



# VideoKall, Inc.

**A Robust Telemedicine Platform  
For Hospitals**

*Jim has 102° temp and a bad cough*



***Nurse Advice  
Line***

***Mini-clinic***

***Web access a  
doctor***

***Urgent Care  
Center***

***Family  
Physician***

***Dial up a  
doctor***

***Hospital  
Emergency  
Department***



# The Future of Telehealth

HEALTHCARE IS MOVING TO THE PATIENT SETTING

- **Think of A Guided, Self-service Version of a Mini Clinic, In Any Location**
- **With no medical staff at Point of Service**
- **Truly Disruptive with Benefits for Patients and Healthcare Industry**



# Drivers for Change in the US

## Healthcare Visit Costs Too High

- \$1500+ for Emergency Room
- \$165+ for urgent care visits
- \$90+ for mini-clinic visits

## Limited Healthcare Access in Rural Areas

## Shortage Of General Practice Physicians

## Hospital Pressure: Revenues being capped

## Patient: Time and Aggravation

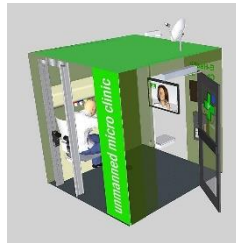


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# VideoKall's platform is...



**APPS: TELEMEDICINE CONNECTED**



**AN ONSITE RETAIL MICRO CLINIC: CLINICSTOP™**



**REMOTELY OPERATED, FDA APPROVED DIAGNOSTIC DEVICES**



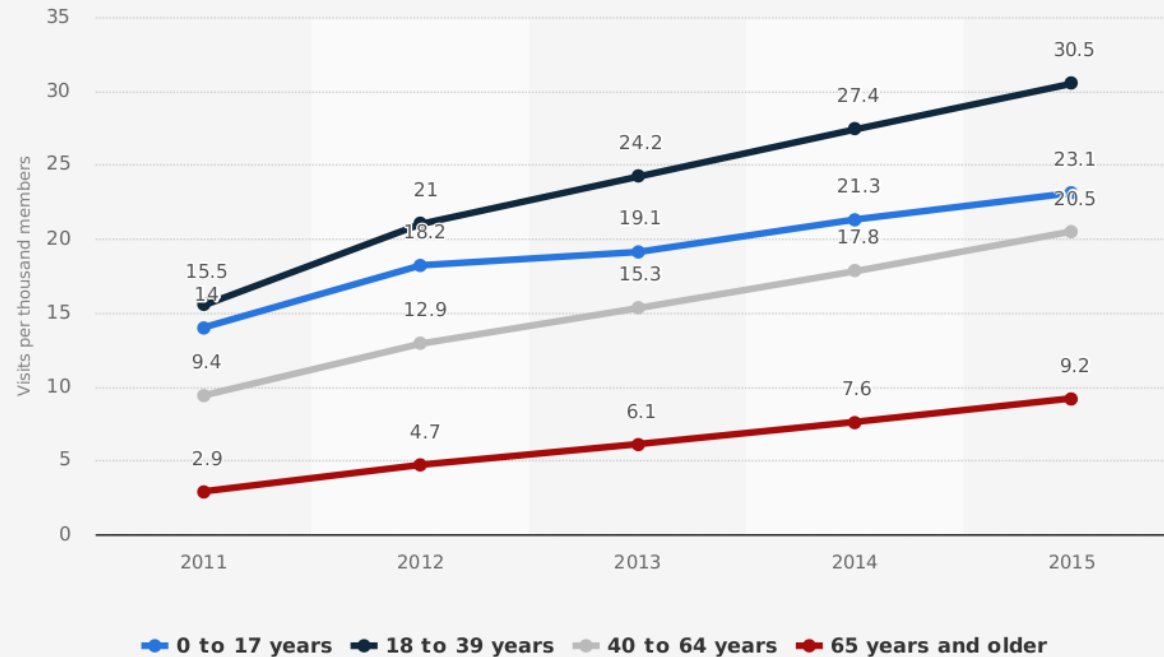
**A ROBUST TELECOM NETWORK WITH UBIQUITOUS CONNECTIVITY**



# RETAIL CLINICS ARE GROWING

Because of convenience and cost effectiveness

Retail clinic visits among commercially insured persons in the U.S. by age group from 2011 to 2015 (per 1,000 members)



Sources

BCBS; HealthCore; Blue Health Intelligence  
Statista 2018

Additional Information:

United States; HealthCore; BCBS; commercially insured Blue Cross and Blue Shield (BCBS) members

- 2016 Sales: \$1.4 Billion
- 6 years of 20% YOY growth
- Quality similar to ER/Primary care
- Lower cost than any other form of hands-on care.



CVS had 1,040 Retail clinics  
in 2016



**BUT RETAIL CLINICS ARE  
EXPENSIVE TO BUILD  
AND STAFF**

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# VideoKall Solutions:

- ✓ CHEAPER THAN RETAIL CLINICS
- ✓ CAN OFFER MORE REMOTE SERVICES
- ✓ BUILT ON A TELEMEDICINE PLATFORM
- ✓ CAN READILY ENABLE THE MARKET



MEDICAL  
STAFF

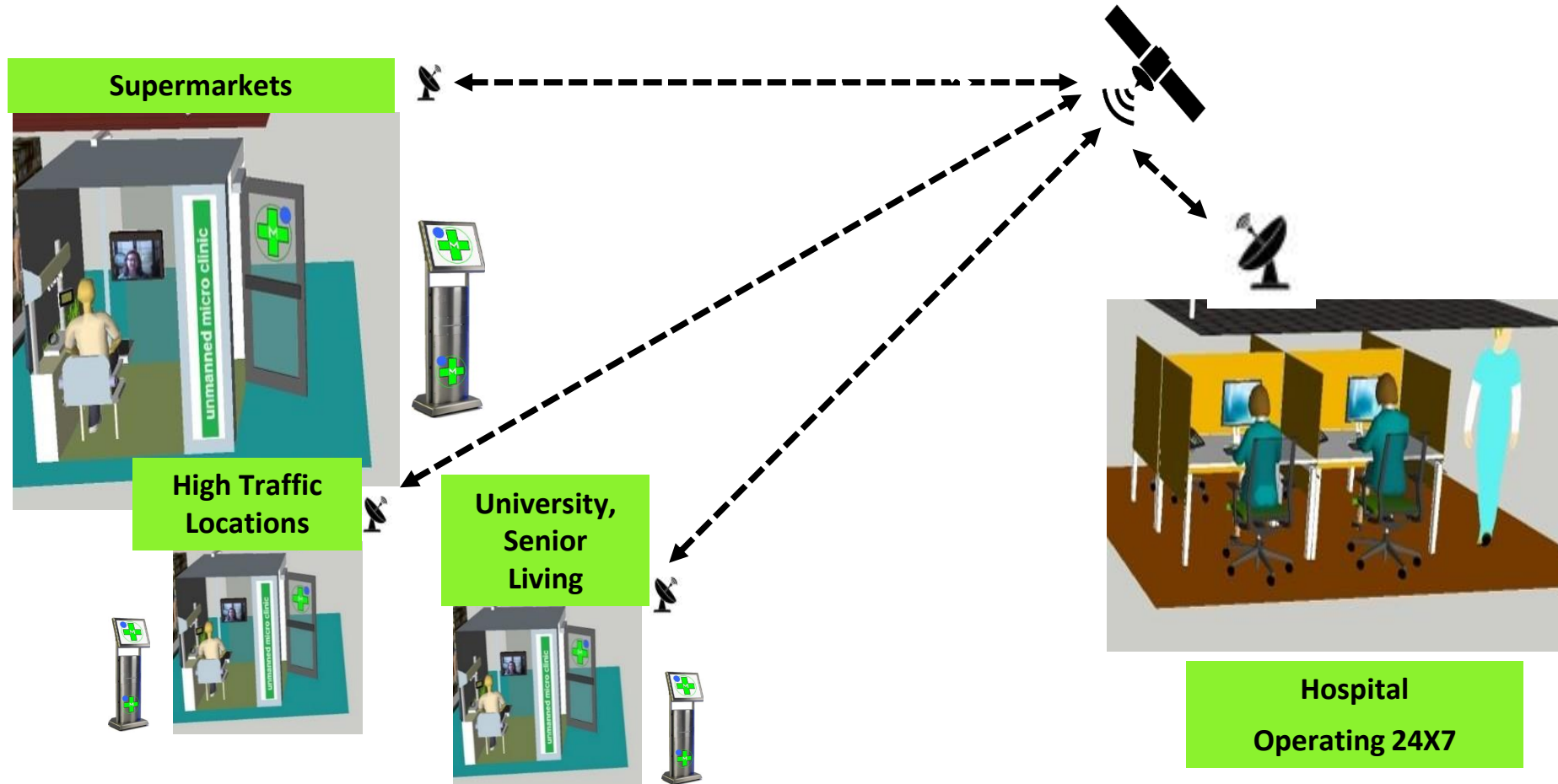


PATIENT





# Our Solution: A Self-service System with Robotics, Artificial Intelligence and Automation



**Sell/Lease to Hospitals and Clinics**  
**All across Domestic US, then Internationally**

# How it works



## MOBILE APP

- Locate Cabin
- Book appointment
- Make payment
- View account
- Reminders
- Follow-ups



- Retail Pharmacy
- Senior Living
- Supermarkets
- Universities
- Corporate Work Sites



Cabin



CALL CENTER L-NPs, MDs

- Patient consultation, triage and evaluation.
- Prescriptions, reminders, referrals.



DIAGNOSTIC DATA AND  
PATIENT RECORDS

< managed by partner  
hospitals



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**Jim has a chest cold...**

**He stops at CLINICSTOP™ at the drugstore. He gets a prescription, and fills it right there. He gets daily medication reminders and a follow-up email 5 days later.**



# Utilizing FDA Approved Devices

## Measurements

**Automatic:** Height, Weight

## Robotic

- Blood Pressure
- Pulse
- Stethoscope on Patient's Back

## Manual

- Chest Stethoscope
- Spirometer
- Thermometer
- Glucose Monitor
- Oximeter
- Derma scope
- Otoscope
- EKG



## To facilitate self-service

- E-check-in terminal
- Smartcard storage and control
- ADA compliant automatic door
- Patient display monitor
- Two-way premium video/audio
- Air & surface sanitizer
- Device sterilizer
- Dirt detection
- Hydrogen Peroxide Fog



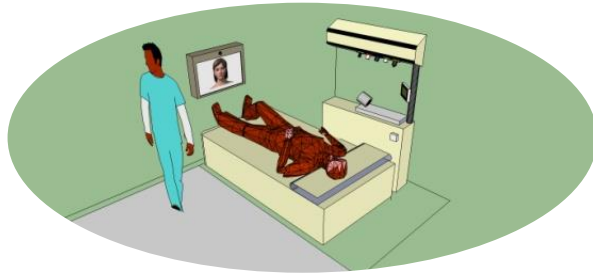
# Technology Innovation

- **Robotic Seatback Stethoscope: US Patent Issued**
- **Two patents pending for Glucose Monitor & Instrument Cleaning System**
- **Built-in automation, robotics and AI**
- **Proprietary Hardware & Software Technology to Operate Broadband & Economically over Satellite and/or Fiber**





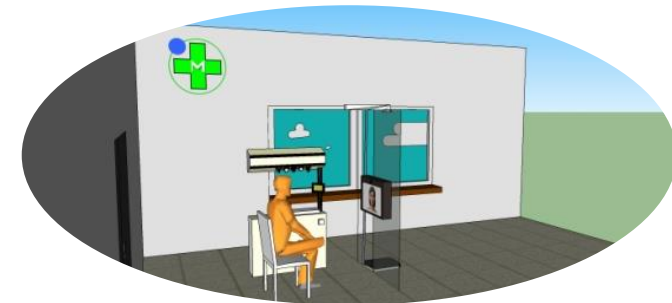
# Flexible Configurations



**Manned, static, multiple units**



**Unmanned, standalone**



**Unmanned, in existing room**



**Manned, static, plus auxiliary systems**



**Manned or Unmanned mobile**

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# THE PLATFORM

## *ALL THE HARD STUFF THAT RESTRAINS TELEMEDICINE INNOVATION*

### CALL CENTER MANAGEMENT

- Scalable and load-balancing
- Optimal use of personnel
- Time shifting and demand-responsive

### DATA INTEGRATION

- Health care provider interface.
- Patient Database integration
- Direct satellite enabled

### PAYMENTS MANAGEMENT\*

- Patient account management
- Payment and credit management

### SECURITY AND PRIVACY\*

- HIPAA Compliance
- Accountability and records management

\* Managed by partner hospitals



# US Financial Viability

	Locations	Equipment Revenue	Traffic Revenue
Total US Market	5,800,000	\$442B	\$106B
Addressable Market	328,000	\$25B	\$6B

## VideoKall Revenues (US prices):

- Equipment Sales                      \$75K+/indoor cabin
- Maintenance & Support              \$11K+/cabin per year
- Traffic Revenue                        \$10+/patient visit from \$55 fee

## Sales Strategy

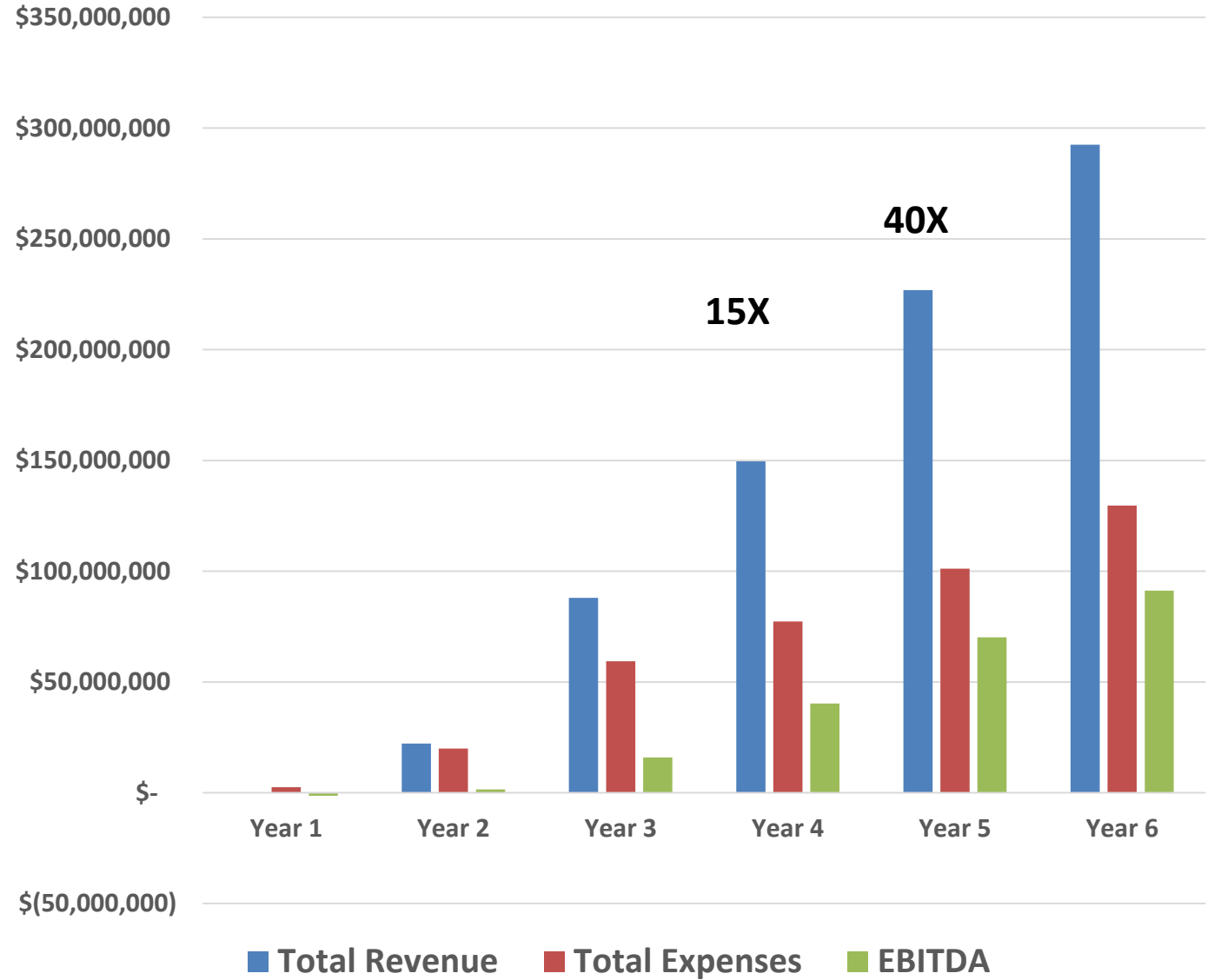
- Sell/Lease to hospitals for high-traffic locations
- Contract with other channels:
  - Supermarkets, drugstores, corporations,
  - Big box stores and senior living facilities
  - Distributors
- Seek US & International partners by country and/or region



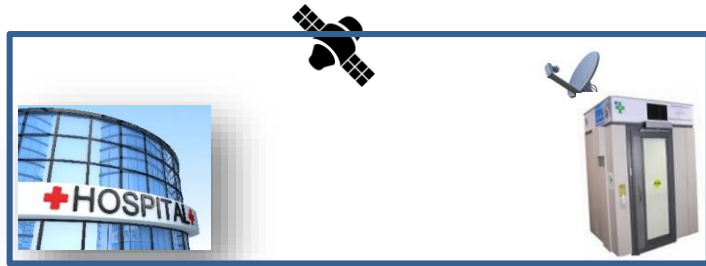


# VideoKall Growth Potential

**Yr. 6: 10% of Addressable Market**

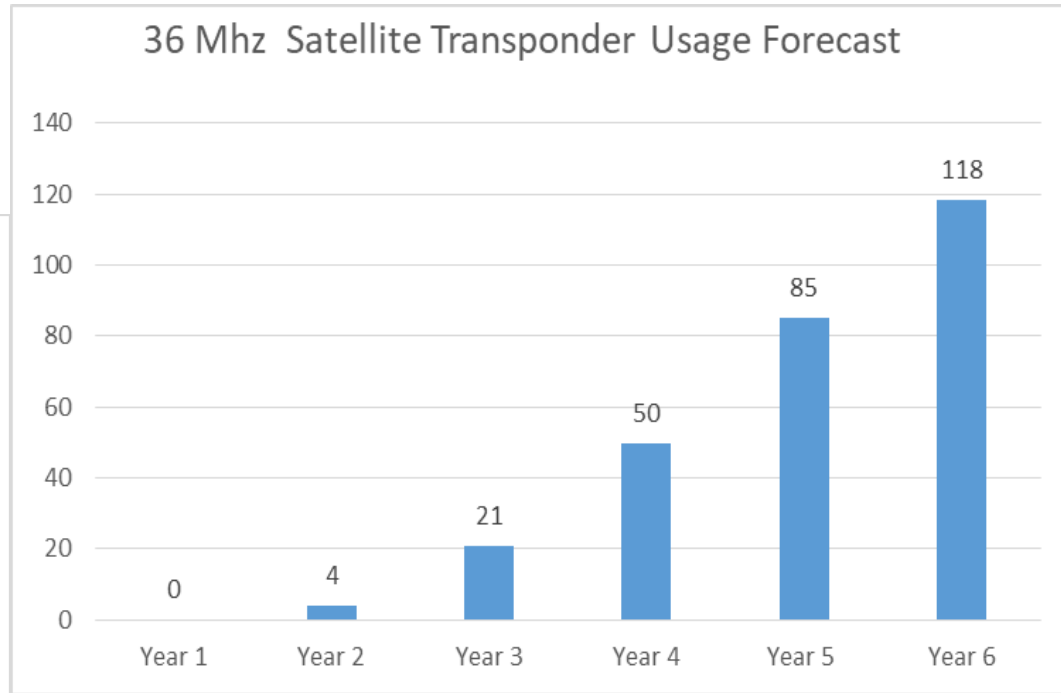
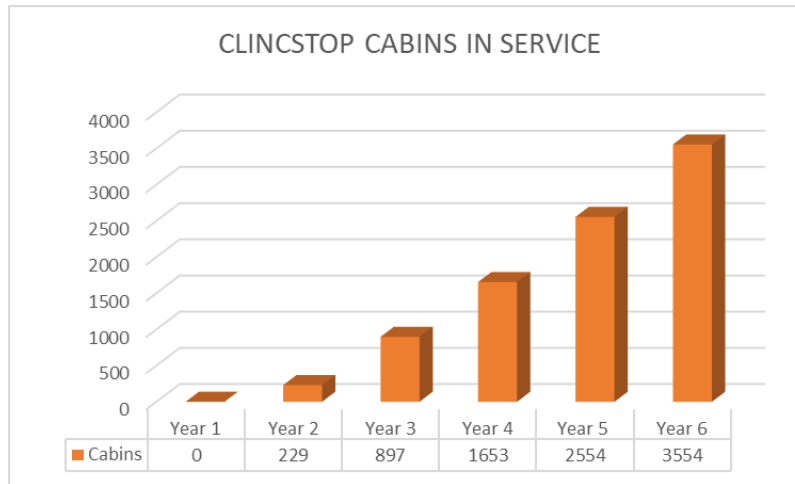


# VideoKall Growth Potential



## Traffic Projections

**Hospital Connected by Satellite to Retail Locations**





**CLINICSTOP™**

**Thanks!**

**Charlie Nahabedian**

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