



HEALTHGRATE

www.healthgrate.com

Who we are

India's first Moonshot Project with a system thinking approach to standards development in the healthcare industry



Intertwining advanced technology and core humanistic values, we are innovating healthcare, aiming to benefit all stakeholders.

Our pursuit of excellence involves enhancing management efficacy with technology, increasing patient retention, and elevating patient experience.

Our technological focus extends to genetics and preventive healthcare, bringing transformation and wellness to the forefront. We introduce doctors and hospitals to global healthcare advancements and smart data usage, ensuring patient care is always optimized.

Our mergers and acquisitions revitalise struggling hospitals to fortify the healthcare ecosystem.

Welcome to Healthgrate, where everyone benefits from a transformed healthcare experience.

Our Core Offerings

Consulting & Operations Management

- Operations & Management Efficacy
- Consulting healthcare stakeholders
- Improve patient retention
- Upgrading medical equipment

Increase footfall and patient retention.

- Improved communication between healthcare & patients
- Enhancing patient experience

Technological transformation in healthcare

- Introduce Technology
- Enhance patient experiences
- Genetics & Preventive Healthcare

Continuous Learning & Interactions

- Introducing Docs & Hospitals to global healthcare advancements
- Health data gathering, analysis and usage

Mergers & Acquisition

- Turnaround loss-making hospitals



What we do?

Help doctors/patients & hospitals



Hospitals

Problem: Revenue leakages & operational inefficiency

Result: Patient dissatisfaction & high bounce rates



Doctors

Problem: Low learning avenues & Operational inefficiency

Result: tracking records, patient dissatisfaction & falling revenues



Patients

Problem: Managing medical records & access to technology

Result: Delayed diagnosis & Higher costs

Pain Points



Patients

- One-stop Solution for all Health care
- Patient centric care
- Disease risk Assessment
- Disease based hospital/ doctor/ specialist recommendation



Doctors

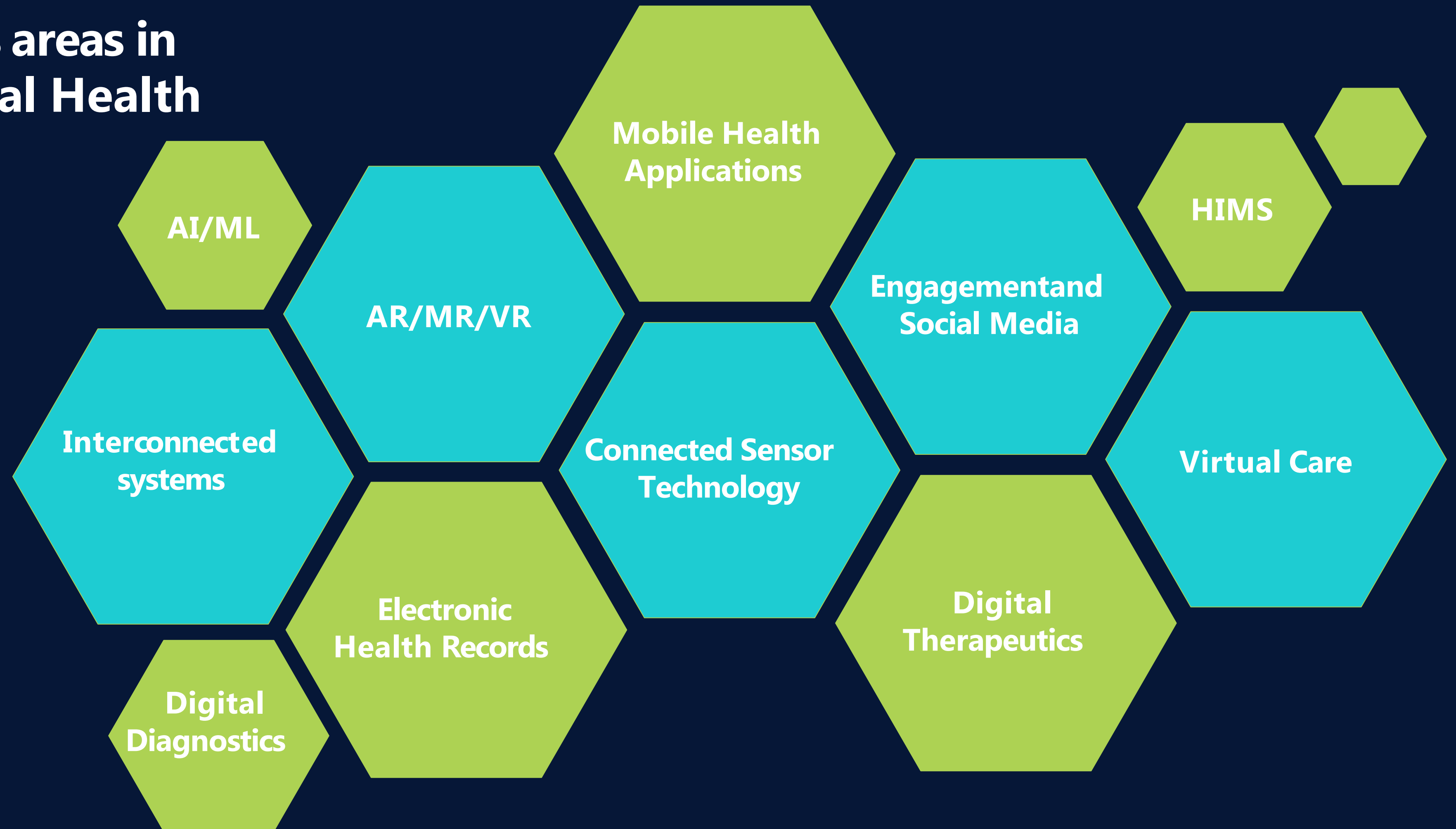
- Track and monitoring
 - Earnings
 - Operational inefficiencies
 - Patient monitoring
- Learning and development (updates about seminars/ news/ trends, market analyzer, ready resources access)



Hospitals

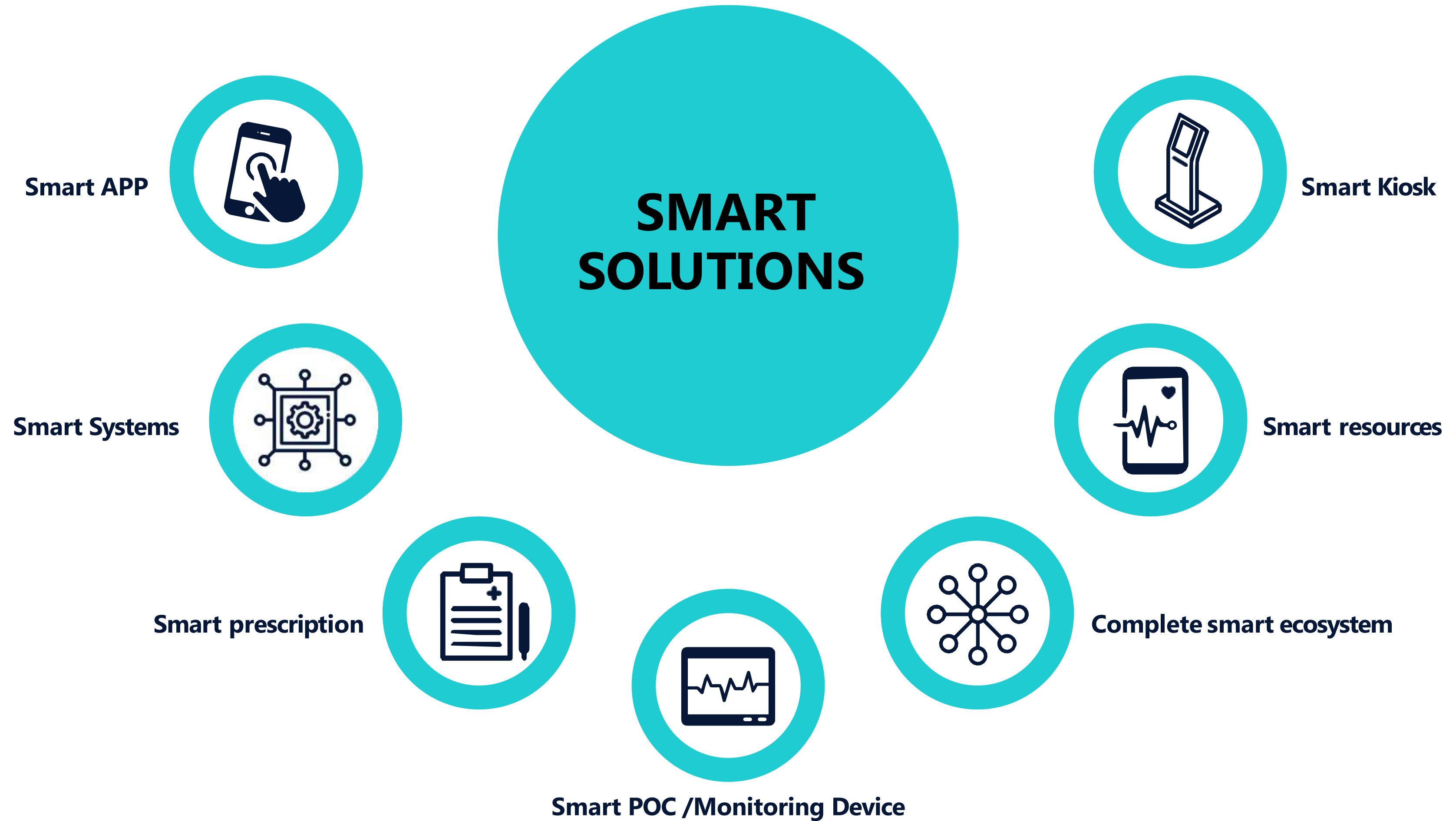
- Revenue leakages
- Operational inefficiency
- Patient bounce rate

Focus areas in Digital Health



Solution

Hospital	Doctors	Patients
HIMS – Hospital information management system	Smart Doctor App –	Smart patient App
Smart App	Digital prescription	Remote patient monitoring devices
Automated insurance/TPA desk	CPOE - Computerised Physician Order Entry	Patient education/awareness
Dedicated 24/7 call center	Emergency notifications	Early risk predictions
Health Kiosk	Clinical Research	Interactive Patient education
Digital marketing	Doctor's Referrals	
Medical IOT device		
Queue Management		
Smart Resources		
Tele-ICU & radiology solutions		
Smart Pharmacy		



OPD Journey



Patient walk-in



Scan & Register at counter & kiosk



Capture vitals in IoT



Doctor consultation- Digital prescription gets stored in the patient app



Trigger sent to pharmacy & diagnostics-
Helps with identifying bounce rates & revenue leakages Patient can directly book lab service at the lab counter or at home- no need to stand in a queue at the registration counter again



Patient walks home-happy and satisfied



If patient did not avail in hospital services at comfort of their home with our smart health card app

Patient Journey



Availability of beds/average treatment cost- can be checked through the app



Faster discharge with automated insurance & TPA desk



Constant support with customer care for any queries/ grievances etc.

If advised for admission – in hospital counseling with PCC or patient can go home and talk to customer care for making informed decisions



Home care services after discharge if required



Smart technologies can create timely, convenient and efficient patient experiences

Real-time monitoring

- Wearable devices or remote sensing devices monitor and record health data in real time; trigger alert to consult doctors in case of predicted abnormality

Smart scheduling

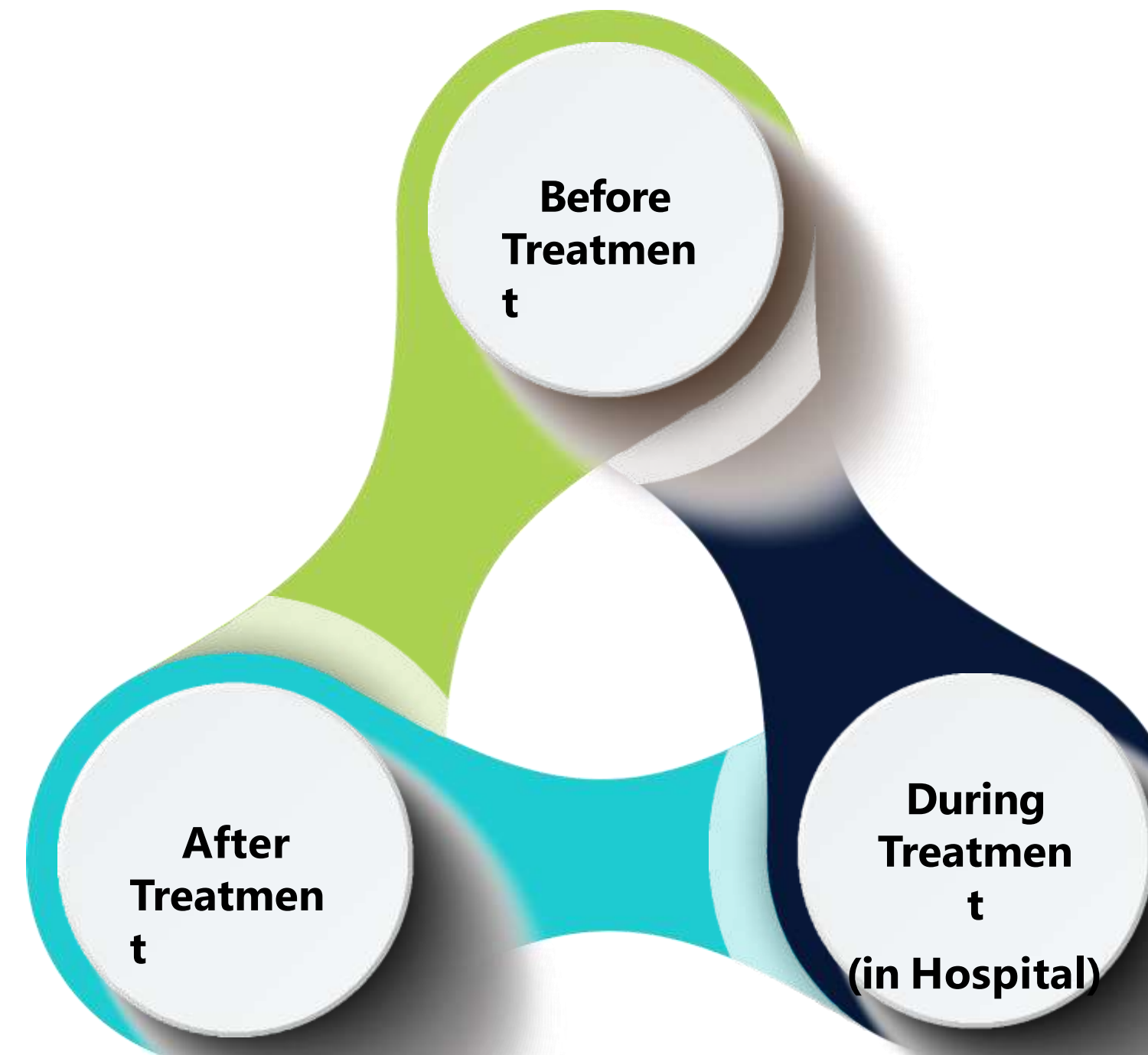
- AI-based system recommends doctors and makes bookings after online communication
- Latest health data automatically uploaded to cloud-based electronic health record

Follow-up consultation

- Mobile app sends patients messages about taking medicine on time, latest trends on recovery, or payment information
- Online follow-up consultation through telemedicine platform

Cloud-accessible report

- Cloud platform automatically collects consultation info, imaging, and lab results to generate a report. The report is incorporated into personal health record, accessible through mobile device/app anytime



Smart triage and pathway

- Facial recognition or finger-print to confirm identity and smart triage based on retrieved health info and AI analysis
- Guided pathway and patient/location-specific queuing info shown in mobile device/app

Real-time tracking

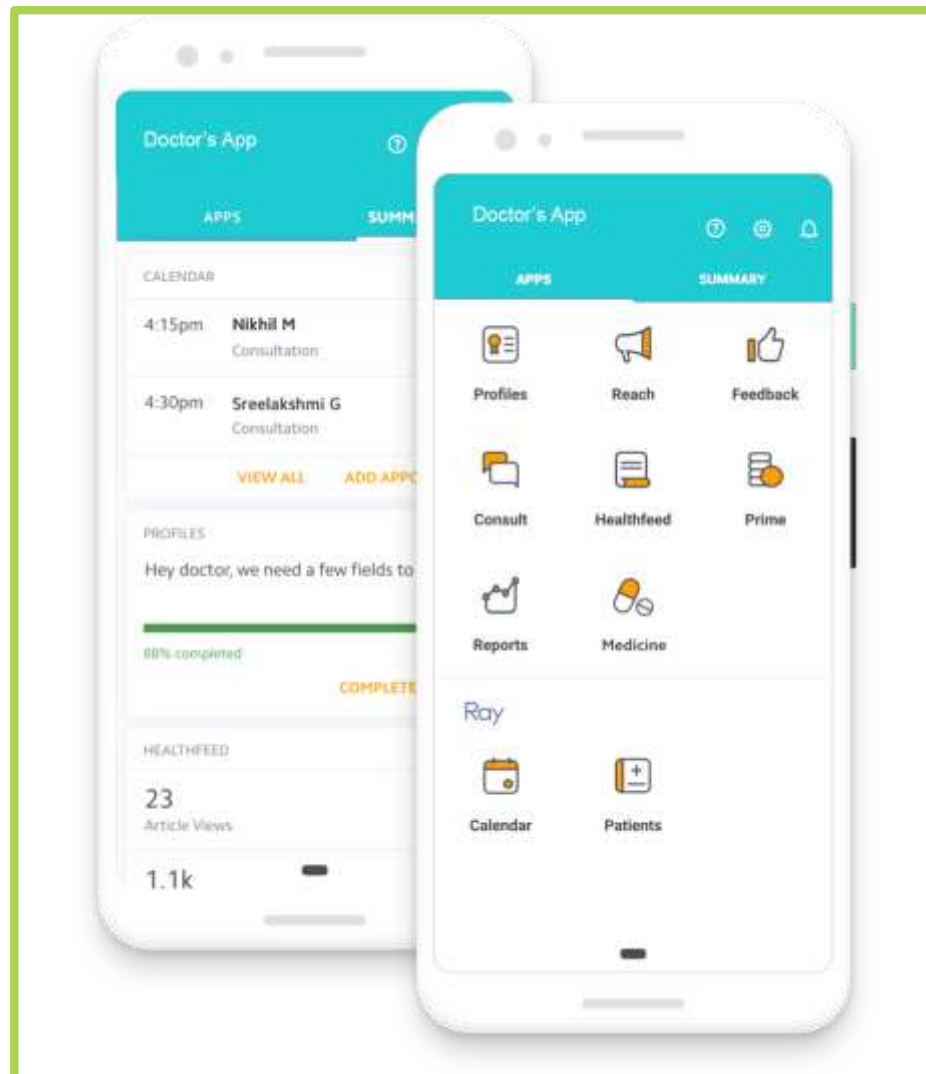
- Wearable band and RFID technologies are applied to identity recognition, data input, and real-time location tracking
Self-aided examinations
- E-diagnosis center/device allows patients to conduct simple tests, imaging scans, or sample collection
- E-report generated and latest results transmitted instantly to doctors

Automatic process

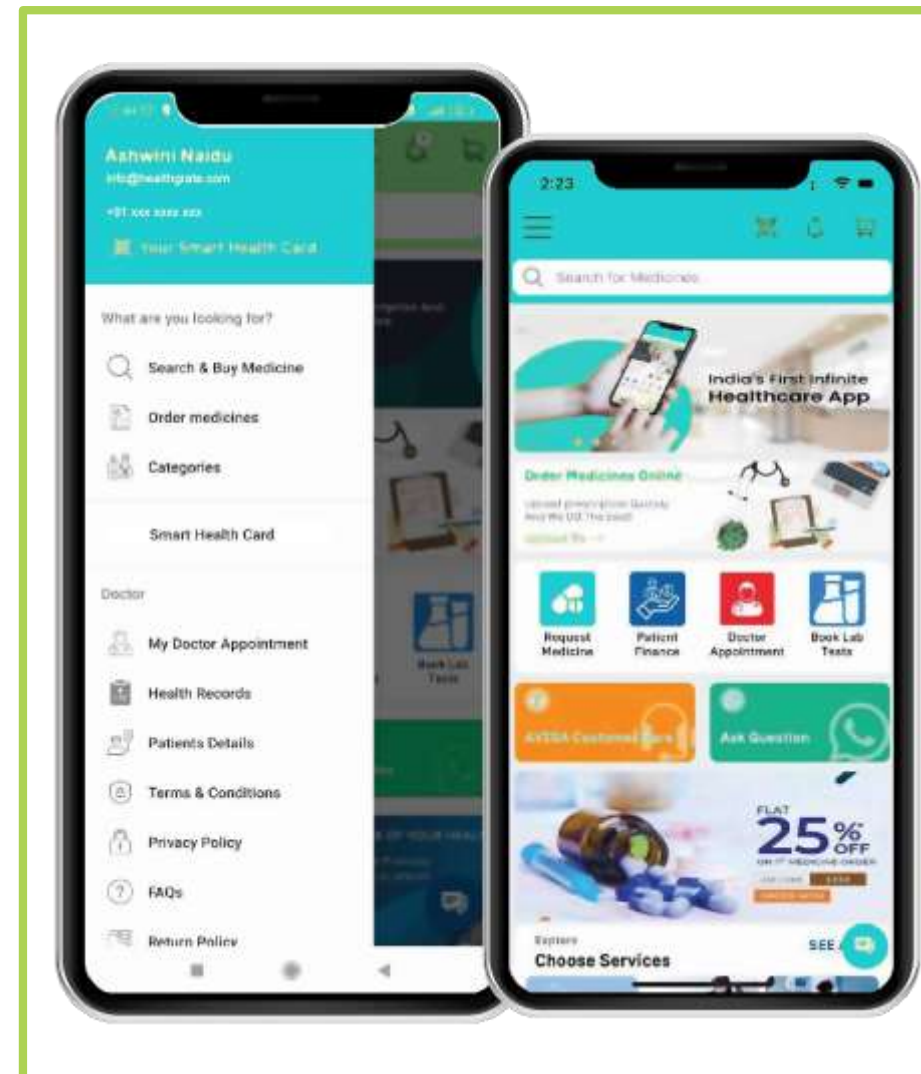
- Mobile device/app provides transparency on full-day scheduling, diagnosis, drug, and payment information
Prescribed drugs delivered to the bedside through automatic guided vehicles

Smart App

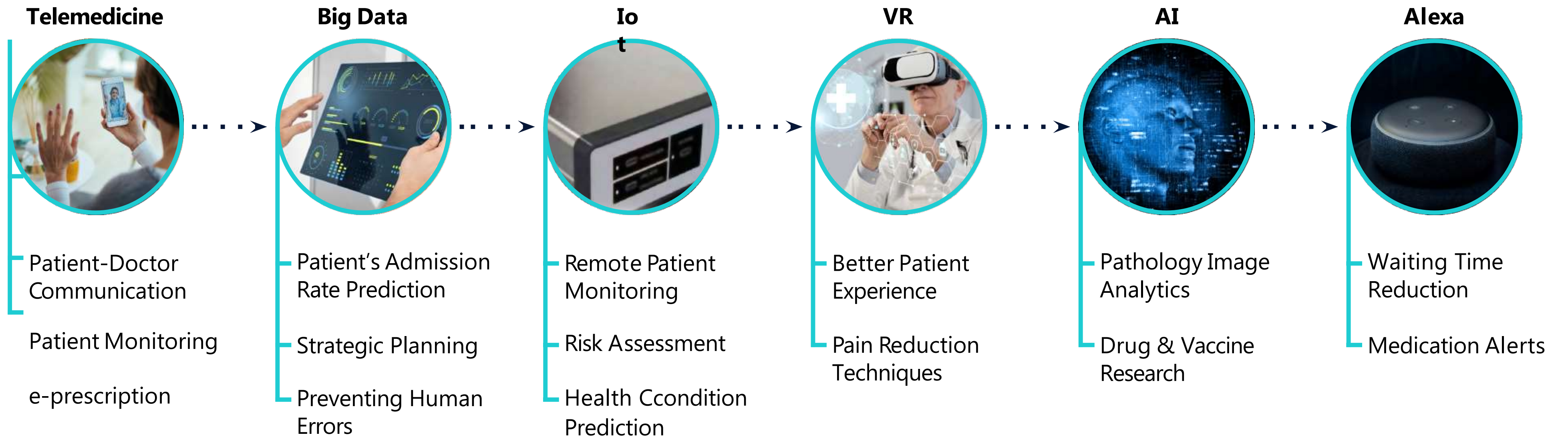
Doctor's App



Patient's App



Digital transformation in healthcare



Holistic benefits of Mobile

Hospital	Doctors	Patients	Diagnostics	Pharmacy
Time Saving	Better schedule management	Reduced bounce rates	Decreases revenue leakages	Queue management
Better & quality patient care	Easy & instant access to all records of patients	Decreased revenue leakages	Daily reports –online (No manual work needed)	Lesser manpower required
Availability of services	Early diagnosis & faster treatment	Queue Management	Can track the consumables used and minimize the operational expenditure	Daily consumption report for each medicines
Disease risk assessment	Updates on new medical knowledge & events	Increased patient flow & access to hospital services	Increase the availability of services at home too	Decreased revenue leakges
Seamless patient journey	Daily reports	Digital Marketing to increase visibility		
Improved Patient satisfaction	Helping with patient awareness & education			

Empowering Digital Health in India (Smart Ecosystem)



Phase 1

- Mobile App- Patients Doctors
- Smart Ecosystem
- Smart Hospitals



Phase 2

- Smart Clinics
- Smart Oncocentre
- O & M – Hospitals with digital transformation



Phase 3

- Healthcare Consulting
- R & D- stem cells / cancer markers
- Genomics Testing
- Health Data Analytics – Disease risk Prediction



Phase 4

- Precision Medicine centres
- Sports Medicine centres with AI & ML
- Insurance packages (Health Packages)



Key trends boosting vertically integrated healthcare opportunity in india

76 Mn households expected to move into the middle-class category in the next 10 years

- 8% Indians to earn more than \$12K per annum by 2026
- 1.4S Bn India's population by 2028, making it the most populous nation globally
- 300 Mn Expected number of senior citizens by 2050
- 90 Mn Expected number of diabetic patients in India by 2025
- 5.Q Mn Indians die from NCDs (heart and lung diseases, stroke, cancer and diabetes) every year
- 14 Lifestyle disorders are on the rise due to a combination of rising incomes, accelerated pace of urbanisation and increased life expectancy

Demography of Hospitals in India



1

Small hospitals contain fewer than 100 beds.

2

Medium hospitals contain between 100 to 499 beds.

3

Large hospitals contain at least 500 or more beds.

4

Total Number of hospitals in the private sector: 43,487

5

The number of mid-sized hospitals (20%): 8500+



Healthcare market size- 132\$ bn growing at CAGR 16-17%

The Asia Pacific digital health market size is expected to reach USD 326.7 billion by 2030 and is expected to expand at a CAGR of 26.5%

The Indian health-tech industry is expected to grow \$5 billion by 2023 and to \$50 billion in another ten years growing at a 39 per cent compounded annual growth rate (CAGR) over FY2020-FY2023

Revenue is expected to show an annual growth rate (CAGR 2023-2027) of 20.40%, resulting in a projected market volume of US\$25.64bn by 2027

Revenue in the Digital Health market is projected to reach US\$12.20bn in 2023.

Subscription model

Type of Healthcare Unit	Size of operations	Pricing
Hospitals	Small hospitals - Fewer than 100 beds.	Rs 5000 per bed per year
	Medium hospitals - Between 100 to 499 beds.	Rs 5000 per bed per year
	Large hospitals -500 or more beds.	Rs 5000 per bed per year
Clinics	Single Doctor	Rs 5000 per year
	Multiple doctors (2 -10)	Rs 4000 per doctor per year
	With Surgical facilities	Rs 6000 per doctor per year
Individual Doctors	Specialist visiting multiple facilities	Rs 10000 per year

The team

Founders



Advising board of specialists



Competitors

THB

- Clinical CRM
- Patient engagement & retention
- Smart contact Centre
- Practice & Clinic Management
- Patient NPS
- Patient Support Bots
- Health Score & rewards
- Telemedicine
- Homecare
- Digital Medical Representative
- Oncology Research
- Precision medicine
- Business Intelligence
- Real world Studies

My Health

- HIMS with single screen EMR
- Patient App
- Doctor App



Competition Gaps in offerings

Contact Us

Dummy Text Dummy Text

Dummy Text Dummy Text Dummy Text
Dummy Text Dummy Text Dummy Text



HEALTHGRATE

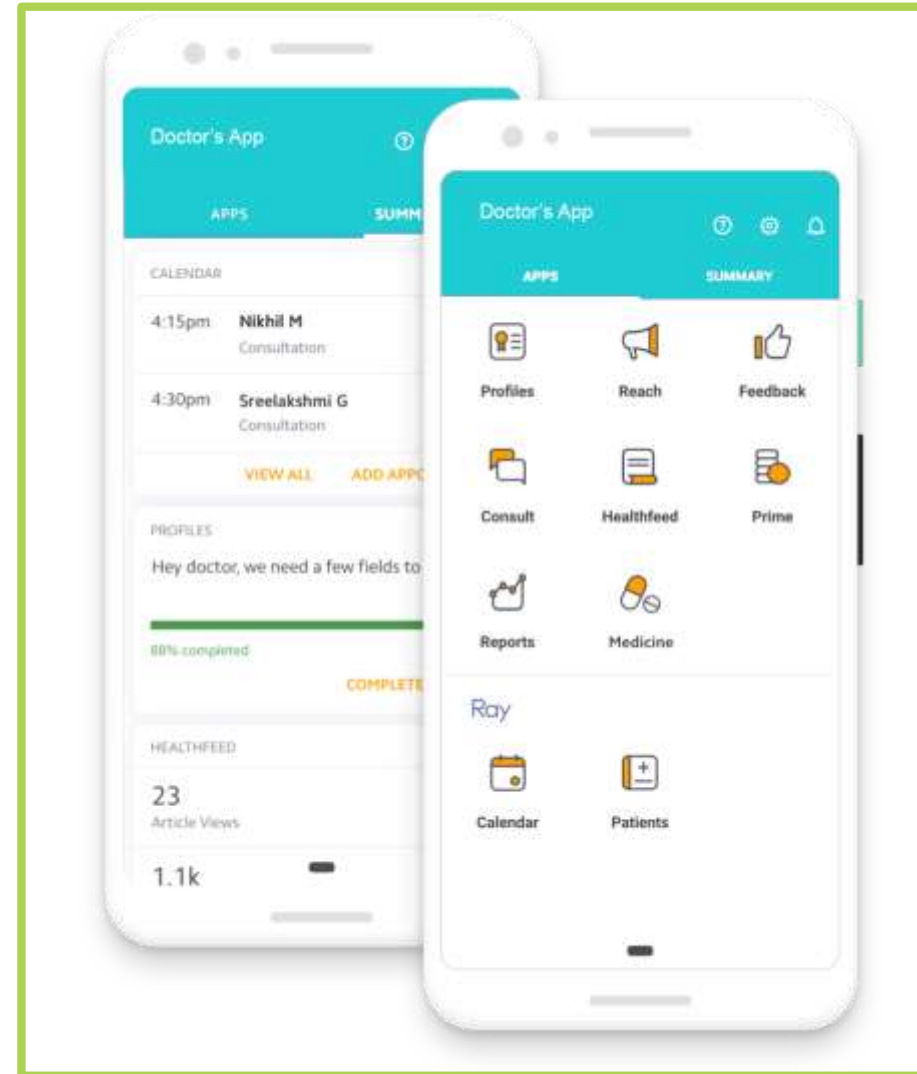
ANNEXURES

Digital Prescription For Doctors



Doctor's App

Appointments, records, notifications
Clinical Updates, CPOE



Remote patient monitoring device

Can be used to record vitals

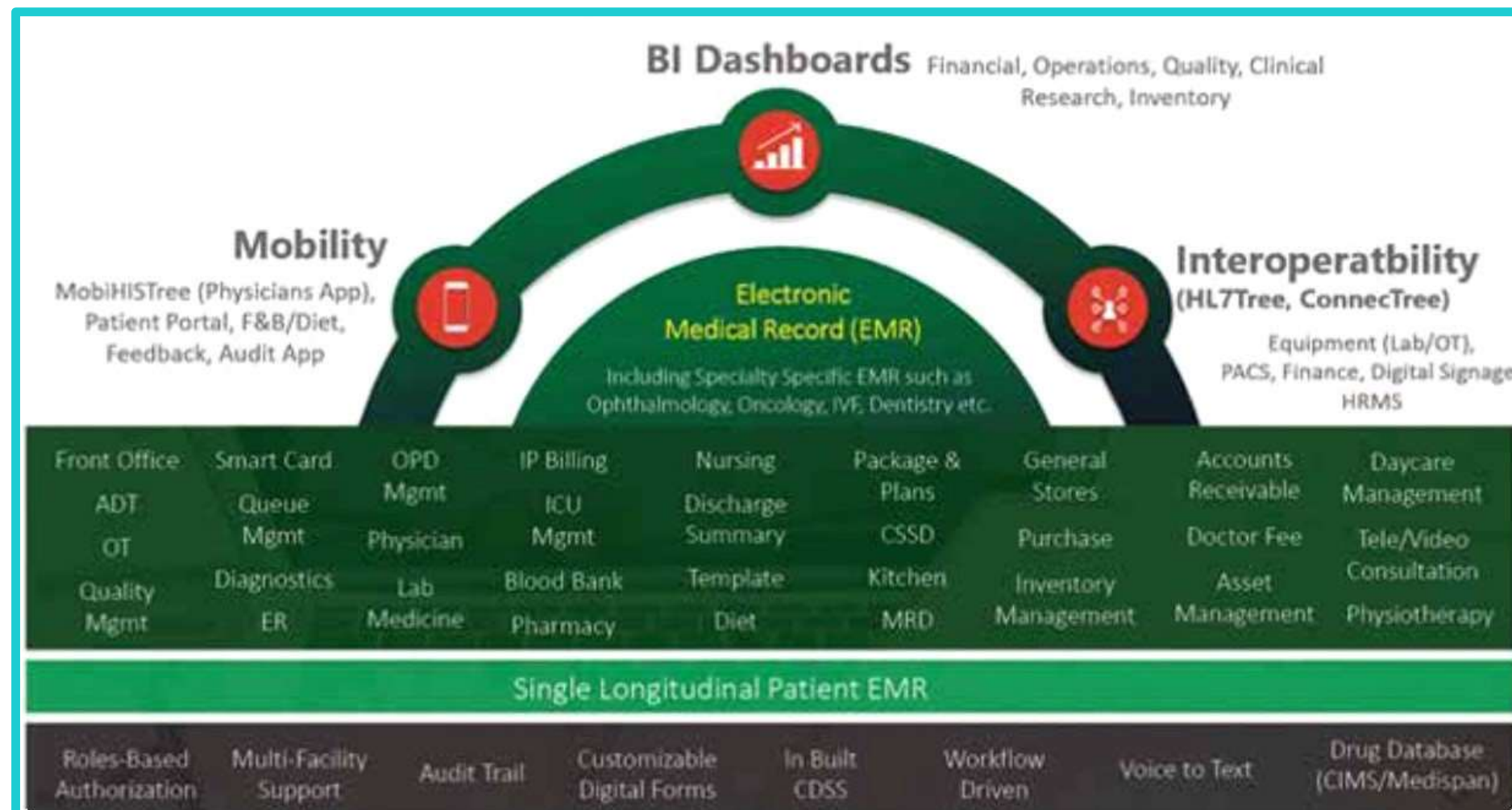
Patient's App

Appointments, records, notifications,
Hospital beds, services, homecare,
finance & insurance

New age Edevices

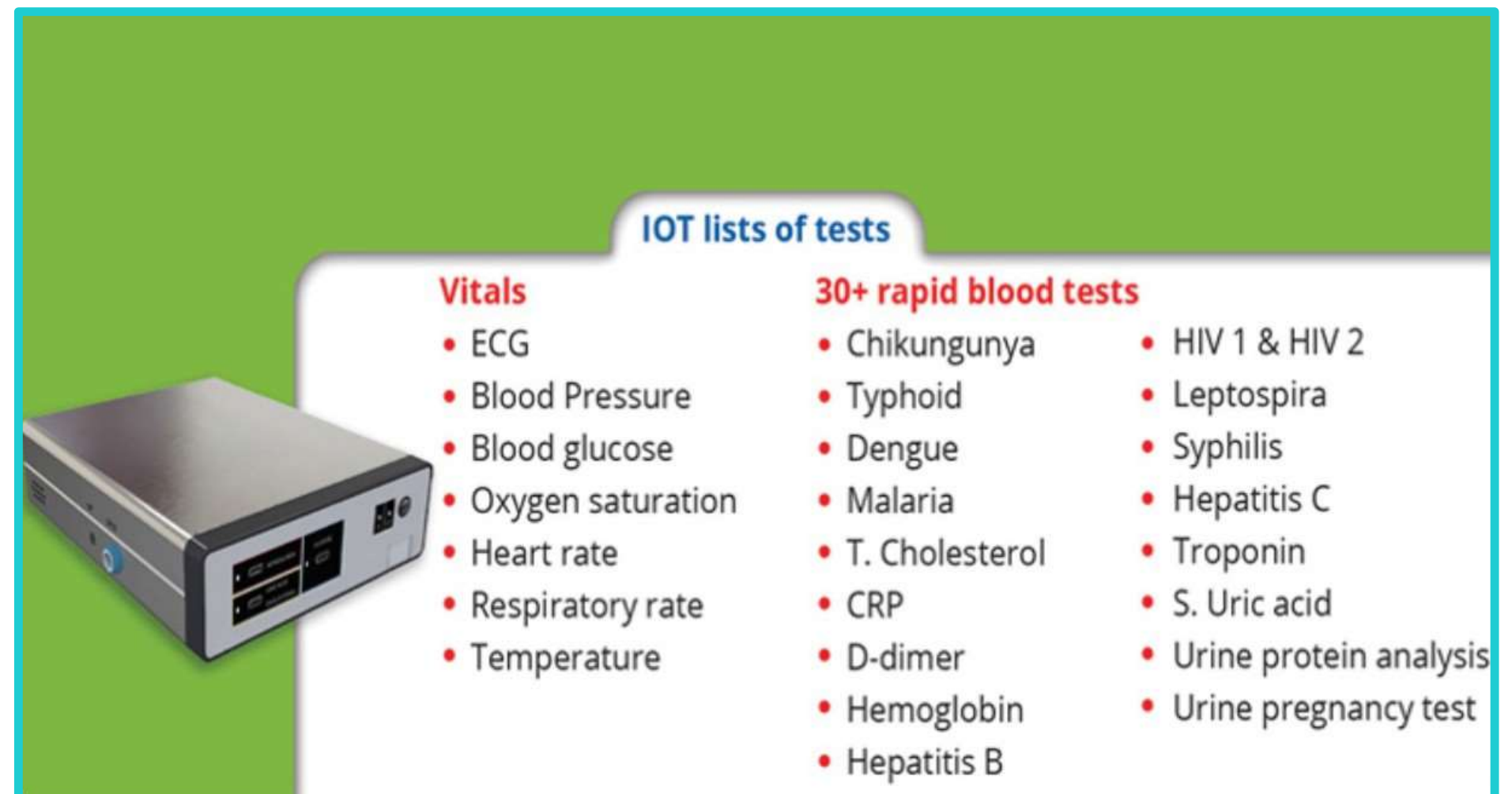
HIMS

Integrated system for Hospital - Connecting all stake holders of hospital such as lab, diagnostics, pharmacy, doctor's, patient's and hospital management.



Medical IoT device

Capture 20+ Blood Test in less than 30 seconds.



IOT lists of tests

Vitals

- ECG
- Blood Pressure
- Blood glucose
- Oxygen saturation
- Heart rate
- Respiratory rate
- Temperature

30+ rapid blood tests

- Chikungunya
- Typhoid
- Dengue
- Malaria
- T. Cholesterol
- CRP
- D-dimer
- Hemoglobin
- Hepatitis B
- HIV 1 & HIV 2
- Leptospira
- Syphilis
- Hepatitis C
- Troponin
- S. Uric acid
- Urine protein analysis
- Urine pregnancy test

Clinic Management System



Pain points for Patients

- One-stop Solution for all Health care
- Patient centric care
- Disease risk Assessment
- Disease based hospital/ doctor/ specialist recommendation
- Preventive Healthcare
- India's lack of modern technology to approach treatment

Pain points for Doctors

- Lack of visibility
- Lack of credible ratings & reviews
- Track and monitoring
 - Earnings
 - Operational inefficiencies
 - Patient monitoring
- Learning and development (updates about seminars/ news/ trends, market analyzer, ready resources access)
- Upgrade to better skills
- Exposure to experience on modern technology
- Emergency Management



Hospital Performance Analysis Smart System

Find Patient Patient Details Welcome! ADMIN - Facility 1

Flash Report Contribution Report Hospital Performance **Performance Analysis** Marketing Performance Debtor Position Revenue and Target Comparison

Month/Year July 2014 OPIP Both Show Analysis

Performance Analysis (JULY - 2014)

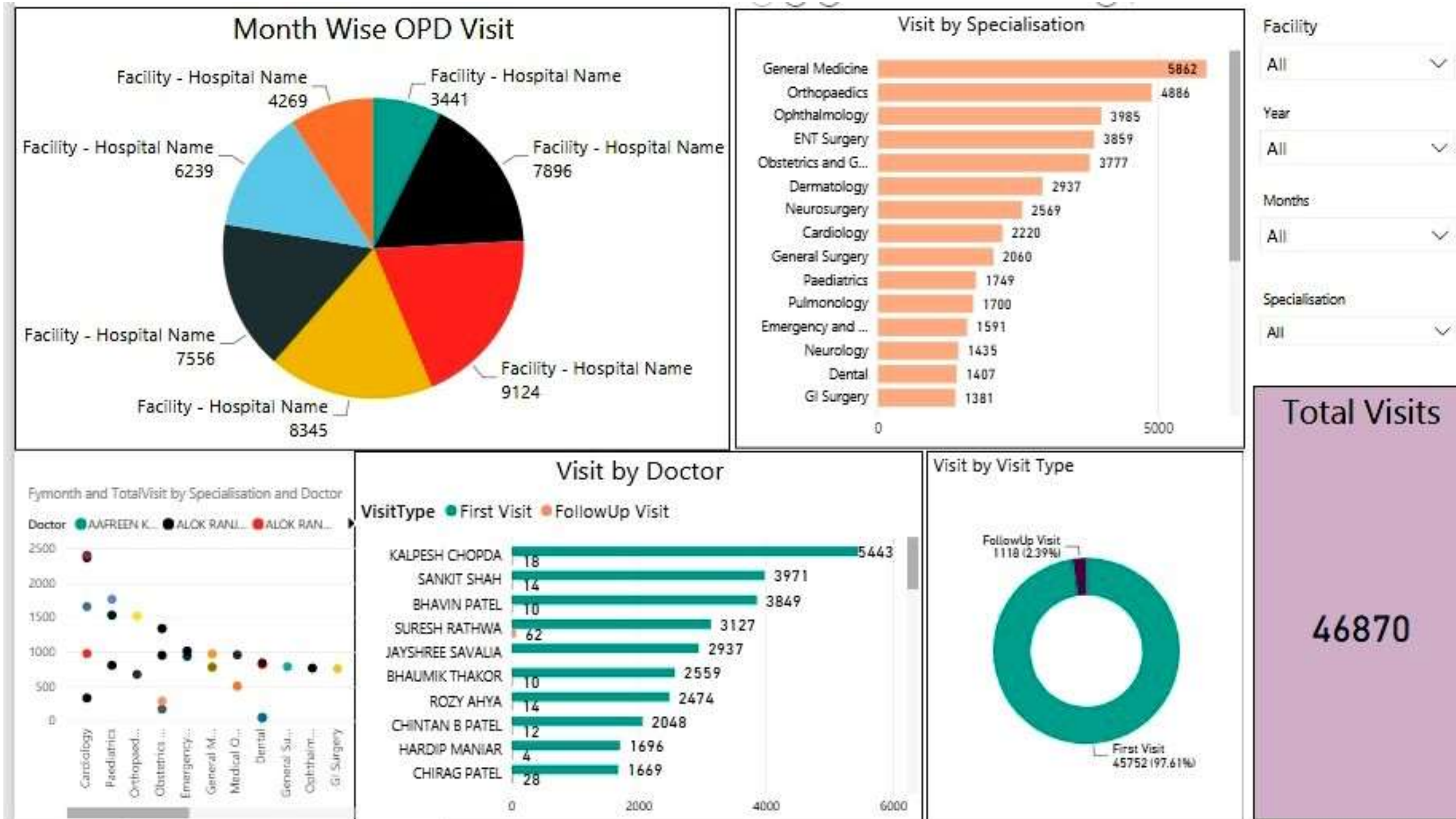
Specialisation	Prev Year JUL - 13		Target JUL - 14		Actual JUL - 14		Performance Achieved		Growth Achieved Over Last Year		Growth Variation	Prev per Patient	Tar Per Patient	Act Per Patient
	Nos	Value	Nos	Value	Nos	Value	Nos	Value	Nos	Value				
⊕ CARDIOVASCULAR & THORACIC SURGEON	0	0.00	0	0.00	332	56.49	33200.00%	5648.58%	33200.00%	5648.58%	↑	0	0	17014
⊕ NEUROSURGEON	0	0.00	0	0.00	510	34.75	51000.00%	3475.43%	51000.00%	3475.43%	↑	0	0	6815
⊖ ORTHOPAEDICIAN	0	0.00	0	0.00	113	13.46	11300.00%	1346.27%	11300.00%	1346.27%	↑	0	0	11914
-->Dr. SIJIN K S	0.00	0.00			3.00	0.01								
-->Dr. SUBIN SUGATH	0.00	0.00			110.00	13.46								
⊕ INTERVENTIONAL CARDIOLOGIST	0	0.00	0	0.00	376	11.03	37600.00%	1103.01%	37600.00%	1103.01%	↑	0	0	2934
⊕ UROLOGIST	0	0.00	0	0.00	297	5.35	29700.00%	534.75%	29700.00%	534.75%	↑	0	0	1801
⊕ ORTHOPAEDICIAN (TKR/THR)	0	0.00	0	0.00	308	4.84	30800.00%	483.64%	30800.00%	483.64%	↑	0	0	1570
⊕ ANAESTHESIOLOGIST & CRITICAL CARE SPECIALIST	0	0.00	0	0.00	968	4.56	96800.00%	456.28%	96800.00%	456.28%	↑	0	0	471
⊕ CRANIOMAXILLO FACIAL SURGEON	0	0.00	0	0.00	146	4.23	14600.00%	422.90%	14600.00%	422.90%	↑	0	0	2897
⊕ NEUROLOGIST	0	0.00	0	0.00	648	4.16	64800.00%	416.27%	64800.00%	416.27%	↑	0	0	642
⊕ SURGICAL GASTROENTEROLOGIST	0	0.00	0	0.00	117	4.16	11700.00%	416.18%	11700.00%	416.18%	↑	0	0	3557
⊕ ORTHOPAEDICIAN (ELBOW & SHOULDER)	0	0.00	0	0.00	107	4.09	10700.00%	408.98%	10700.00%	408.98%	↑	0	0	3822
⊕ OBSTETRICIAN AND GYNAECOLOGIST	0	0.00	0	0.00	267	3.96	26700.00%	395.63%	26700.00%	395.63%	↑	0	0	1482
⊕ MEDICAL ONCOLOGIST	0	0.00	0	0.00	158	3.80	15800.00%	380.00%	15800.00%	380.00%	↑	0	0	2405
⊕ NEPHROLOGIST	0	0.00	0	0.00	621	3.61	62100.00%	360.94%	62100.00%	360.94%	↑	0	0	581
⊕ NOTDEFINE	0	0.00	0	0.00	943	3.51	94300.00%	351.45%	94300.00%	351.45%	↑	0	0	373
⊕ INTERNAL MEDICINE	0	0.00	0	0.00	312	3.38	31200.00%	337.89%	31200.00%	337.89%	↑	0	0	1083

Doctor Performance Smart System

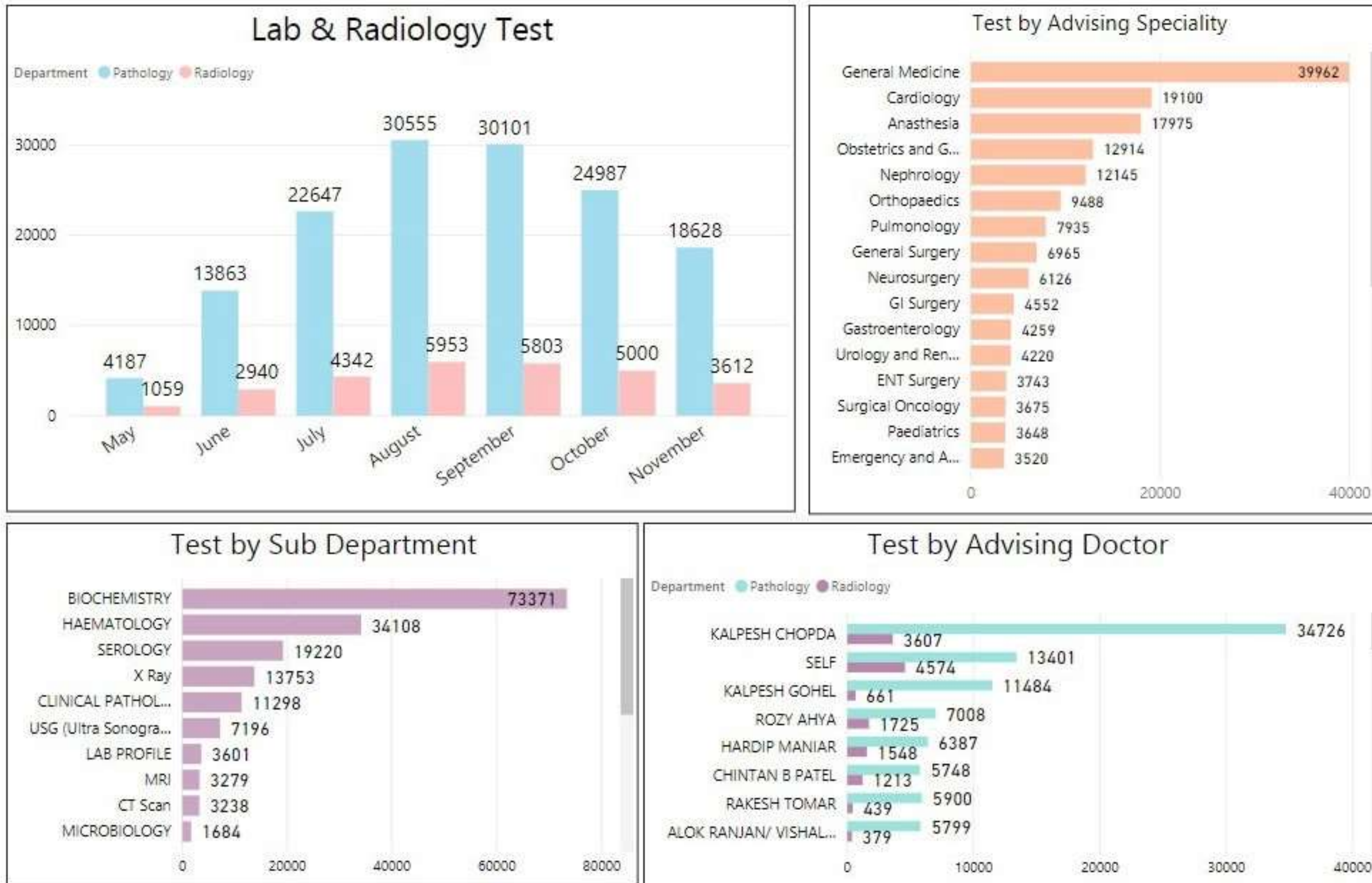
INTERNAL MEDICINE														
Doctor Name.	Reg.	Cons.	Adm.	Dis.	Rad.-OP	Rad.-IP	Surg.	Proc.	Lab-OP	Lab-IP.	Rev.-IP	Rev.-OP	Phar-OP	Phar-IP
Doctor 19	0	0	0	0	0	8	0	0	0	2	0.00	0.00	0.00	0.00
Doctor 26	526	1102	45	38	0	62	0	123	0	345	878250.00	935710.00	159578.99	688881.50
Doctor 355	0	0	0	0	0	3	0	3	0	0	0.00	0.00	0.00	0.00
Doctor 540	0	0	0	0	0	38	0	68	0	76	0.00	0.00	0.00	0.00
Doctor 542	416	4	1	1	0	0	0	0	0	0	7590.00	3243430.00	69383.92	1404.06
Doctor 543	0	0	0	0	0	1	0	3	0	1	0.00	750.00	0.00	0.00
Doctor 547	18	17	0	0	0	14	0	10	0	133	0.00	19870.00	350.54	0.00
Doctor 610	47	70	0	0	0	33	0	20	0	290	0.00	77080.00	4657.80	534.78
Doctor 844	0	0	0	0	0	49	0	16	0	149	0.00	0.00	0.00	0.00
Doctor 845	0	0	0	0	0	49	0	18	0	268	0.00	0.00	0.00	0.00

INTERNAL MEDICINE --> Doctor 26 --> Admission (Total -45)						
IP No.	Patient Name	Payer	Bed Category	Referrance	Reason of Admission	Source
15/4146	Patient 300020441	INTERNATIONAL	CRITICAL CARE UNIT	.External		EMERGENCY
15/4674	Patient 300022657	SELF PAY	CRITICAL CARE UNIT	.External		EMERGENCY
15/4336	Patient 300001680	SELF PAY	CRITICAL CARE UNIT	.External		EMERGENCY
15/4496	Patient 300022026	SELF PAY	CRITICAL CARE UNIT	DR. T L P PRABHU .External		EMERGENCY
15/4801	Patient 300023001	SELF PAY	CRITICAL CARE UNIT	.External		EMERGENCY
15/4814	Test 30	SELF PAY	DELUXE ROOM	.External		OPD
15/3187	Patient 300003044	SELF PAY	GENERAL BED	.External		EMERGENCY
15/3006	Patient 300014041	SELF PAY	GENERAL BED	.External		OPD
15/3669	Patient 300014710	SELF PAY	GENERAL BED	.External		OPD
15/2899	Patient 300014959	SELF PAY	GENERAL BED	DR. T L P PRABHU .External		EMERGENCY
15/4813	Patient 300023090	FAMILY HEALTH PLAN(TPA) LIMITED ERNAKULAM-CREDIT	DELUXE ROOM	.External		OPD

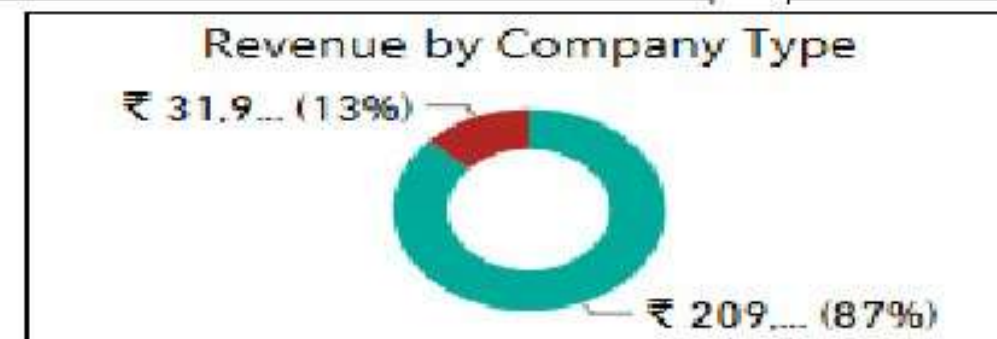
Patient Visit Analysis Smart System



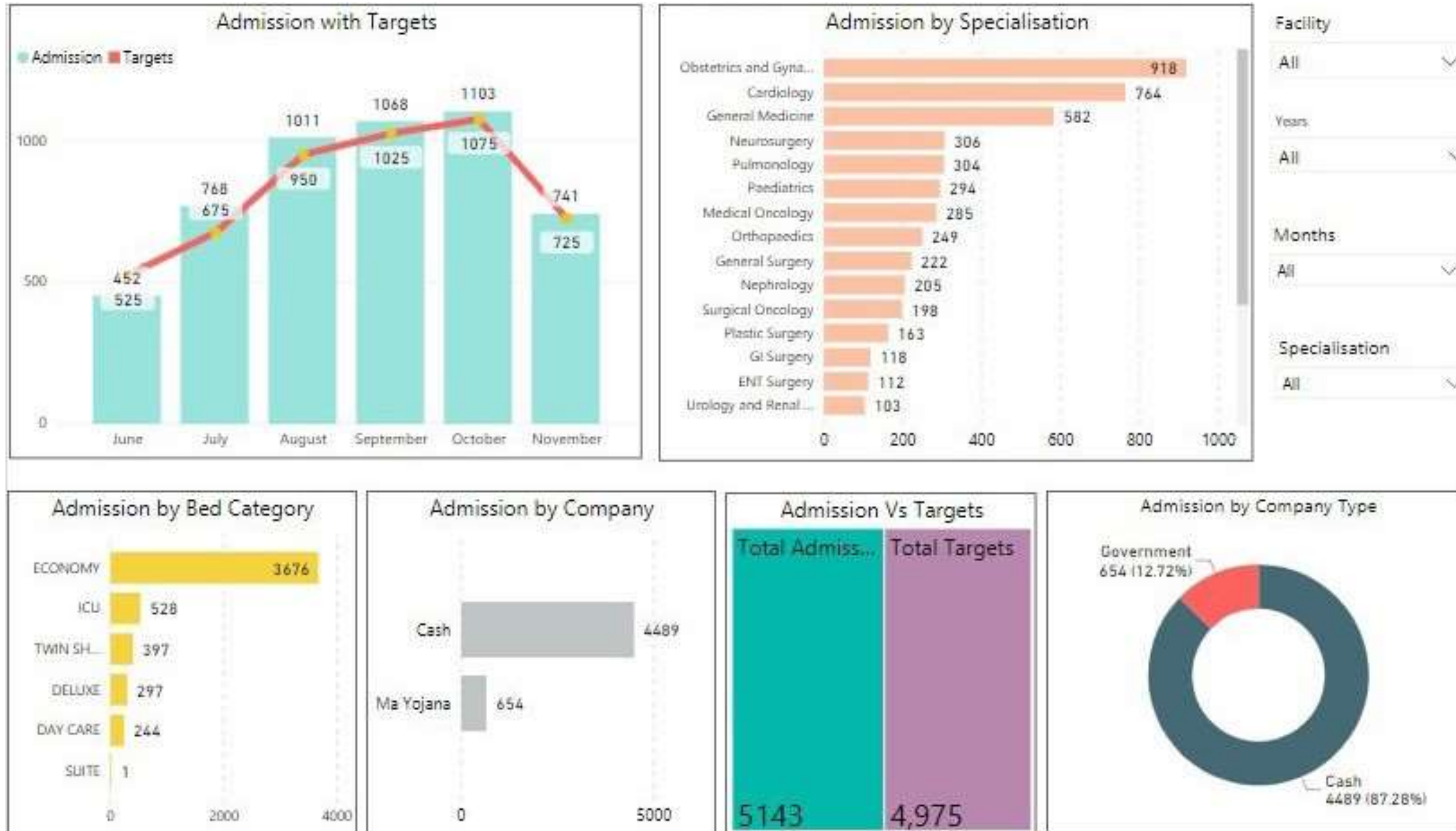
Lab & Radiology Analysis Smart System



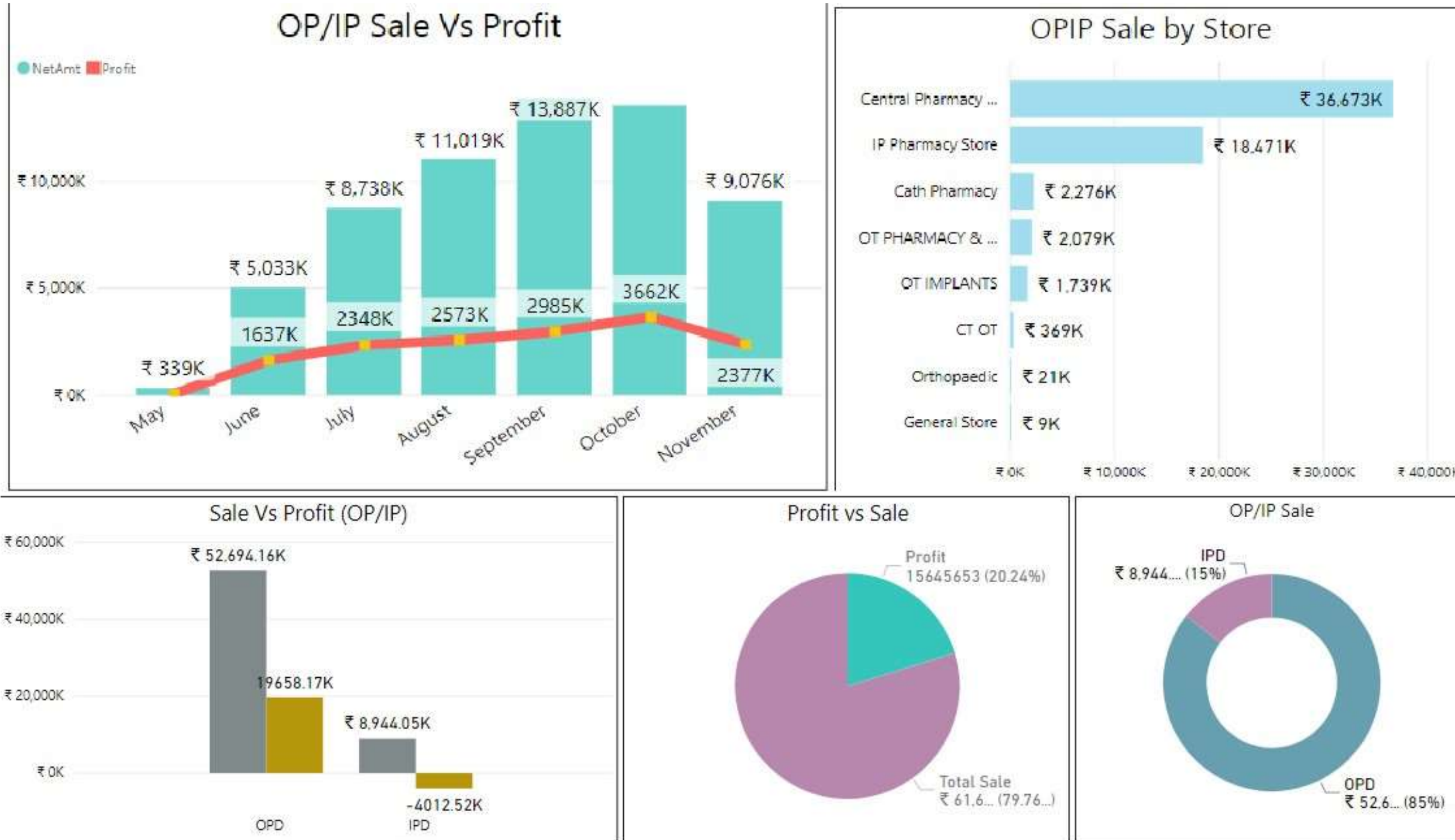
Revenue Analysis System



Patient Admission Smart Analysis



Smart Dashboard - Hospital Profit – Loss



Roadmap



Letter of Intent received from





Market strategy in phases