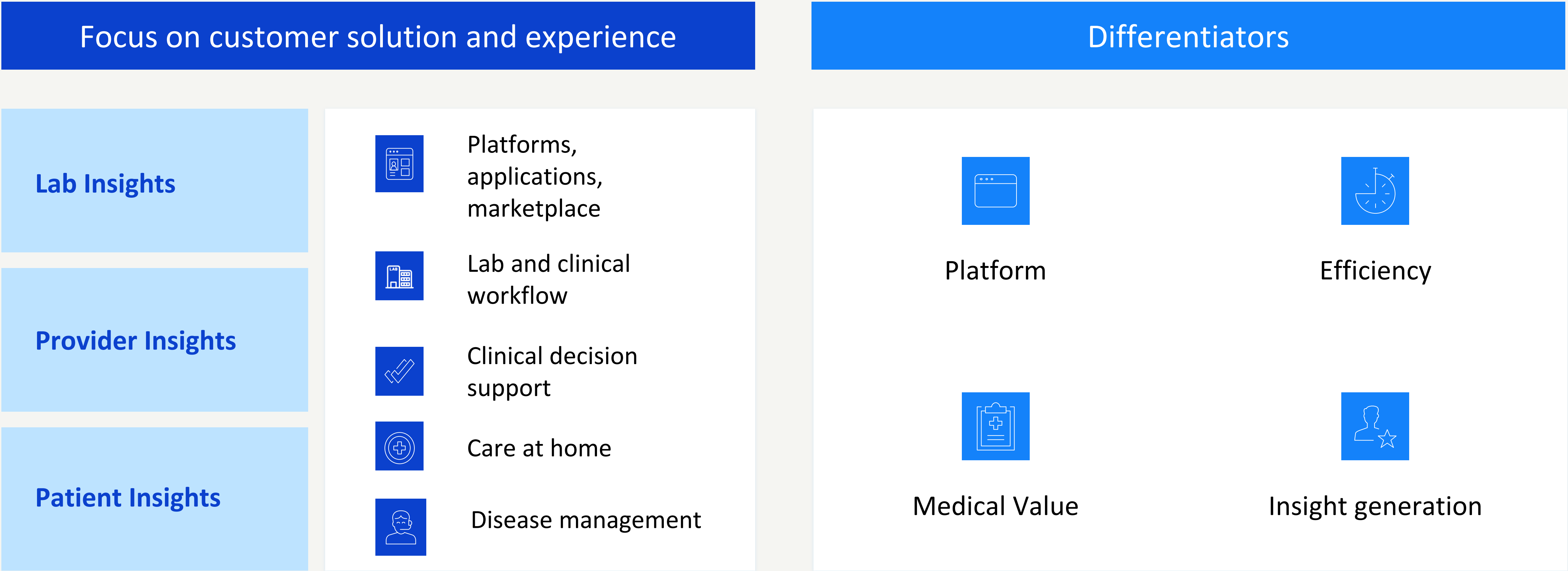
- Approx. 25% R&D Collaborations
- Approx. 35% Licensing and commercial collaborations
- Approx. 10% Ecosystems
- Approx. 30% Other deal types





# Strategic priorities for Information Solutions

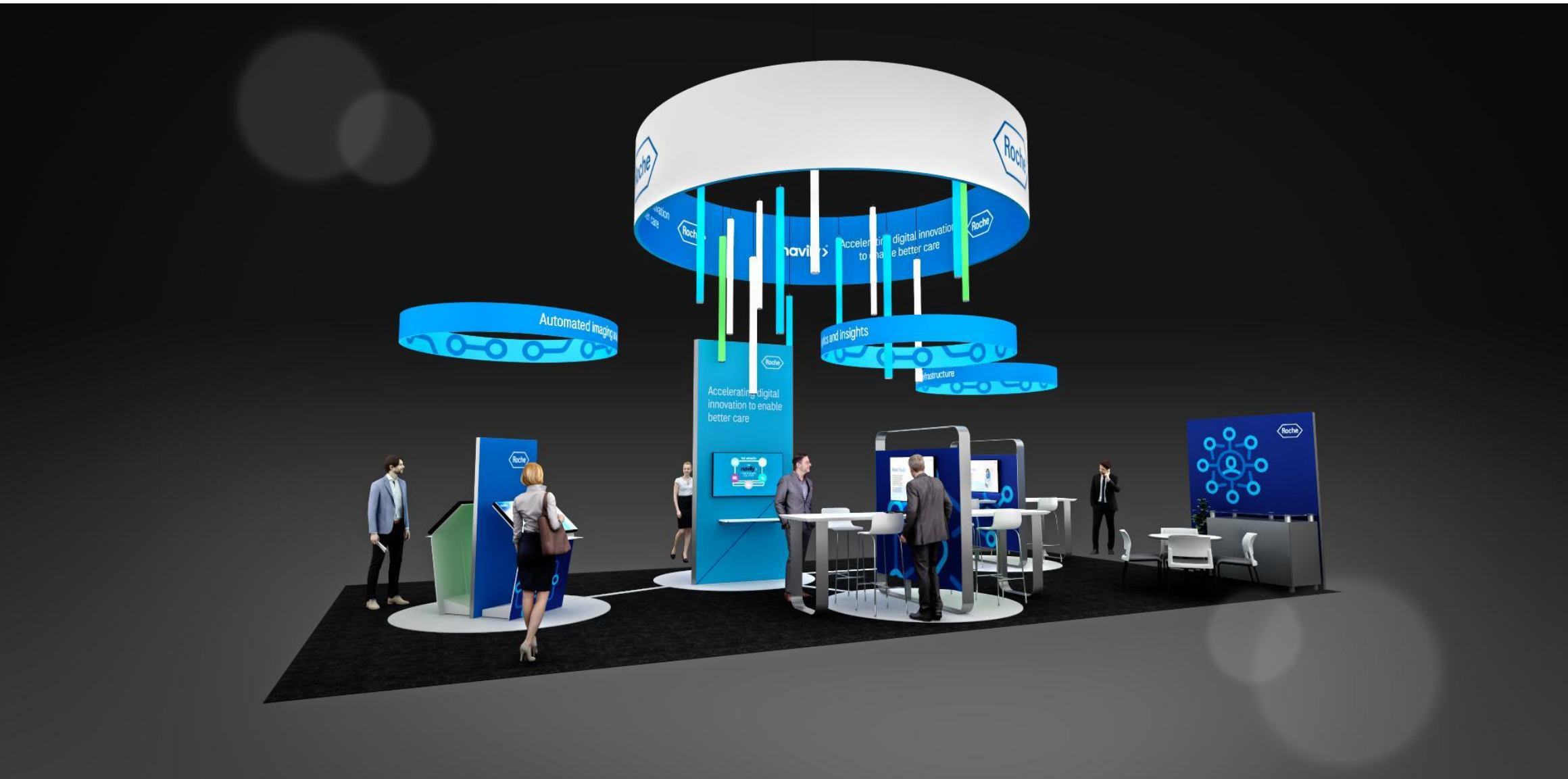
## Supporting healthcare decisions



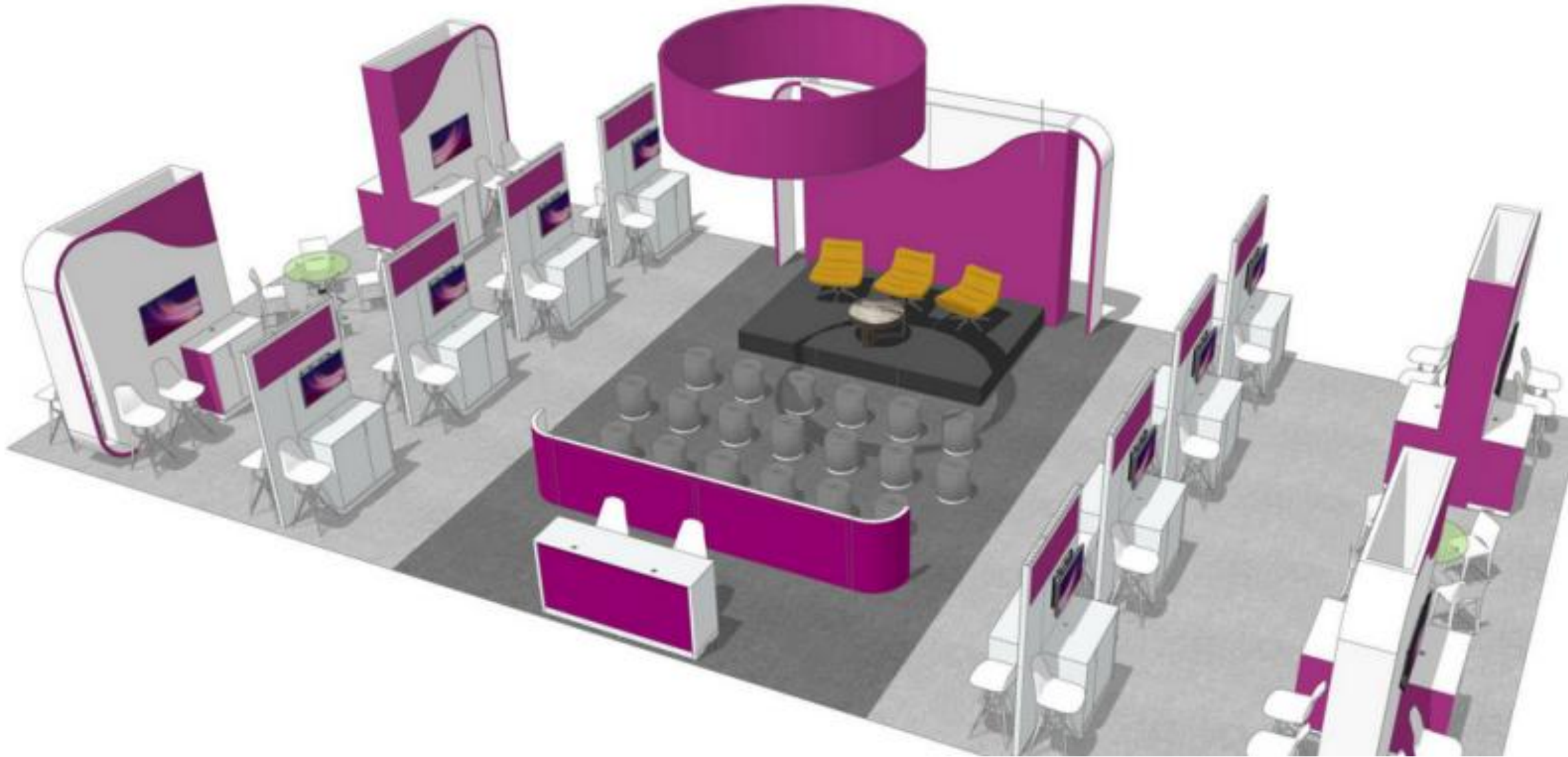
<sup>1</sup> Sequencing as key technology to address needs of molecular and pathology labs customer segments

# HLTH 2023 – We are in two locations

Roche Booth  
#6429



Global Village HLTH 23  
Kiosk 12





Doing now what patients need next

# Global Health Connector Village @ HLTH23



OCTOBER  
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USA



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LAS VEGAS  
OCT 8 – 11, 2023

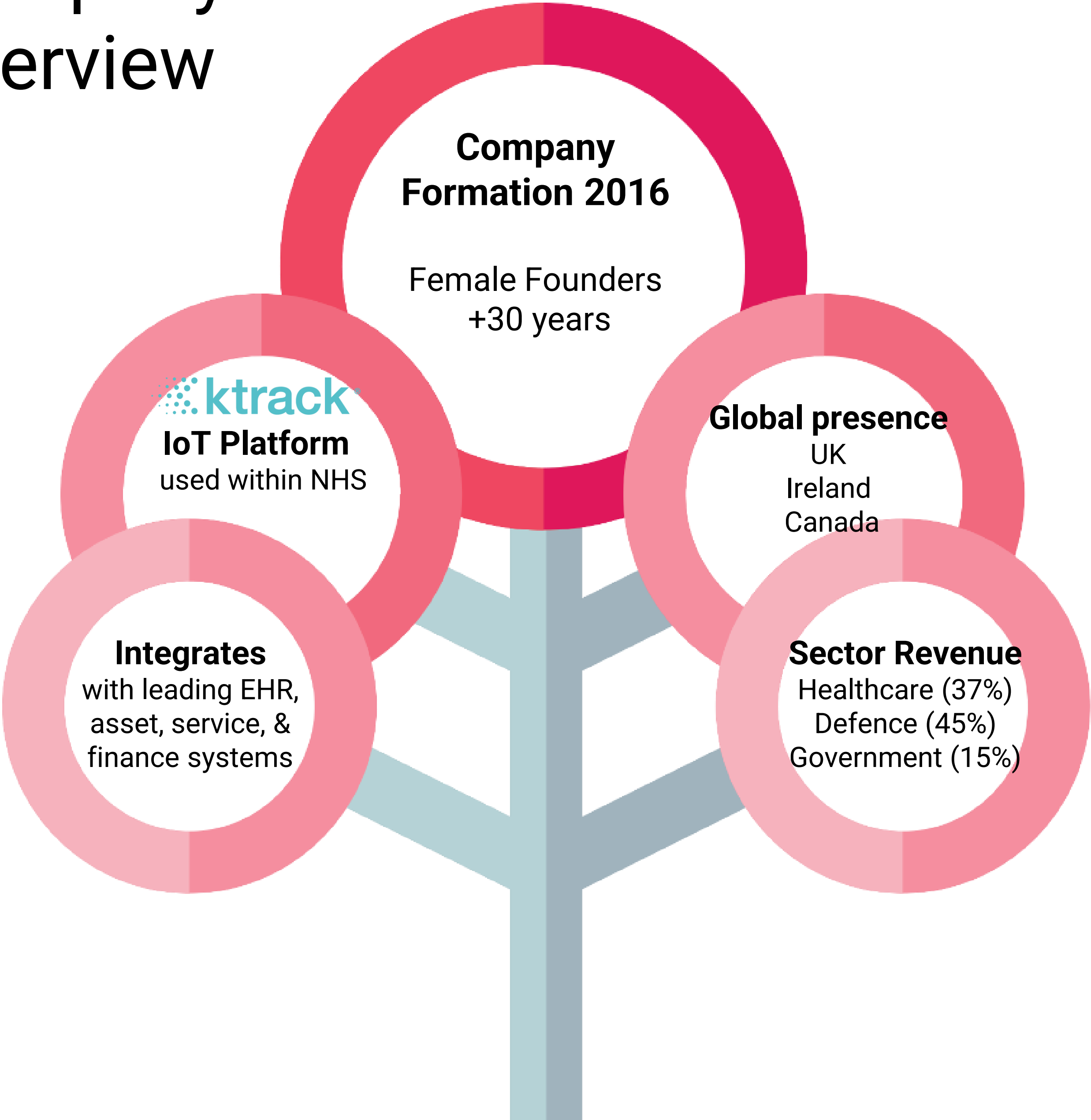
Joanne O'Doherty  
Co Founder







# Company Overview



Jackie Crooks & Joanne O'Doherty  
Co-Founders



# The Problem

## Lack of automated insight

Assets, whether people, equipment, inventory or vehicles are not locatable, discoverable or understandable.

**Resourcing and budgets are under more constraint than ever before.**

Without real-time insight to services or workflows organisations can't make informed decisions.

FDA Global Product Recall for Philips respirators, is costing Philips and Healthcare systems \$ billions



# The Solution



 **ktrack**®

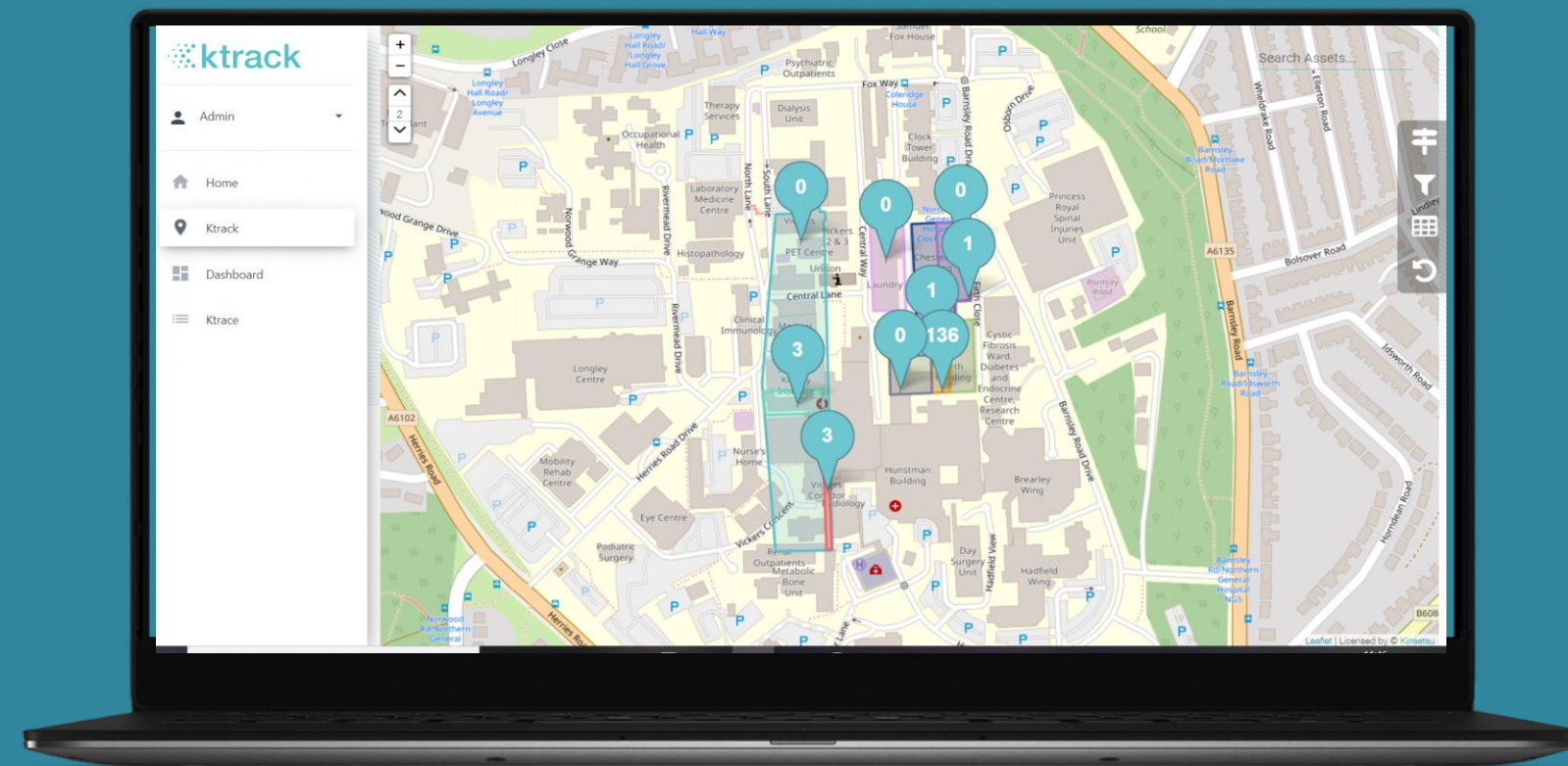
Driving innovation, using sensors  
and ktrack to automate workflow, to  
locate and provide insight about your  
devices, patient flow and services,  
**maximising utilisation**





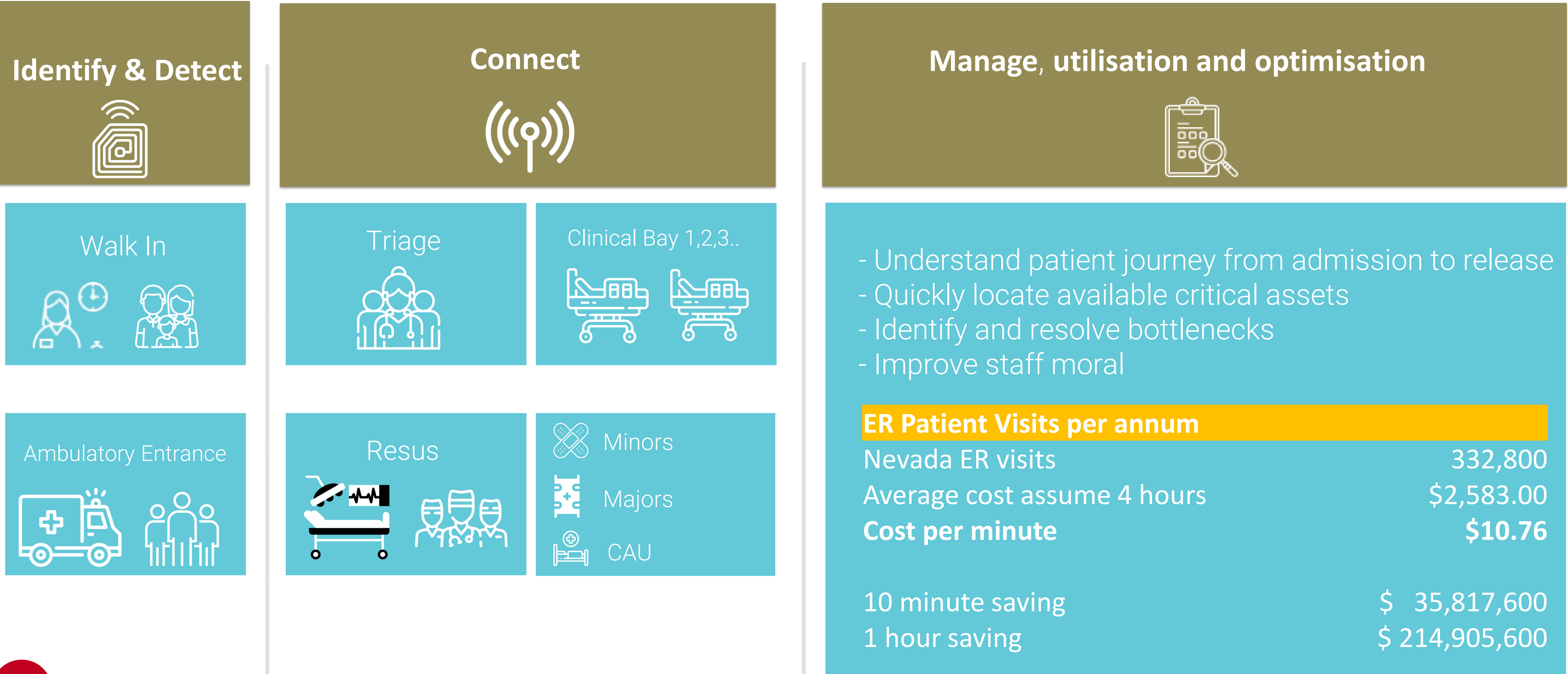
One Intelligent IoT platform, multiple use cases.

- Insights into your assets, patients and services
- Digital mapping visualisation of your estates
- **Saving time on patient throughput ED 10 mins to 2 hours**  
Reducing risk supply chain inventory, reagents and drugs
- Actionable data, dramatically reducing manual tasks
- APIs to existing systems, no siloed data
- A proven strong return on investment
- Sustainability agenda goals
- No vendor lock-in, scalable and defensible





# ER patient throughput to identify constraints and cost savings



Time savings from 10 minutes to 120 minutes with ER baseline patient flow data



- kbot is an intelligent IoT device which provides real-time data capture of critical assets in flow, within any location.
- A self contained easy to adopt IoT product which will give instant visualisation of assets, equipment and inventory.

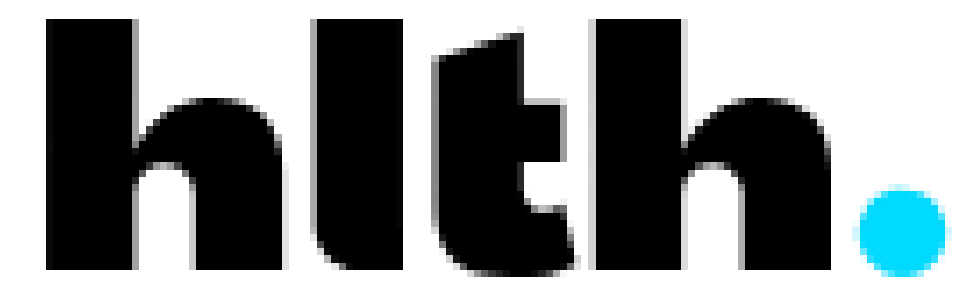
### General Features

- Rapid RFID providing long-reach scanning at volume
- Performs scans in poor connectivity areas and syncs later
- Platform access for 5,000 assets, 100 digital mapped locations
- User friendly interface for filtering and assigning / unassigning
- Ability to select/unselect scanned assets before assigning
- Lightweight and durable withstands harsh cleaning solutions
- User installable and configurable with on-line tutorials.

**\$26,640 \$0.89 per asset per month**







LAS VEGAS  
OCT 8 - 11, 2023

# Thank you

[joanne@kinsetsu.co.uk](mailto:joanne@kinsetsu.co.uk)



# Kinsetsu Reference Architecture

Integrate



Present



Connect



Detect



Assets





# Global Health Connector Village @ HLTH23



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8-11 2023



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2023



Augmenting healthcare  
capabilities with AI





# Our purpose





# Healthcare is not one size fits all

\$765 billion is wasted annually, with the main driver being human administrative overhead.

In the US more than **6.5 million** healthcare professionals will permanently leave their positions by 2026.

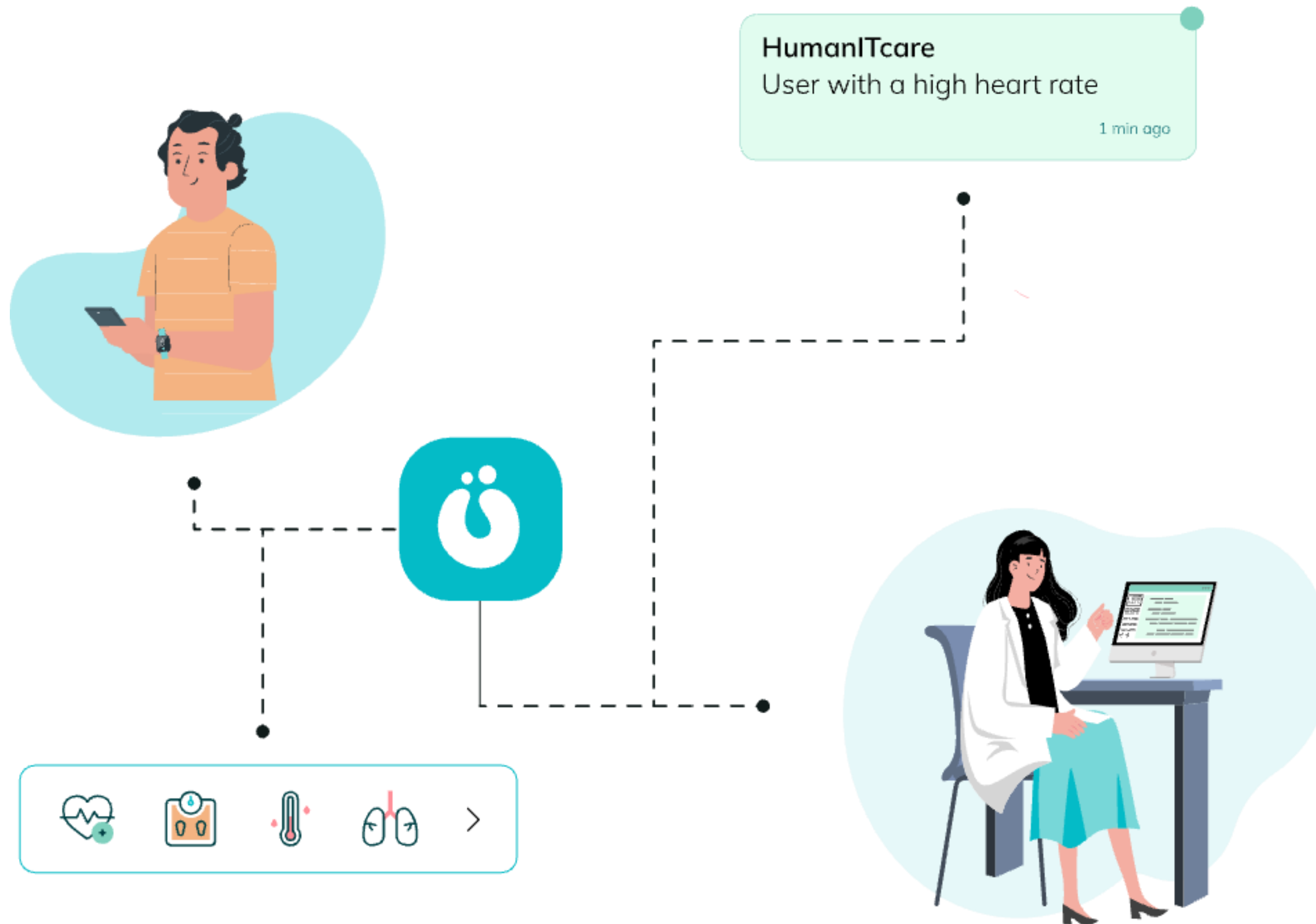
Healthcare professionals, needs to spend **20 extra hours** per patients, **making impossible** to delivery quality and preventive care

It increase users to change of providers and **risk of readmission x2**

**70% of U.S. adults feel the healthcare system is failing to meet their needs.**







# Our Solution

**We use AI to augment healthcare professionals capabilities.**

We automate workflows and dive deep into health data with AI. We use it to generate **valuable insights** for users and healthcare providers.

# AI-based solution: automatizing clinical decisions support



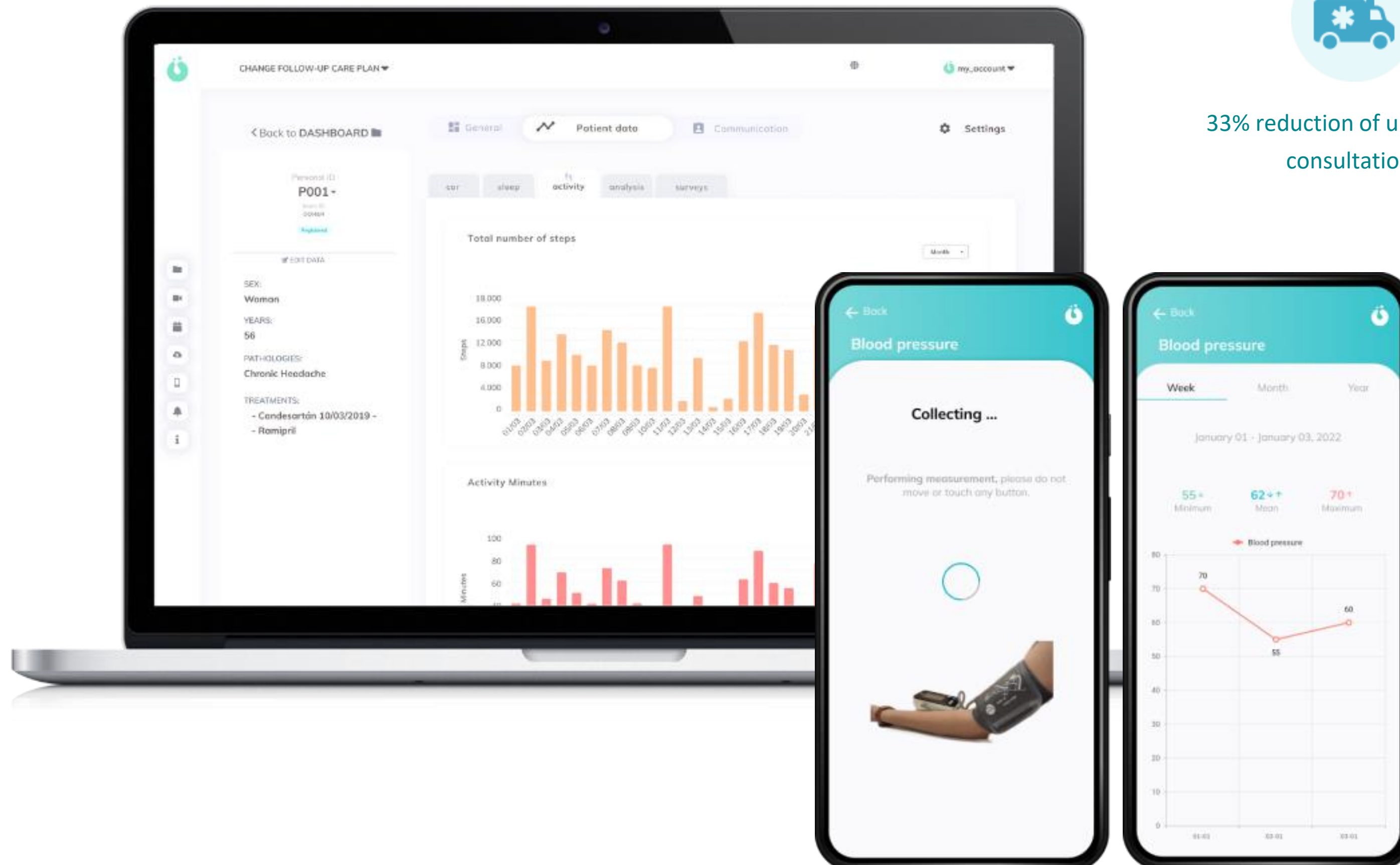
33% reduction of urgent care consultations



40% reduction in hospital readmission



\$10,000 saving per patient/year



 **AI based alarm interactive dashboard**

 **Real-time data analysis of client's KPIs**

 **Unique ML for clinical insights**

 **API hardware agnostic device**



# At home for any kind of diseases



Cardiology



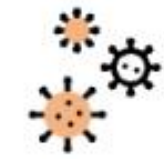
Oncology



Behavioral Health



Respiratory



Infectious Diseases



Neurology



Fall Prevention



Post- discharge



Diabetes

# HumanITcare: Unique Interoperable Solution

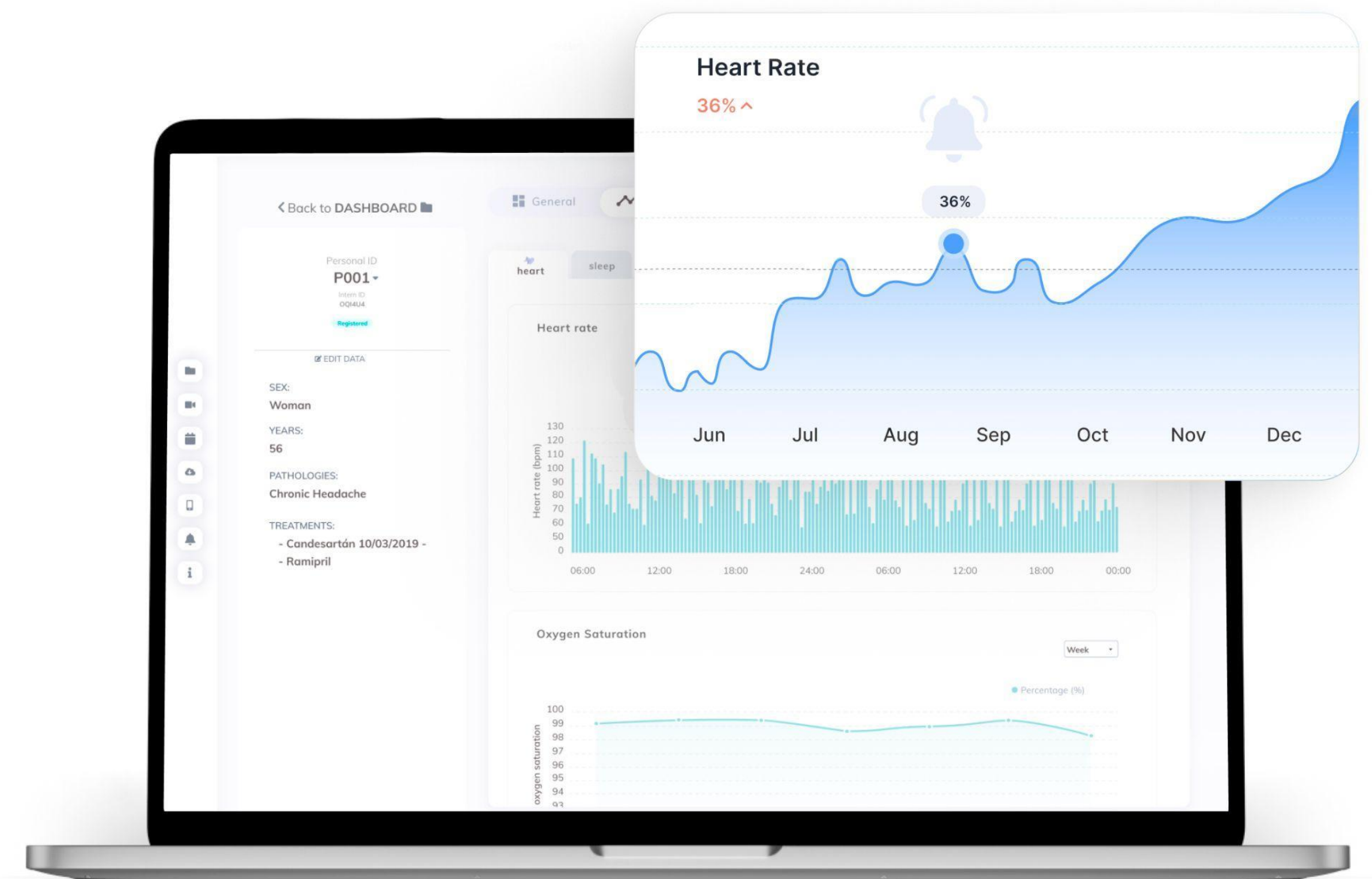
**Smart reports and  
AI chat support**



**AI scan of any devices to  
collect data**

**Integrate the App  
with SDK (easy and fast)**

**API for fast integration with  
interactive dashboard and workflows**



**AI clinical decision support**





# Hardware agnostic Solution

GARMIN

WATCH

fitbit

POLAR

ASCENSIA  
Diabetes Care

MI  
xiaomi

Dexcom

OMRON

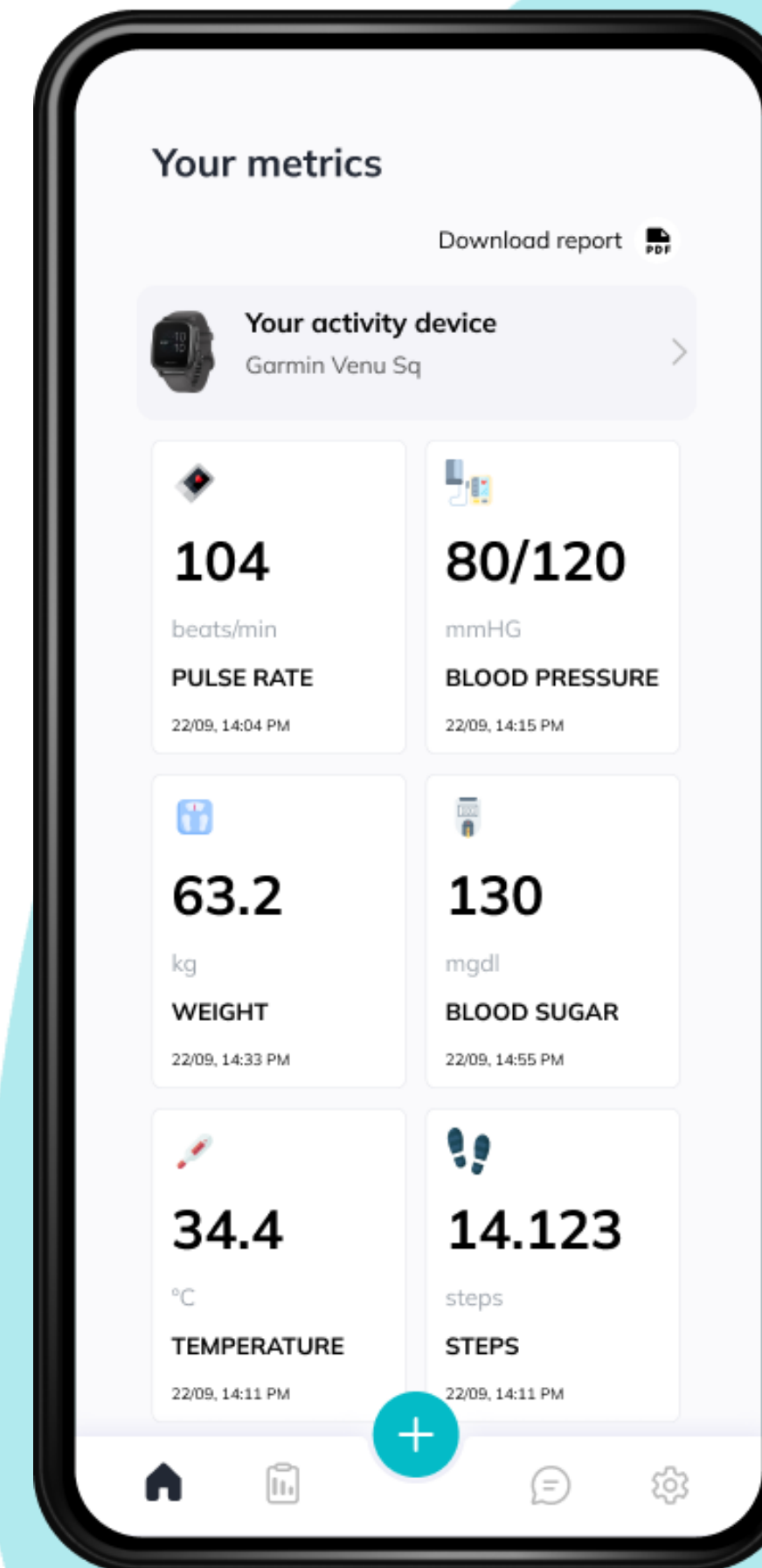
beurer

Abbott

LifeVit

Google Fit

just make a photo



add your device



# HumanITcare Regulation

We have a **legal** and compliance team that has achieved **extraordinary regulations**, allowing us to have a great **competitive advantage**

CE marked - Class I (MDD) and **Class IIa (MDR)** on 2024

Medical device manufacturing **license** (AEMPS, Ministry of Health)

**FDA Approval on**

**2024**

Registration in **EUDAMED** - EU as manufacturers of medical devices for EU compliance

Distributors of medical devices (Generalitat de Catalunya)

**GDPR and HIPAA compliance**

**Trademarks, copyrights of the brand name in the EU.**



# Deep tech AI and scalable technology stack

We are creating a unique remote care platform that transforms data into predictive models using **AI system**

## TECH BASE

Proprietary **Machine Learning** algorithms automatically identify digital biomarkers patterns at doctor-level accuracy to predict patient decompensation in a multi-class scenario.

HumanITcare's **API** can connect and analyse data from more than **100 wearables** and medical devices.

In **submission** of patent application

## APPLICATION

**Uniquely positioned to win for our deep science and clinical expertise in chronic diseases.**

**5 peer-reviewed papers published in leading journals(1).**

**Class IIa and FDA Approval for chronic care: our research demonstrated how diagnostic algorithms can significantly improve chronic care.**

(1) 2 of the 5 pending have been accepted JMIR and other journals of medicine, but not formally issued.



# Our Business model

All the B2B models are **recurring revenues**

## License Model

(ARR representing 70% revenues)

Healthcare providers, Insurances and Pharmas

License

Custom

## SaaS Model

(MRR representing 30% revenues)

Home care services, Clinics and Centers

Monthly fee

Basic

**\$260** / Month

Profesional

**\$328** / Month

Enterprise

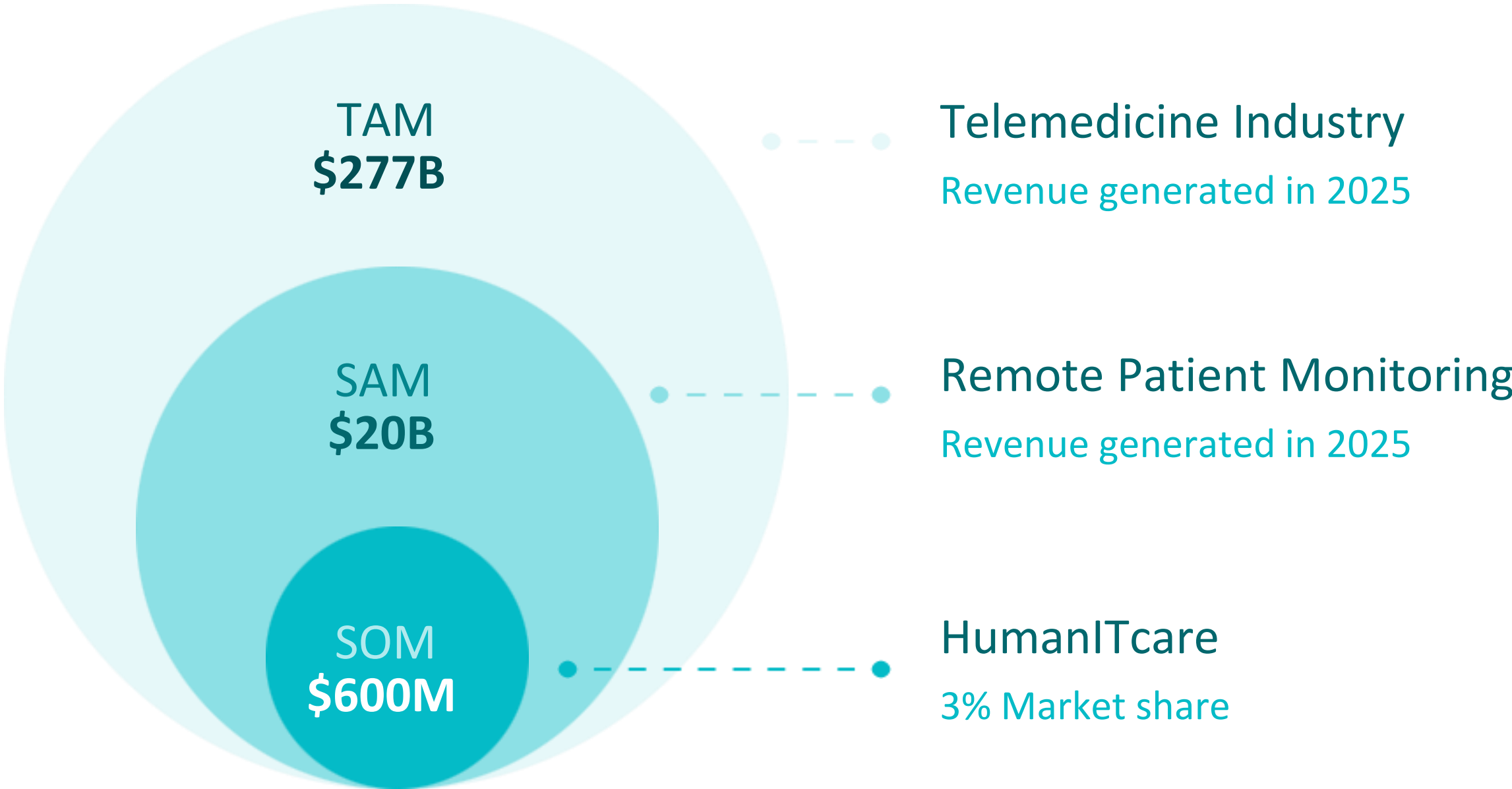
**\$1400** / Month






# Multi-billion Market Opportunity

Recent and **emerging developments** are driving more **widespread use** of health data, **disrupting** and **improving traditional health care delivery**




Source: Statista.com


## Key Drivers of the Sector



It was forecast by Goldman Sachs that **300 billion U.S. dollars** could be saved annually in healthcare expenditure by the rise of **IoMT** (Internet of Medical things) use



Shift from **episodic/periodic health** care data to pre symptomatic/frequent



Favorable government initiatives to increase **EHR** (Electronic Health Record) adoption

Healthcare agencies are harnessing the power of data analytics

Source: Deloitte, The Future of Health Analytics



# Key Metrics

Execution and growth: without private capital the team has been able to **expand the technology** to other countries and demonstrate its **capital efficiency**



350M of novel health data generates



+2x YoY of revenue growth during past 2y



Presence in 2 Top Countries: Spain, EEUU



+\$3M non dilutive capital deployed



85% Client retention

## LISTED IN

Forbes

BUSINESS  
INSIDER

## SUPPORTED BY



European  
Commission



## AWARDS



4YFN | Connecting  
Startups

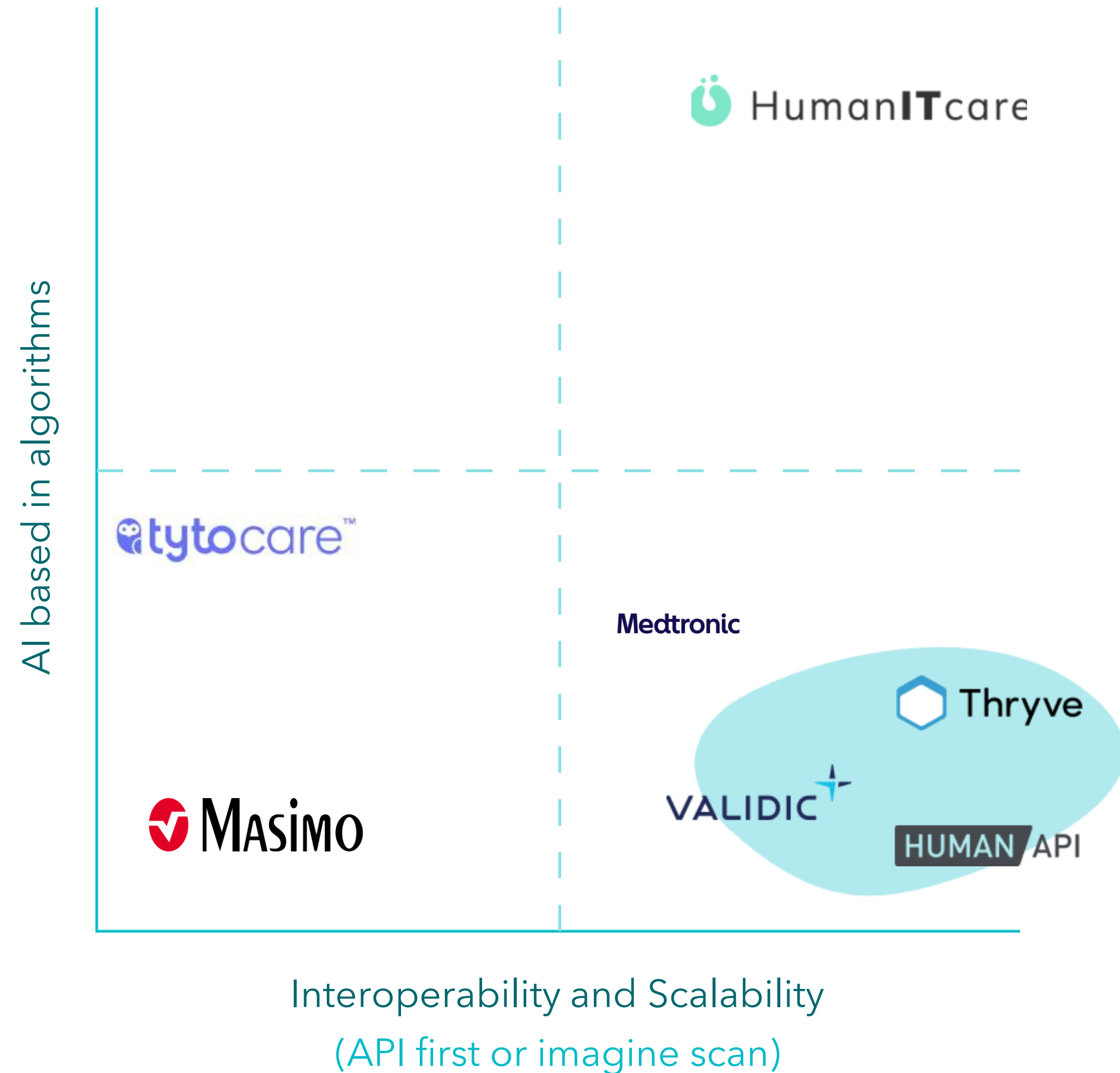




# Our Uniqueness

**One API, 100+ devices connected in a  
scalable connected AI health solution**

**LOW REGULATORY** (BARRIER)



# Team

**Expert team on life science and connected health with internationally renowned board advisors**



**Nuria Pastor**

Founder & CEO

**+10 years of experience in business and healthcare as senior Researcher at Hospital del Mar, leading research and digital health projects with chronic patients.**



**Unai Sánchez**

Founder & CTO

**Forbes Top 100 Creative. +10 years of experience in computer Science and leading technology teams.**

8 Different Languages

+10 Software Engineers

5 Different Nationalities

+5 Business and Sales



**Dr. Brugada**

Senior Cardiologist, MD, PhD



**Natalia Olson**

Obama Presidential Advisor and Senior Executive



**Guayente**

MBA, General Manager at HP



**Ana Arcos**

MBA, Former CFO at Sanofi

**Forbes**



**sanofi**



**Stanford University**

**CLÍNIC BARCELONA**  
Hospital Universitari

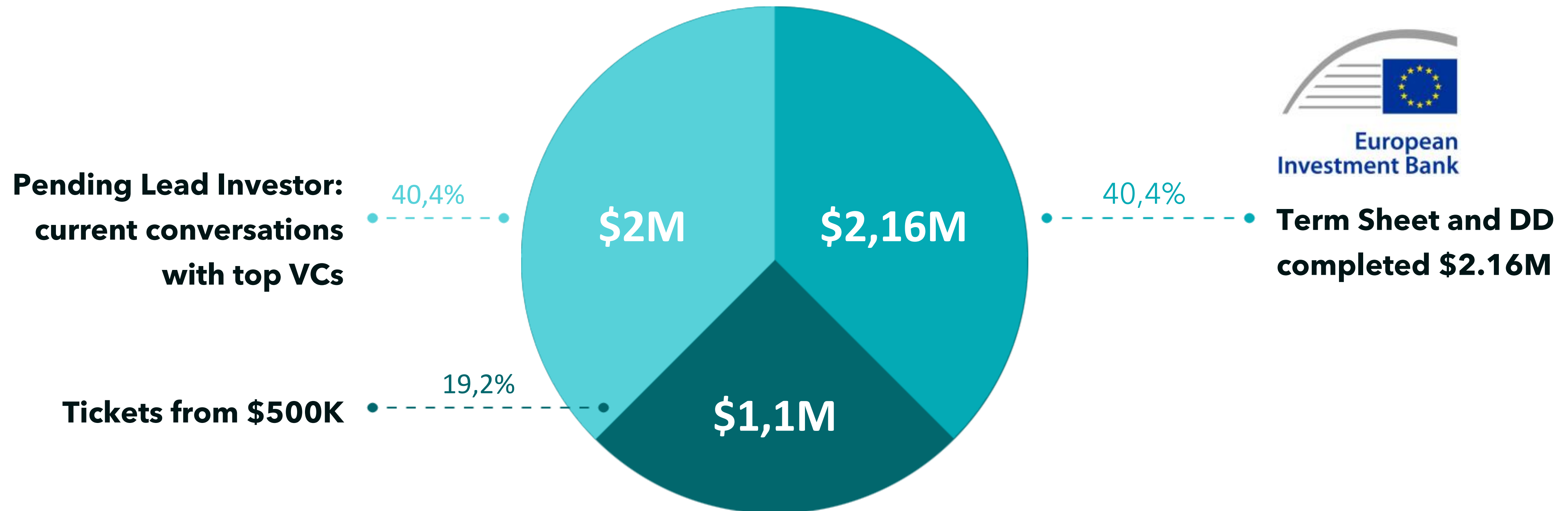
**JOHNS HOPKINS UNIVERSITY & MEDICINE**

**HARVARD UNIVERSITY**



# +60% of Capital Already Committed

From our investment round \$3.26M are already committed from the following partners:



**Term Sheet and DD completed \$2.16M**





@humanitcare



Join the next giant on  
connected health!



# Global Health Connector Village @ HLTH23



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8-11 2023



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USA



INTERSYSTEMS ACCELERATOR PITCHING SESSION 2



**hlth.**



# Powering Startup Innovation

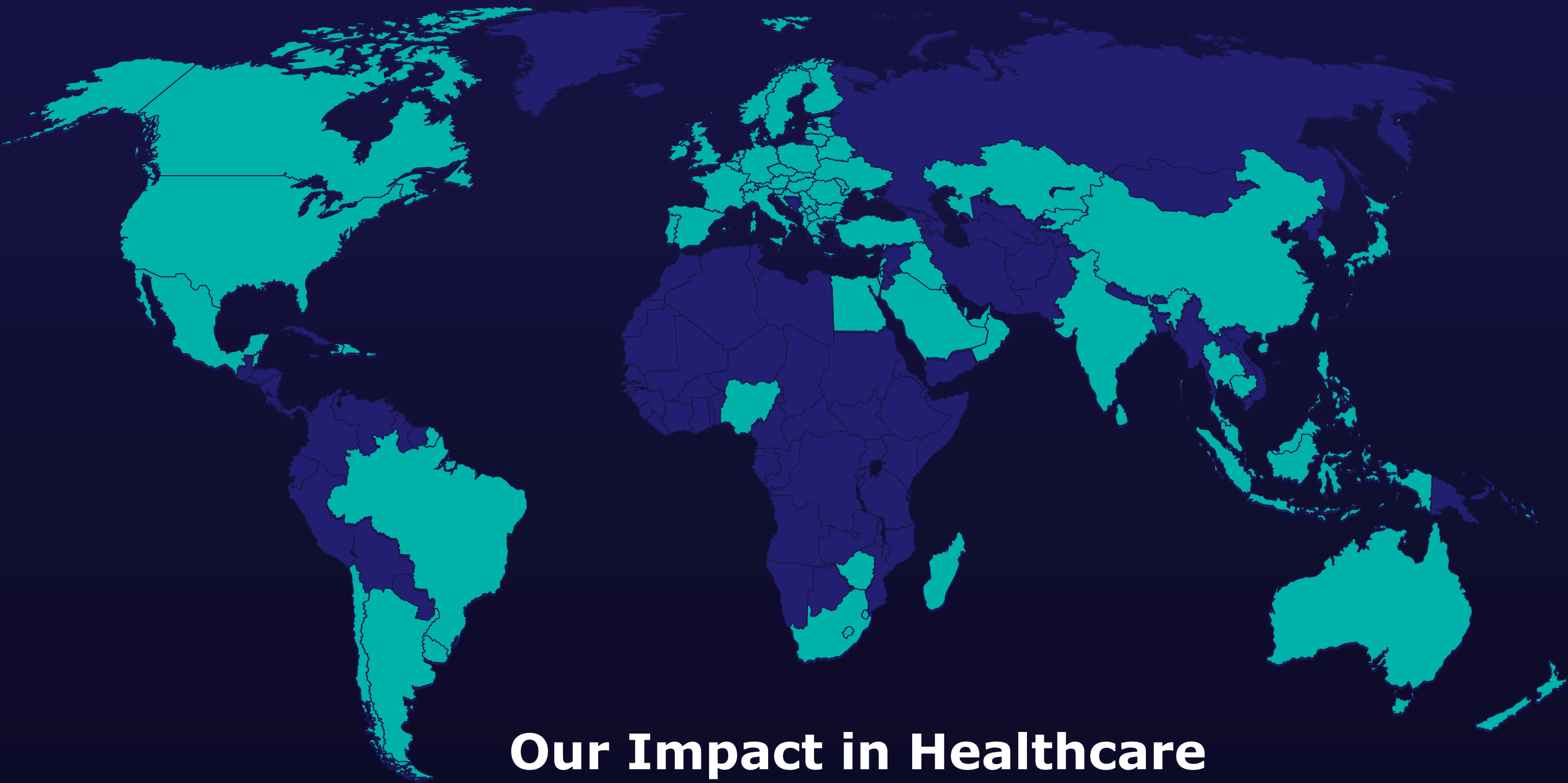
**Dean Andrews**  
Head of Developer Relations



# About InterSystems



World's Most Popular Health Data Platform



## Our Impact in Healthcare

Deployed in  
80+  
Countries

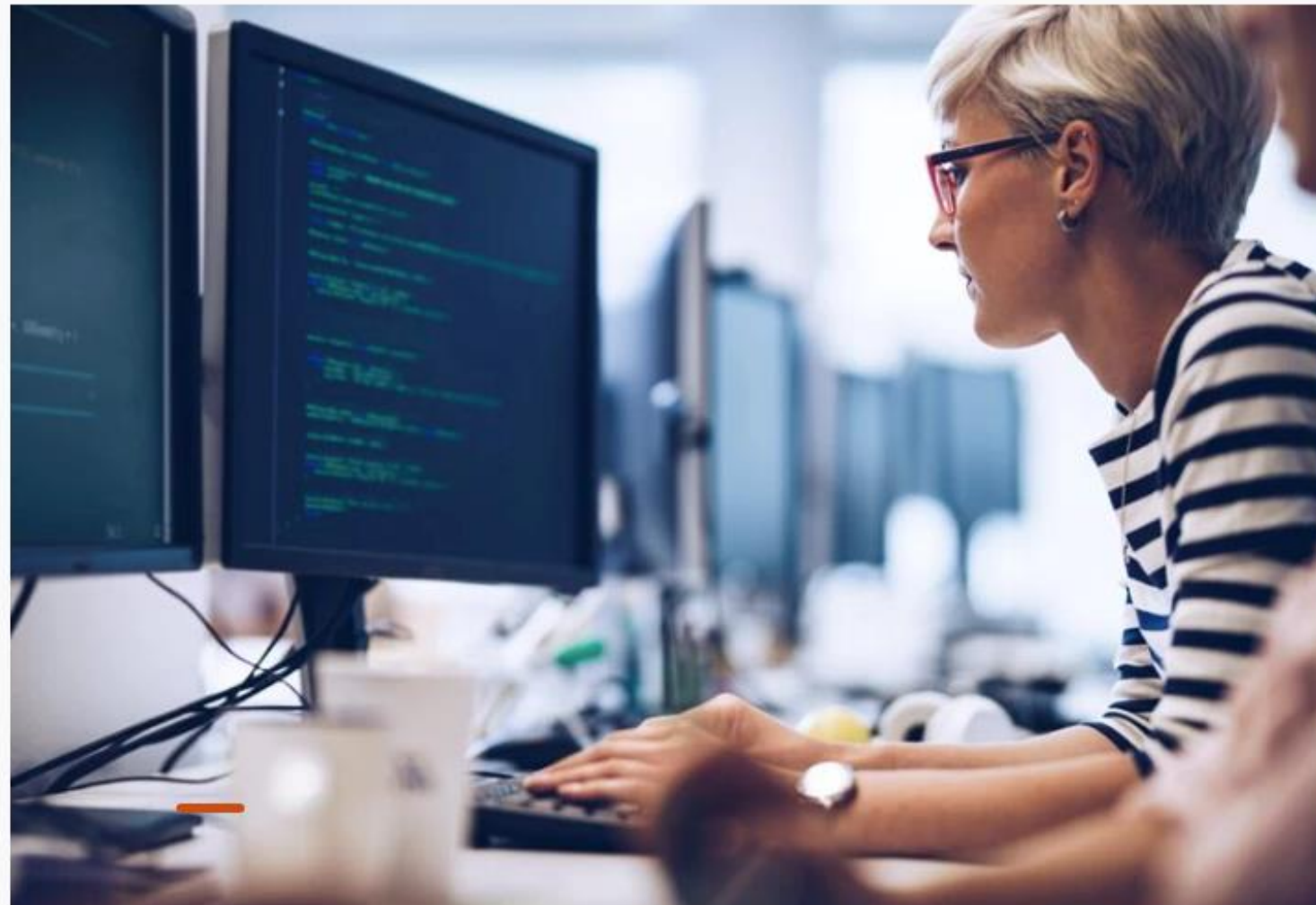
Manage >1B  
Patient Records  
Worldwide

Manage over  
2/3 of US  
Patient Records

#1 Industry  
Recognition

- Global leader in data management, integration, and analytics
- Unparalleled performance, scalability, interoperability, and reliability
- Core platform supporting Epic Systems, among hundreds of other healthcare technology organizations (InterSystems IRIS for Health)
- Highly rated by KLAS, Forrester, Gartner Peer Insights, Gartner Magic Quadrant and IDC
- Leading International EHR
- 15% of the world's equity trades run through InterSystems platform, and 6 of the top 10 global banks use our products – speaks to scalability and reliability
- Privately-held, stable, profitable business built on partner success

# InterSystems Startup Program



## Programs

### Acceleration Programs for early-stage startups

Deep dives into our technology and tailored training from experts.  
Turn ideas into prototypes, prepare for funding rounds and more



### InterSystems Venture Fund

Provides fast growing, data-driven startups with early investments to  
help advance and market digital health solutions



### Startup Growth Toolkits

Low- and no-cost technical, marketing, and sales enablement tools  
designed for seed or pre-seed startups using InterSystems technology



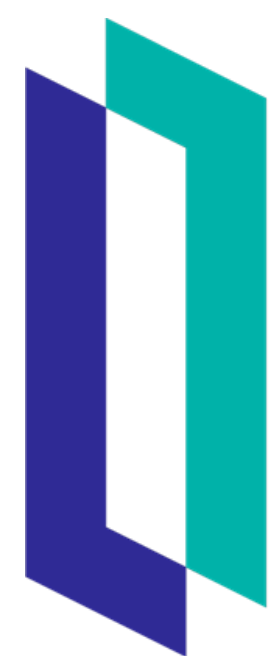
## Empowering Early Stage Startups

Incubation/Acceleration  
Growth Toolkits  
Investment  
Plus: Co-Marketing  
Industry Events  
Developer Community

<https://www.intersystems.com/healthcare-startups/>







# **InterSystems®**

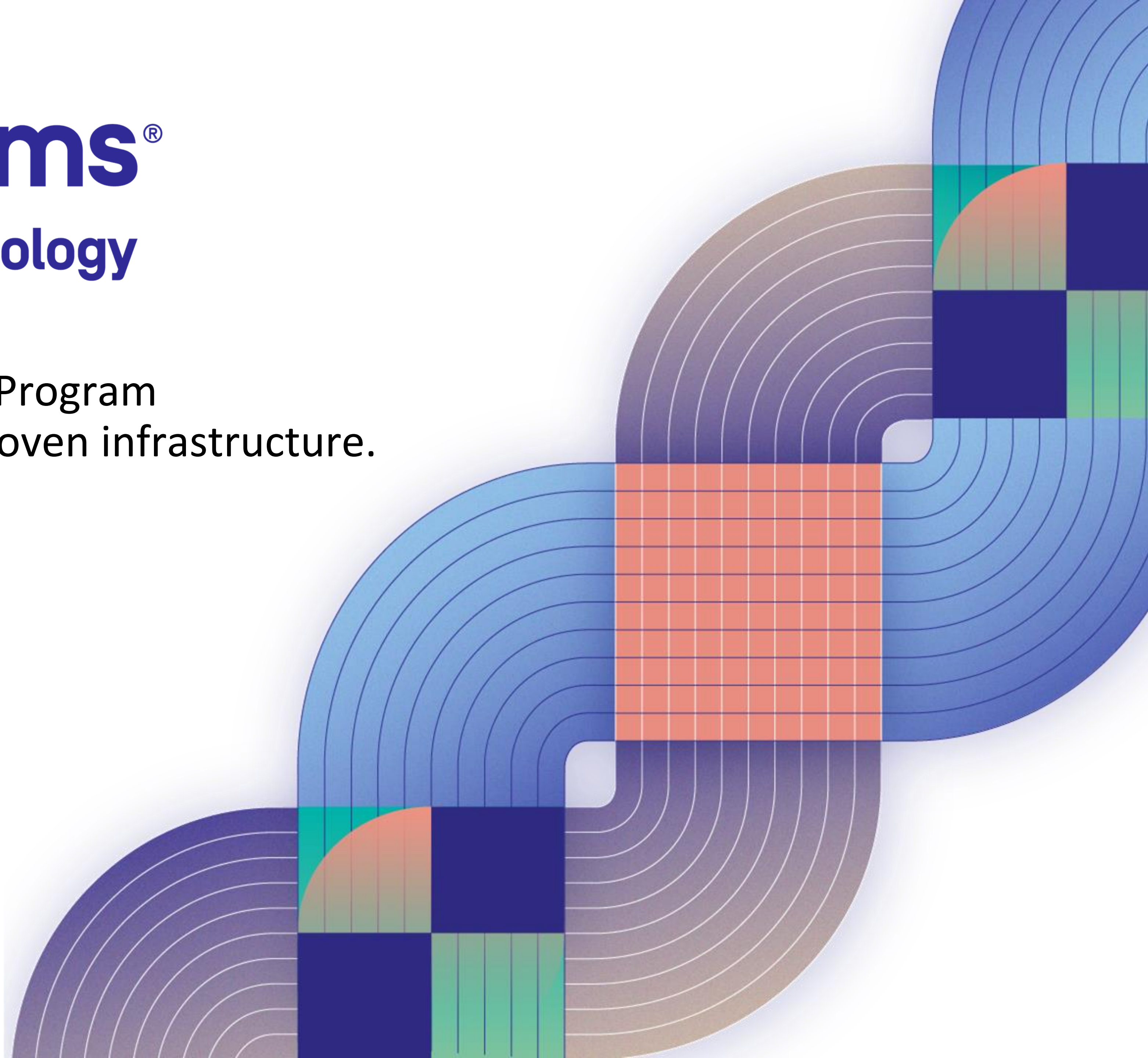
**Creative data technology**







The InterSystems Startup Program  
Where new ideas meet proven infrastructure.







# MODERN TRIALS

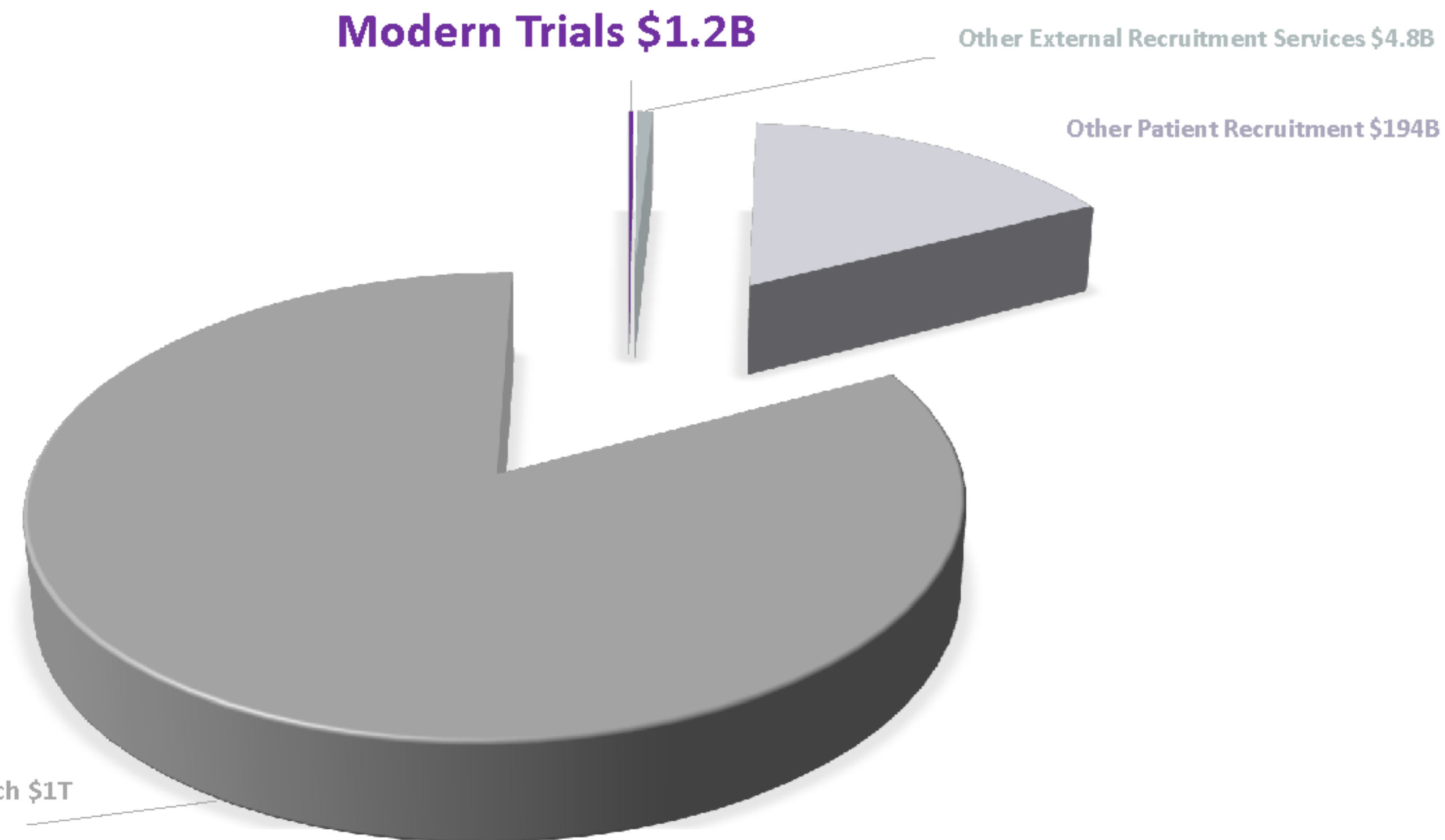
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Bringing Cutting-Edge Therapeutics to Patients in Need

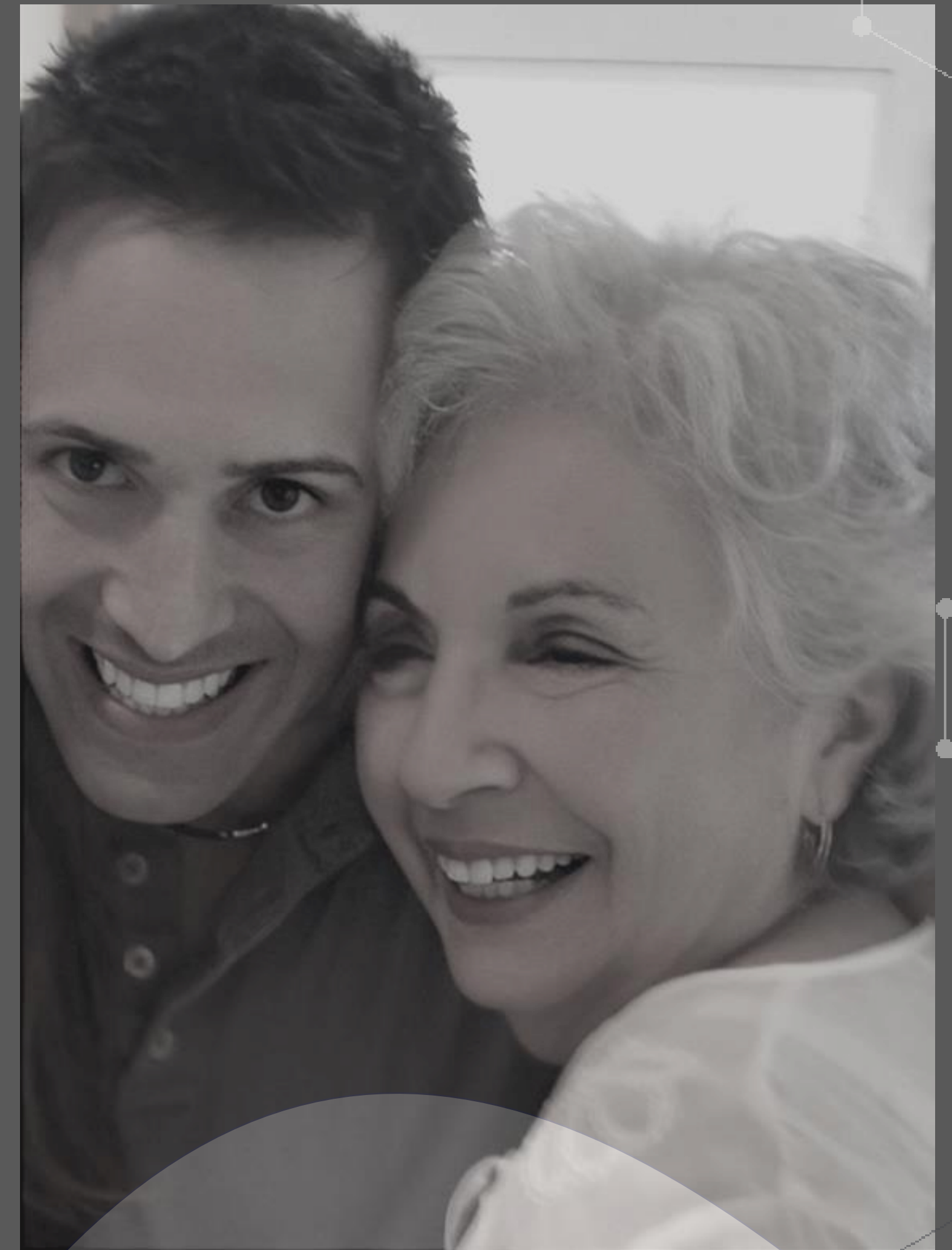


# Market Opportunity

20% MARKET SHARE FOR INITIAL SERVICES



# People Opportunity





# Tech Forward Solution

**2. Clinical Trial Managers**  
search trial inclusion  
criteria and select patients



**1. Modern Trials**  
partners w/healthcare  
orgs & makes EMR data  
searchable



**3. Modern Trials'**  
Enrollment Specialists  
approach & screen  
patients



**4. Modern Trials**  
charges account &  
shares revenue  
w/healthcare org



**5. Modern Trials**  
provides retention &  
support services

Send inquiries to:

**Chris Ochner**, PhD, MBA, FACHE, HCISPP  
CEO

**chris.ochner@moderntrials.com**

**215-888-4797**





# Digitizing **Trust** in Communities: Invisible Fabric to connect at-risk and hard-to-reach populations to Outcomes

# The 100M Situation

More than 100M people fall into various at-risk categories in US (food, housing, income, health, transportation)

Populations and communities are

- Distrusting (due to compounded effect of gaps and inequities)
- Distancing (as communication, language and access gaps are significant), and
- Disconnecting (lack of access to organized services)

Traditional methods by enterprises and public bodies fail to engage due to lack of

trust. Inequities and at-risk populations and communities are global.

Cost of inequities in  
US Today: \$320B

281M Displaced and Migrant  
Communities in 2023

1.2B Displaced By  
2050



# Trust: the invisible fabric

Care givers, Community-based Organizations, Faith leaders, and Local influencers (invisible ambassadors of trust) have created deep, **trusted relationships** and have a long history of serving the vulnerable and hard-to-reach

communities—a **powerful asset not easily duplicated**.

Over **1.3M such organizations** across the U.S. work in silos with limited resources to connect individuals and communities to the services they need

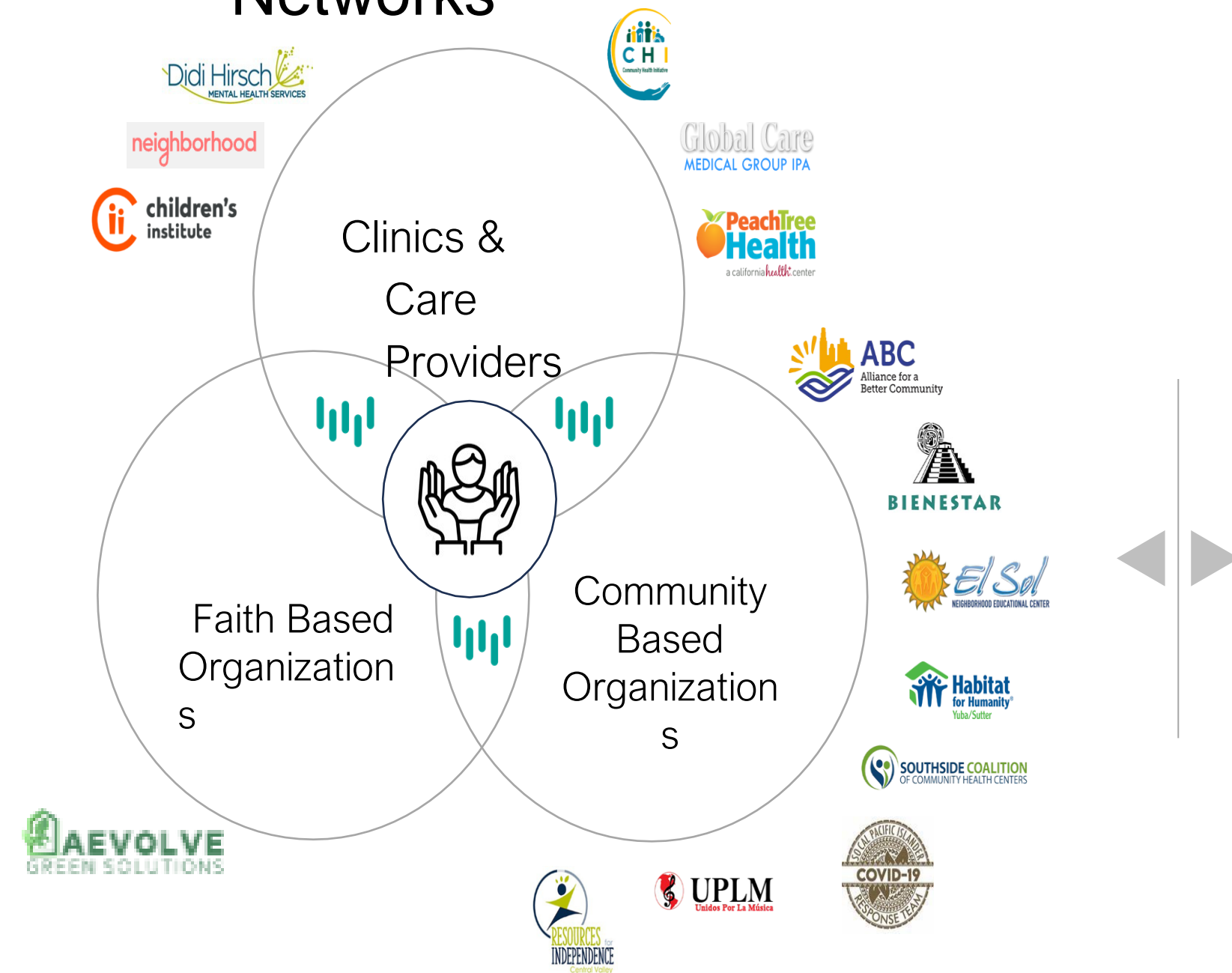
Harmony Health helps organizations tap into this trust fabric digitally to:

- **Reach** diverse populations in their language and context through trusted invisible ambassadors
- **Re-engage** with them to bring them into the care system
- **Reinforce** preventive health practices and measures continuously

# Digitizing Trust in Communities

1

## Supercharge Hyperlocal Trusted Community Networks



**70+**  
Local community  
partners and payers

2

## Digital Community Engagement By Invisible Ambassadors

Care givers, Community-based Organizations, Faith leaders



**3.5M**  
Targeted messages to  
members

30+ Health and  
Social  
Categories

112  
languages

SMS based  
Voice/Video/Doc  
s

**1.5M**  
Community  
members  
outreached

3

## Payers Engage Through Community Networks



Programs &  
Populations

HEDIS, Social Care.  
Preventive Care,  
Community Measures

**28% ~ 38%**  
Follow-through &  
targeted program  
outcomes



# Our Need

Harmony Health has a strong network of community-based organizations, care providers, clinics and faith based organ

We work with engaged sponsors (payers/public entities) and community groups to improve outcomes and support con

We are expanding the community network in other locations and states and look forward to engaging with sponsors an

## Contact us for more information:

Vineet Gulati

[vgulati@harmonyhealth.co](mailto:vgulati@harmonyhealth.com)

[m](mailto:vgulati@harmonyhealth.com)

415.336.2326



Who are we?



Polygon Health is sponsored by the **Merck Digital Sciences Studio (MDSS) accelerator** and **InterSystems**



## Company

Polygon Health is a recently launched digital health B2C pre-seed startup

## Our Vision

To empower everyone to turn their health data into an asset

## Our Mission / Solution

To create a marketplace where people can plug in their health data and find personalized health solutions

## Use cases:

- Patients monetizing health data
- Clinical trial recruitment
- Finding second opinions
- Connecting patients to communities
- etc

# What do we do?

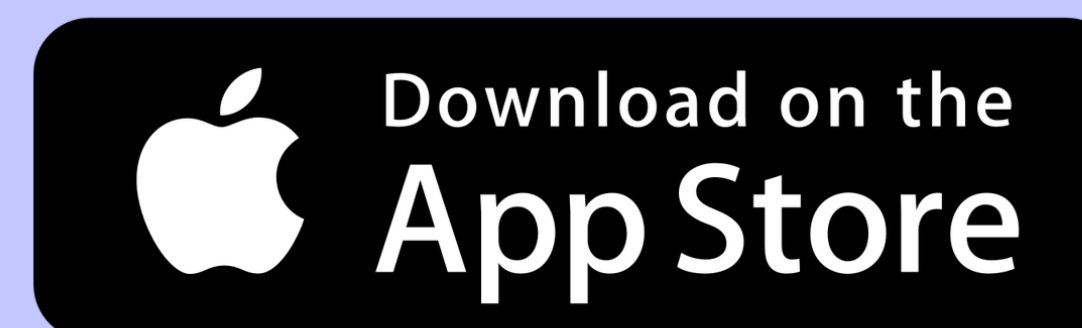
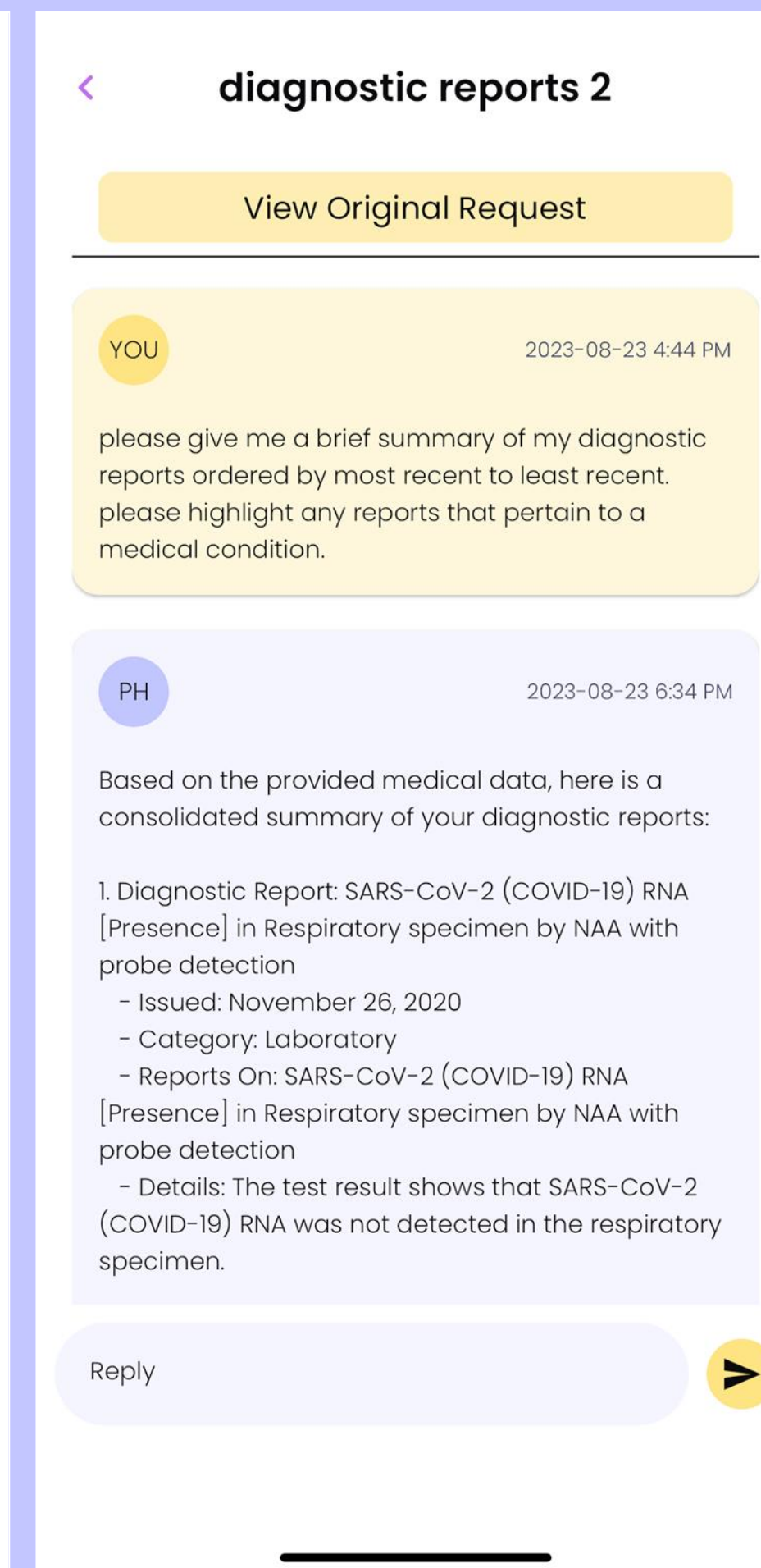
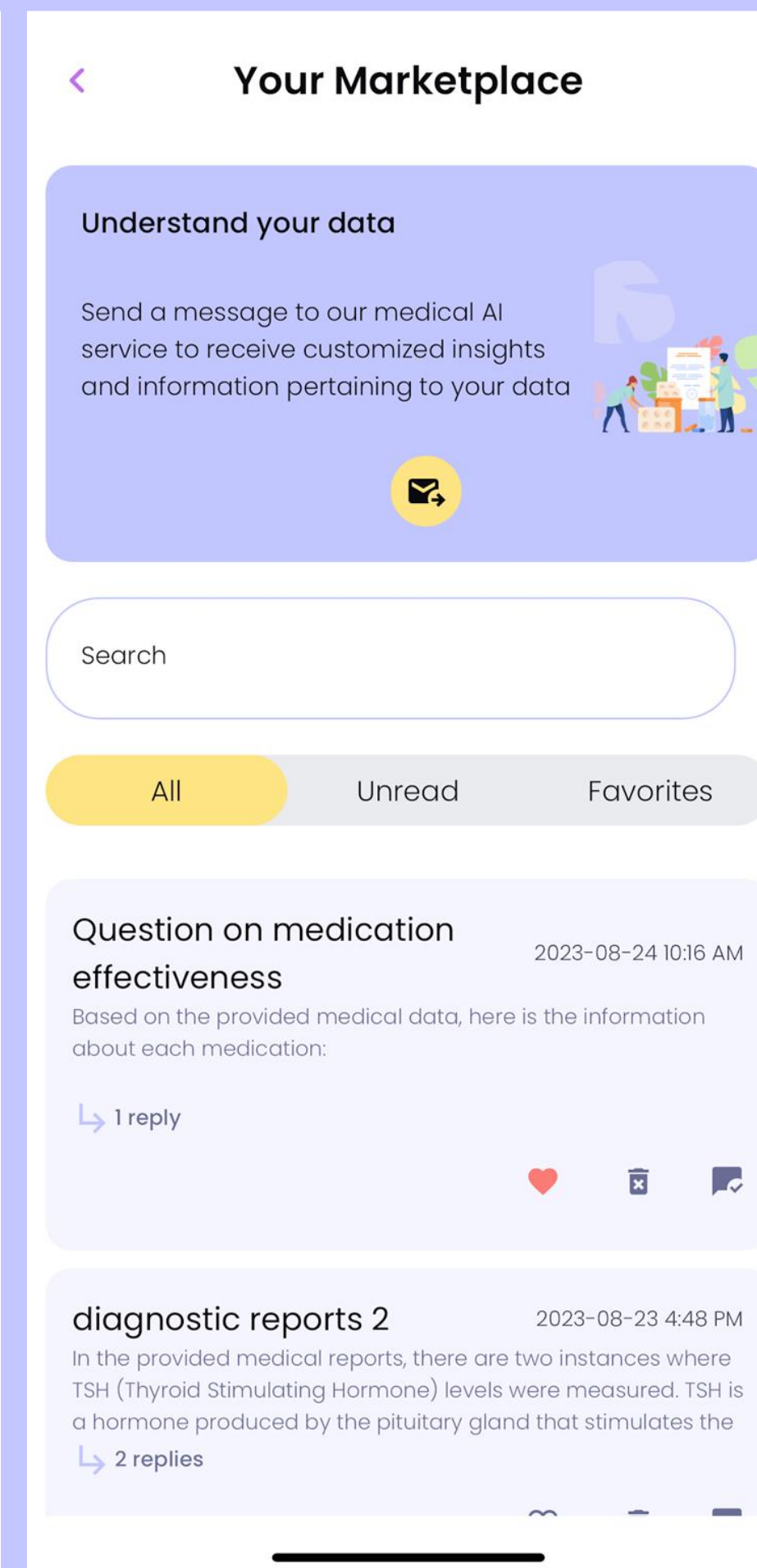
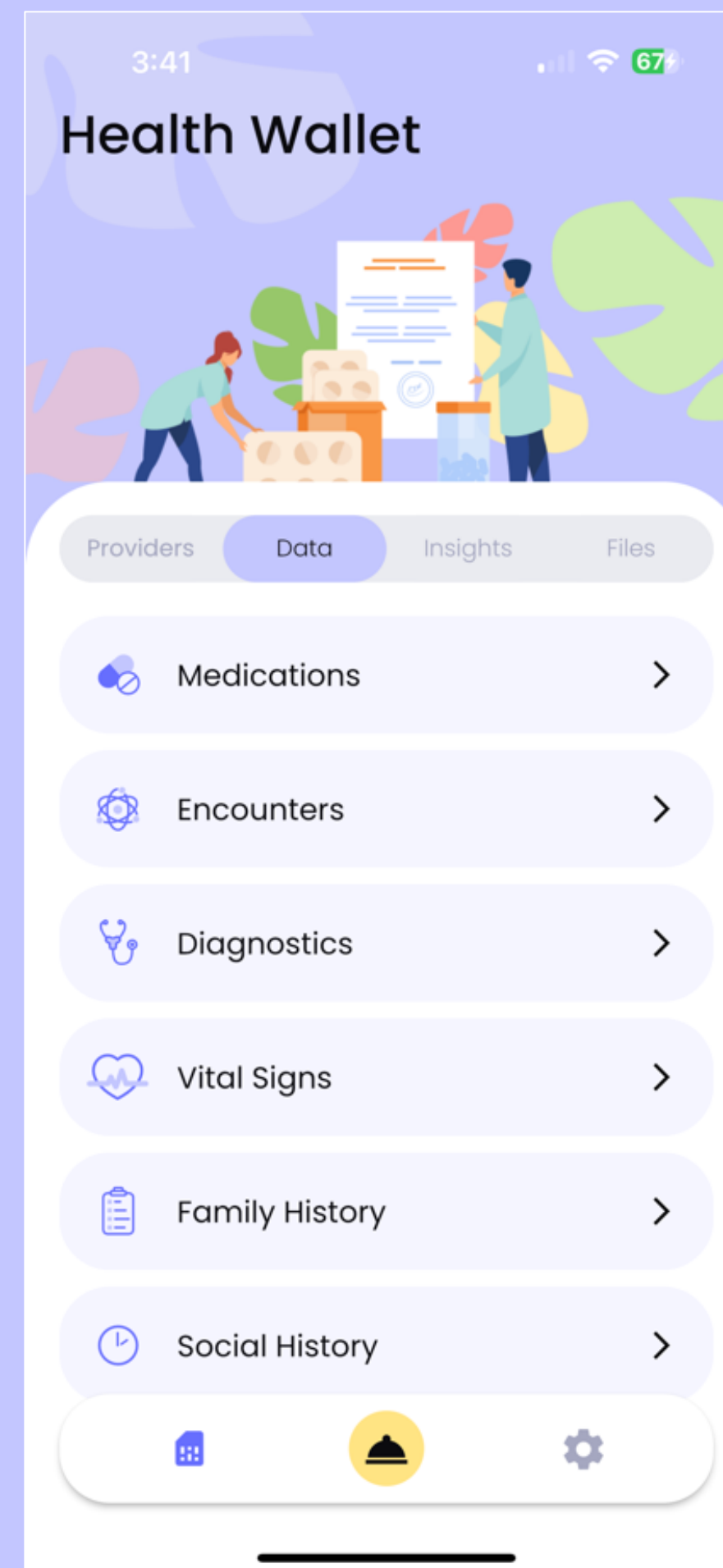
1. **We help people retrieve their health data in one place**
2. **We provide a marketplace of services that help people unlock the value of their data**

## Patient Pain Point

**Patients cannot capture or understand the full value of their own data informationally or economically**

***“As owners of their own data, patients become greater stakeholders in their own health...”***

- National Academies of Science, Engineering and Medicine





# The Ask: Fundraising and Distribution Partners

## **Fundraising goal: \$1.5M**

- . (\$800k in due diligence between two funds)
- . Lead identified, but open for co-leads and 1-2 more funding slots

## **Partnership: To serve an existing population**

- . How can we serve your population?
- . Example: Self-service patient registry creation for advocacy groups

## **Our Goal: Achieve 2k monthly active users for Series A**

- . \$1M ARR
- . 1-3 real world data studies / year
- . 1-2 clinical trial recruitments / year

Contact us: [weilin.meng@polygonhealth.com](mailto:weilin.meng@polygonhealth.com) or [contact@polygonhealth.com](mailto:contact@polygonhealth.com)



**Weilin Meng**  
Role: Founder and CEO



**Rob Dribbon**  
Role: Co-founder and COO



**Nus Sharif**  
Role: Marketing & Growth



**Ben Liu**  
Role: CTO



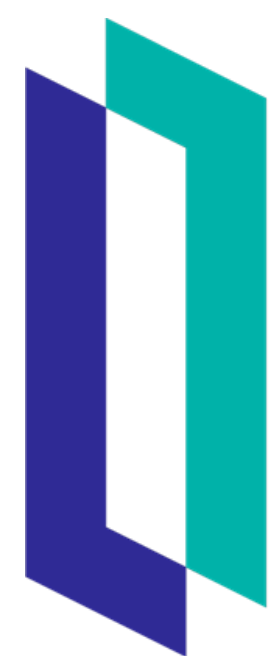
**Stuart Lundberg**  
Role: Social Media



**Dr. Claude Deschamps**  
Role: Chief Medical Officer







# **InterSystems®**

**Creative data technology**





# Global Health Connector Village @ HLTH23



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# Thank you!

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