Presentation Of HelpDoctor

HELP DOCTOR

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About HelpDoctor

INTEGRATED INTERNET PLATFORM CONNECTING PATIENTS WITH:

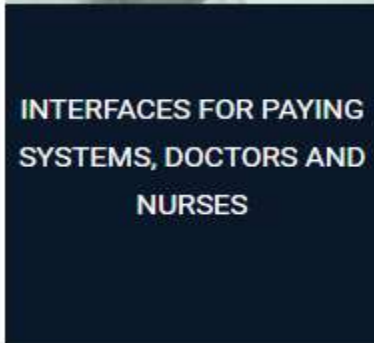FIRST CONTACT DOCTORS

NURSES

PHARMACY NETWORK, MEDICAL EQUIPMENT

24-HOUR ACCESS TO SPECIALISTS: DOCTORS AND NURSES

FOR THE PATIENT: MEDICAL CONSULTATION, DIAGNOSIS AND RECOMMENDATIONS, IMPLEMENTATION OF RECEIPT

GEOLOCALIZATION, CUSTOMER SCORING AND SPECIALISTS, ADMINISTRATOR PANEL

INTERFACES FOR PAYING SYSTEMS, DOCTORS AND NURSES

KNOWLEDGE ABOUT CUSTOMERS, MARKETING COMMUNICATION

APPLICATION SERVER IN THE CALCULATING CLOUD OR ON THE CENTRAL SERVER

HELP DOCTOR

Market Demand Of HelpDoctor

Solution & Functions

Appointment of home visits and online consultation

Direct communication with medical personel

Diagnosis and recommendations

Emergency visit appointment

Payment options - mobile and contracted with medical service or insurance providers

Laboratory tests including collection of material for testing at the patient's home

Geolocation, nurses' / patients' scoring

Arranging visits anywhere in the world remotely

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Market Demand & Benefits

Benefits

Individual communication with the doctor on chat

Payments in **subscription** model via **insurance**

Diagnoses stored in **one place**

Rental of medical equipment

Ordering an **emergency** and **recurring** visit

Laboratory tests at the customer's **home**

Realization of **prescriptions**

Remote and **continuous** family care

Medical care available **worldwide**

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About HelpDoctor

HelpDoctor offers individual access to medical professionals

- **24h per day from each place on the world via app using telemedicine solution for each patient (emergency and permanent regular visits) via Smartphone or PC.**

- HelpDoctor's application is like the "Uber" for medical professionals and patients, enabling the booking of visits, realization of prescriptions, rental of medical equipment available 24h per day.

- The general idea of our product is to give customer the best individual and easy access to the medical care as possible and safety feeling that they can take care for their loved once from each place on the world. We have built entire engine for HelpDoctor, it has functionality of geolocalization, customer scoring and marketing communication using interfaces for payments and application server in the cloud. See www.help-doctor.de for more.

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About HelpDoctor

HelpDoctor - Description

- 24-HOUR ACCESS TO SPECIALISTS: DOCTORS AND NURSES,

- INTEGRATED INTERNET PLATFORM CONNECTING PATIENTS WITH, FIRST CONTACT DOCTORS, NURSES, PHARMACY NETWORK, MEDICAL EQUIPMENT,

- FOR THE PATIENT: MEDICAL CONSULTATION, DIAGNOSIS AND RECOMMENDATIONS, IMPLEMENTATION OF RECEIPT;

- FOR CLINICS: GEOLOCALIZATION, CUSTOMER SCORING AND SPECIALISTS, ADMINISTRATOR PANEL;

- INTERFACES FOR PAYING SYSTEMS, DOCTORS AND NURSES;

- KNOWLEDGE ABOUT CUSTOMERS, MARKETING COMMUNICATION;

- APPLICATION SERVER IN THE CALCULATING CLOUD OR ON THE CENTRAL SERVER

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About HelpDoctor

HelpDoctor - Main advantages

- Our system is ready to perform hands-on demonstration, POC and implementation. Features currently available:

  - Home visit appointment of doctor/nurse/physiotherapist arrival

  - Remote visit appointment of doctor/nurse/physiotherapist arrival

  - Monitoring of time of doctor/nurse/physiotherapist arrival (geolocation)

  - Payment for completed service

- Functionalities under development:

  - E-prescription issuing and fulfillment

  - Telemedical services

  - Connecting application with health insurance

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About HelpDoctor

HelpDoctor - Our top competences

- **PROCESSES AUTOMATION, AI AND BLOCKCHAIN (our top competence)**-> We use technologies to replace processes that are labor intensive and often require manual data entry to save time and money, while ensuring safety.

- **PROJECTS AND PROGRAMS MANAGEMENT** -> We have extensive experience in advising and managing complex IT enterprise solutions. Our PM team is certified in PMI and follows proven Agile process methodologies.

- **ARCHITECT IT SOLUTIONS** -> We focus on designing and implementing flexible, secure, and scalable architectures as the foundation for building advanced IT solutions. We also consult on how to migrate current enterprise architecture models to modern, contemporary designs.

- **BUSINESS AND SYSTEM ANALYSIS** -> We have implemented valuable business and systems analytics projects across various industries and using a variety of legacy systems.

- **MANUAL AND AUTOMATED TESTING** -> We offer various services for manual and automatic testing including, test design, creating test scenarios, running acceptance tests and many other services.

- **SOFTWARE PRODUCTION** -> We design and build custom software products from architecture through implementation and maintenance for both: desktop and mobile applications.

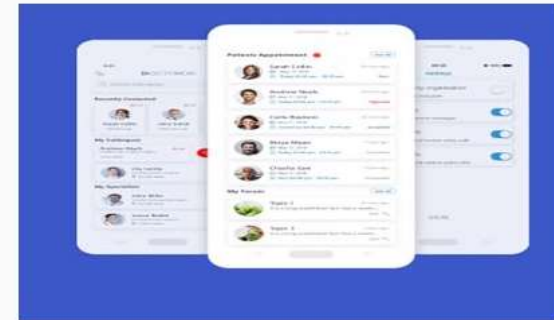HELP DOCTOR

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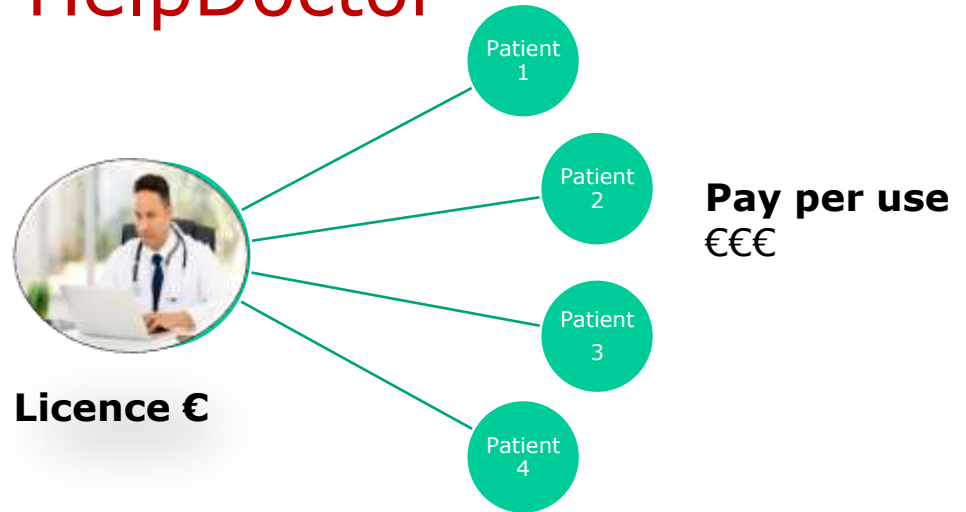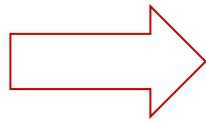**HelpDoctor – App**

(Polish UX version)

About HelpDoctor

Product Key Features

1. Patient	2. Doctor	3. Admin
Take appointment for video consultation	Invite Patients through text/email	Create and online clinic
Pay for consultation	Manage Appointments	Add doctors and patients to the clinic
Upload document	Setup payment	Manage appointments
Get notified when appointment is accepted	Refer uploaded documents	Setup payments
Get Alert when doctor calls	Create prescription template	Interpreter inclusion in consultation
Access Prescription and Advice	Create prescription	
Add multiple doctors or clinics	Option for telephone call (if Wi-Fi drops out)	
Chat with doctor (upcoming)	Option for face to face appointments management	

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About HelpDoctor

Revenue Model

Patient 1
Patient 2
Patient 3
Patient 4

Pay per use
€€€

Licence €

Original

Customised

Your Name

Revenue Potential
€ = once per year
€€ = regular special customer
€€€ = consultations (most frequent)

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About HelpDoctor

HelpDoctor - Patient functionalities

- My upcoming visits
- History of visits
- History of prescriptions
- Messages
- Payment history
- Notifications
- Video conference
- Map with geolocation of the provider
- Choice of providers (doctor, nurse, physiotherapist, ect.)
- Confirmation/Cancellation of visit
- Help
- Settings

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About HelpDoctor

HelpDoctor - Features for the provider (doctor, nurse, physiotherapist etc.)

- My upcoming visits
- History of visits
- History of prescriptions issued
- Messages
- Payment history
- Notifications
- Video conference
- Map with the geolocation of the service provider (road to the patient, location)
- Confirmation/Cancellation of visit
- Help
- Settings

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1. About HelpDoctor
2. Market Need
3. Product HelpDoctor
4. Dialog

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Market Demand Of HelpDoctor

Challenges

Availability of nurses and home care givers

Long travel time for visits and patient's distance to the nearest medical point

Need for constant medical care and home visits for children and chronically ill people

Limitations of direct contact with the nurse/care givers

Delivery of medicines to the patient

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Market Demand Of HelpDoctor

Market Size – Home Care in EU

Market size in 2020

7.6%

CAGR from 2020 to 2027

82.3

Billion

EUR

From 1.7% to 26.7%

Expected increase of public spending from 2016 to 2070

[According to European Commission 2018 Ageing Report]

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Market Demand Of HelpDoctor

Competition EU

ZocDoc

Telemedico (Znany Lekarz)
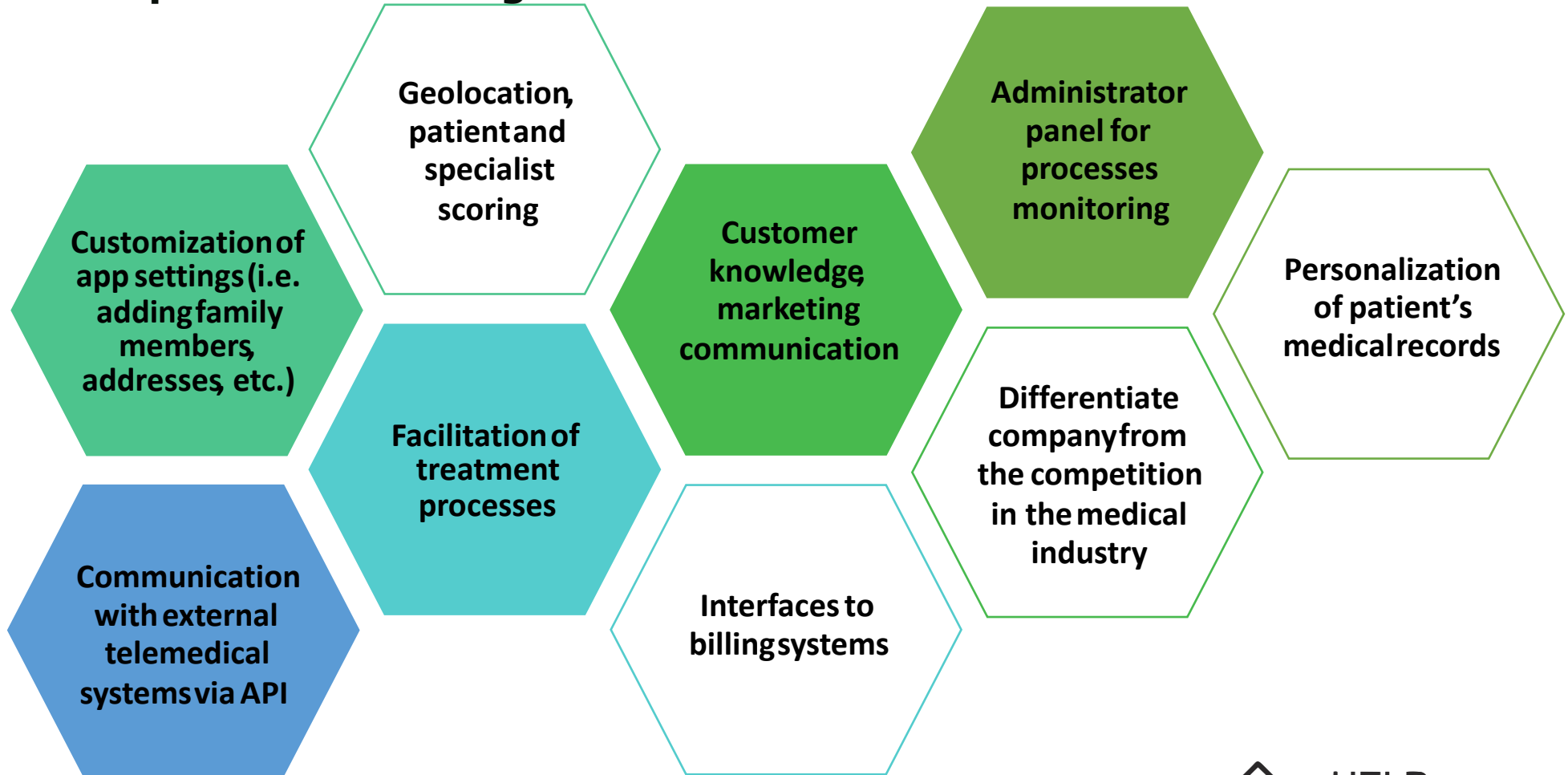
Doctor on Demand

AlayaCare

Amwell

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Market Demand Of HelpDoctor

Competitive advantages

- Geolocation, patient and specialist scoring
- Customization of app settings (i.e. adding family members, addresses, etc.)
- Facilitation of treatment processes
- Communication with external telemedical systems via API
- Customer knowledge, marketing communication
- Interfaces to billing systems
- Administrator panel for processes monitoring
- Differentiate company from the competition in the medical industry
- Personalization of patient's medical records

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About HelpDoctor

HelpDoctor - Usage

- PATIENT / DOCTOR REGISTRATION

- FAMILY MEMBERS

- EXTENSIVE FUNCTIONAL OPTIONS

- SIMPLE, QUICK AND INTUITIVE ORDER OF THE VISIT

- CHOOSE A DOCTOR ON THE BASIS OF PRICE AND DURATION

- SYMPTOMS (OF DISEASE)

- COMMUNICATION WITH YOUR DOCTOR AND SYSTEM ALERTS

Differentiation

- Medical assistance tailored individually to each client

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- **Impact on Patients**

  - Saving the time and money, they can book visit when and how they want (online visits, home visits, chat with doctor), patient can book permanent visit of doctor/nurse for sick parents if needed, easy access to the medical professionals Clinical Validation (current and planned studies) ongoing 2020/2021

- **Team**

  - Experiences founders in IT and web development, Computer Software Consultant and Professional in Healthcare IT/eHealth.

  - Its PM team is certified in PMI and follows proven agile process methodologies.

  - HelpDoctor is a Joint-Venture of KLG Solution (Poland) und Balance Consulting (Deutschland), with Marketing by B'IMPRESS.

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Business Model

Application automatically charge for each payment made by the patient	**Payment service for treatment provided to the patient abroad**	**Package model for regular visits/ medical services**	**Subscription to medical services (social and private insurance policies)**

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Revenue projection - Poland

Total amount of active nurses and midwifes in Poland = 350 000

Commision	Commision 1st year - income 2% of the polish market	2 services per day	Price per 1 service = 90 PLN	monthly working days = 20	I model provision = 5%	II model subscription = 100
1st year	7 000	14 000	1 260 000	25 200 000	1 260 000	700 000
	Commision in 2nd year income 3%	3 services per day	Price per 1 service = 90 PLN	monthly working days = 20	I model provision = 5%	
2nd year	10 500	31 500	2 835 000	56 700 000	2 835 000	1 050 000
	Commision 3rd year - income 4%	3 services per day	Price per 1 service = 95 PLN	monthly working days = 20	I model provision = 5%	
3rd year	14 000	42 000	3 990 000	79 800 000	3 990 000	1 400 000

Subscription Price for single subscription	Basic account on free	Premium account N&M 9,9	Premium account Patients 19,9	Number of nurses	Number of patients	Projected cumulative income
1st year	0	69 300	278 600	7 000	14 000	347 900
2nd year	0	103 950	626 850	10 500	31 500	730 800
3rd year	0	138 600	835 800	14 000	42 000	974 400

Mixed model (commission + subscription)	Number of N&Ms	Number of Patients	Monthly income from subscription	Monthly income from commission	Projected cumulative income
Value of commission + subscription			9,9	0,03	
1st year	7 000	14 000	207 900	756 000	963 900
2nd year	10 500	31 500	415 800	1 701 000	2 116 800
3rd year	14 000	42 000	554 400	2 394 000	2 948 400

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Technical Architecture

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Dialog & Business

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References In Healthcare Robotics

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Customers' Cases In Life Sciences

Worksample releted to Philips, case study of ANSYS in Healthcare

Healthcare Robotics Clippings

Medical In Mobile Media Placements

Mobile Business

References In Life Sciences

Within the Healthcare sector:

- An innovative Biotech leader in self-diagnostics in the field of family planning and health awareness.

- A global provider of healthcare IT security solutions, named to Modern Healthcare's list of "Healthcare's Hottest" companies

- An awarded, unique supplier of diagnostic Next Generation Sequencing (NGS) Healthcare IT technologies to analyze and interpret genomic data for physicians within the Cloud

- Since years responsible in PR for a private foundation promoting research in Life Sciences´ by scholarships and a biannual research prize selected by honoured jury members, incl. 2 Nobel Laureates.

B'IMPRESS
Impressive Communication

References In IT (selection)

IXIA

❖ Ixia (Nasdaq: XXIA) provides the industry's most comprehensive converged IP network test and network visibility solutions. Equipment manufacturers, service providers, enterprises, and government agencies use Ixia's solutions to design, verify, and monitor a broad range of wired, Wi-Fi, and 3G/LTE equipment and networks.

Linksys

❖ The Linksys brand has pioneered wireless connectivity since its inception in 1988. Linksys, now part of Belkin, enables a connected lifestyle for people at home, at work and on the move, and with its award-winning products, simplifies home control, entertainment, security and Internet access through innovative features and a growing application and partner ecosystem.

ShoreTel

❖ ShoreTel (NASDAQ: SHOR) is the only provider of brilliantly simple unified business communications solutions that consistently leads the industry in customer satisfaction and lowest total cost of ownership.

Dialog & Business

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