

Core Mobile, Inc.

Increase hospital capacity by 20%
without adding staff or resources

Chandra Tekwani

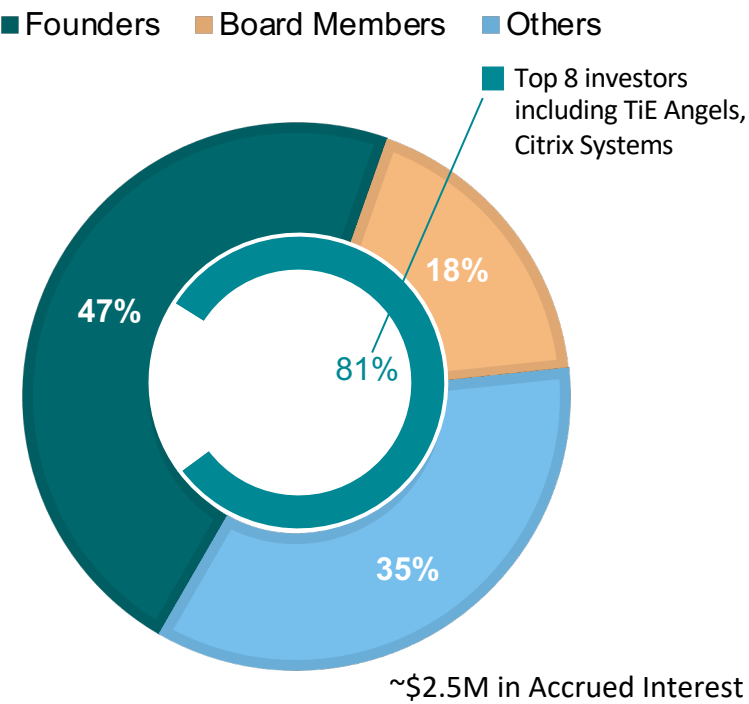
Founder & CEO

June 2024

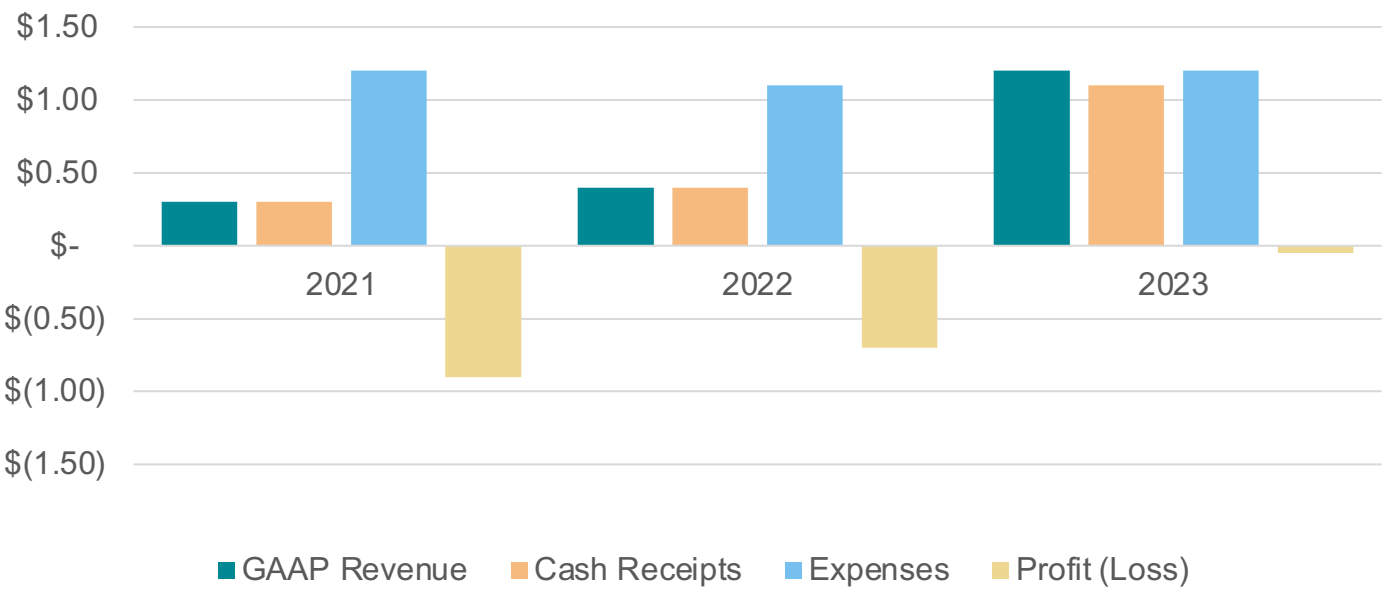


Business Overview

\$8.5M ANGEL FUNDS RAISED TO DATE



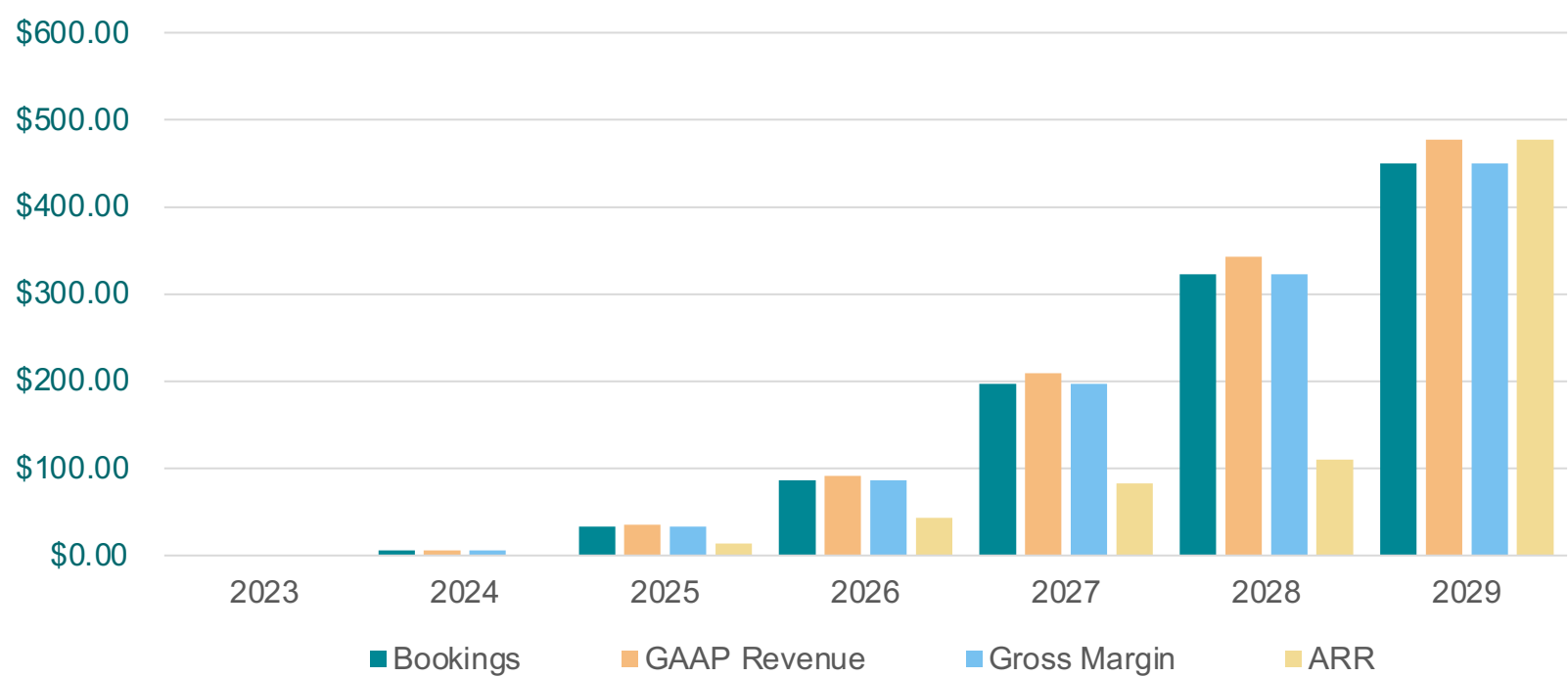
2021 – 2023 Financials in Millions (USD)



Cash Flow Neutral Last Year

Business Overview

Future Projections in Millions USD



\$1.0M

Additional investment round
as convertible debt under way



\$15M

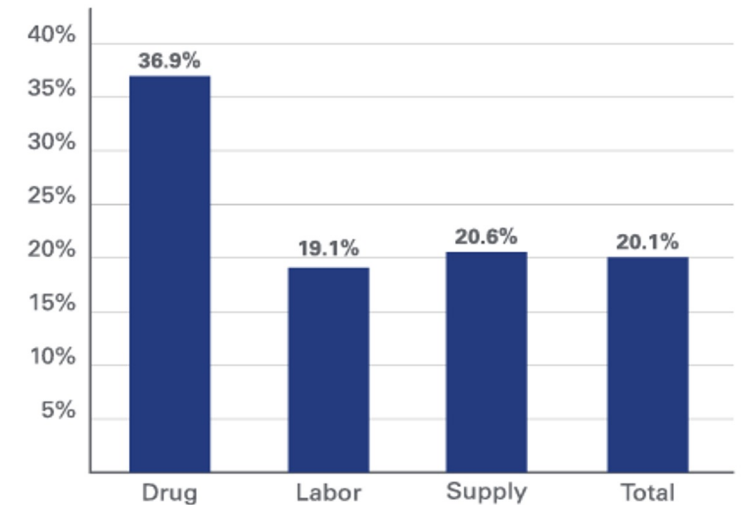
Raise Planned for late-2024
Open to taking \$3M this year & more later

Drivers for Growth

Hospitals have to do more with less

- Staffing **shortages** & **increasing** patient numbers
- Staff burnout is **increasing**
- Hospital **costs** continue to **rise**

Figure #1: Increase in Hospital Expenses Per Patient from 2019 to 2021



Source: January 2022 Kaufman Hall National Hospital Flash Report

¹Kauffman Hall, Dec 2022

²Mass General Brigham Reports Fiscal Year 2022 Financial Results



Need for FISMA & ATO Limiting AI Software Adoption



“A 5% increase in patient throughput in a 100-bed hospital adds \$6M to the bottom line”

– Veterans Administration 2023

FISMA Compliance is mandatory for FDA
Approved Systems in 2025

Core Mobile:

- **National** Authority to Operate (ATO)
- HIPAA & FISMA **Compliant**
- Proven to **expand** capacity
- **Integrates** multiple systems & applications

Patented & Proven AI Optimized for Healthcare Workflows



Emergency
Department Workflow



Surgery/Interventional
Workflow



Post-Acute Care



Behavioral Health

Existing AI Engines Optimized For Healthcare Workflows

AWS Titan, Azure OpenAI, Nuance, Google Gemini, Mistral

Patents US 8,606,923, 9,071,649 B2, US 20170026384 A1, 44084-703.102



Radiation Oncology



Radiology Workflow



EMS – Emergency
Medical Services



Primary Care
Workflow

Proven at Educational & Government Hospitals on Sole Source Contracts

“The initial study using paper charting took in total about **14 months** to complete whereas the same study using Mobile software took about **16 weeks** to complete and present at the ACG conference.

UCLA

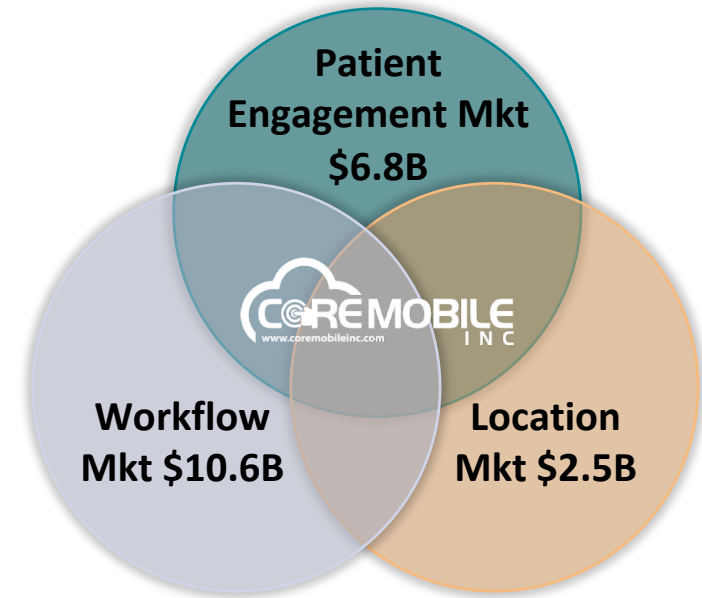
Dr. Neal Kaushal, MD, MBA, GI Physician

Sales Pipeline of \$40M Over Next 12 Months

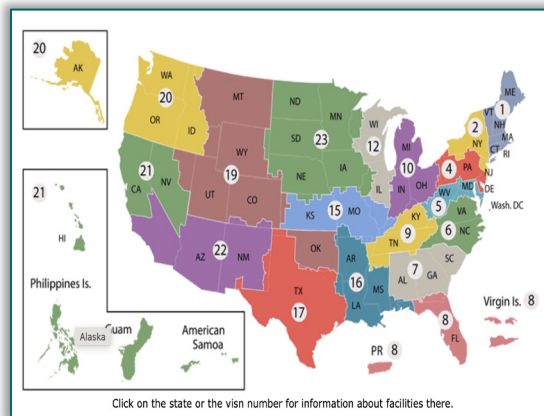
TAM is ~\$20B

SOM from VA only is \$1B

2024 - Named opportunity pipeline \$40M



Deployed in Government Networks with Authority to Operate Nationwide on Sole Source Contracts



National ATO takes 3 to 6 Years to Obtain

CORE MOBILE DIGITAL HEALTH SAAS



Patient Engagement



Workflow Optimization



Patient Tracking

AI and ML to increase capacity at hospitals without adding more staff or resources

Before Care

↓ 5%-40% fewer no-shows, cancellations, delays

↑ 1%-5% increase in number of scheduled cases

During Care

↓ 20% - 50% reduction in clinical documentation

↓ 5% - 20% reduction in ED door-to-doc time & admit length of stay

↑ 5% - 20% increase in capacity expansion

After Care

↓ 5-20% improvement in readmission rates

↑ 5%-20% higher ERAS compliance %

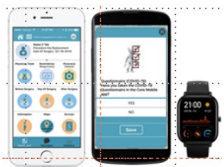
The only AI / ML solution with ATO and trained using real patient data

Independent 3rd party report at <https://bit.ly/PCSIPalbanyVApilotReport>

Components of Solution Offering

Patient App

Apple, Android, Web App



Staff Workflow App

Apple, Android and Web Apps



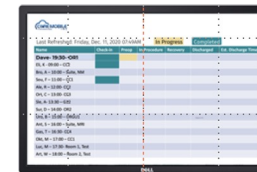
Watch App

Staff Apple iWatch App



Large Screen Displays

Location Based Display Apps



Management Portal

staff, admin web portal



Integration Engine

Integration Middleware



Patient Trackers

Wristbands, etc.



Third Party Equipment

Displays, Whiteboards, Badges etc.



Analytics Software

Retrospective and Predictive



AI and ML Capabilities Trained Using Real Data for Specific Healthcare Workflows



- Patient – Provider Speech-to-text conversation (Ambient Dictation)
- Care Pathway Determination (Entity Recognition)
- Automatic generation of clinical documentation using Large Language Models (LLMs)
- Trained Using De-identified Patient Data from Veterans Affairs EHR (Vista)
- AI Optimized for Healthcare Workflows in Emergency, Surgery, Wards, Radiation Oncology and Mental Health

Secret Sauce



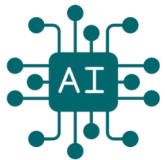
Awarded and Pending
Patents



National
Authority to Operate
ATO



Market Accepted
Integrated with
Existing Clinical
Systems



AI Functions at Each Stage of Care with Demonstrated Results

The only AI / ML solution with ATO and trained using real patient data

Clearly Differentiated from Competition

Core Mobile vs Primary Competitors

	Offerings			
	Patient Engagement	Provider Workflow	RT Location Tracking	National Authority To Operate
	✓	✓	✓	✓
	✗	✓	✗	✓
	✗	✓	✗	✗
	✗	✗	✓	✗
	✗	✗	✓	✗
	✗	✓	✗	✗

Complimentary to EHR Companies!



Core Mobile has sole source contracts with the VA

Customer Traction & Product Market Fit

Proven Technology



Trials

UCLA

Workflow efficiency
in Gastroenterology

UC DAVIS
UNIVERSITY OF CALIFORNIA

Workflow efficiency
in Thoracic surgery



Washington DC
VA Medical Center

Workflow efficiency
in Surgery, Anaesthesia
& Nursing

Proven Market Fit



Customers



Cheyenne VA
Medical Center

Surgery

22 beds
85K Registered Patients
15K Active Patients
100+ Staff Users



VA Salt Lake City
Healthcare System

Surgery

121 beds
265K Registered Patients
85K Active Patients
500+ Staff Users



In conversations

Proven Demand



Hospital-Wide
National Deployments



Albany Stratton
VA Medical Center

Emergency, Surgery, Radiology, Labs, Wards

156 beds
250 Registered Patients
500 Staff Users

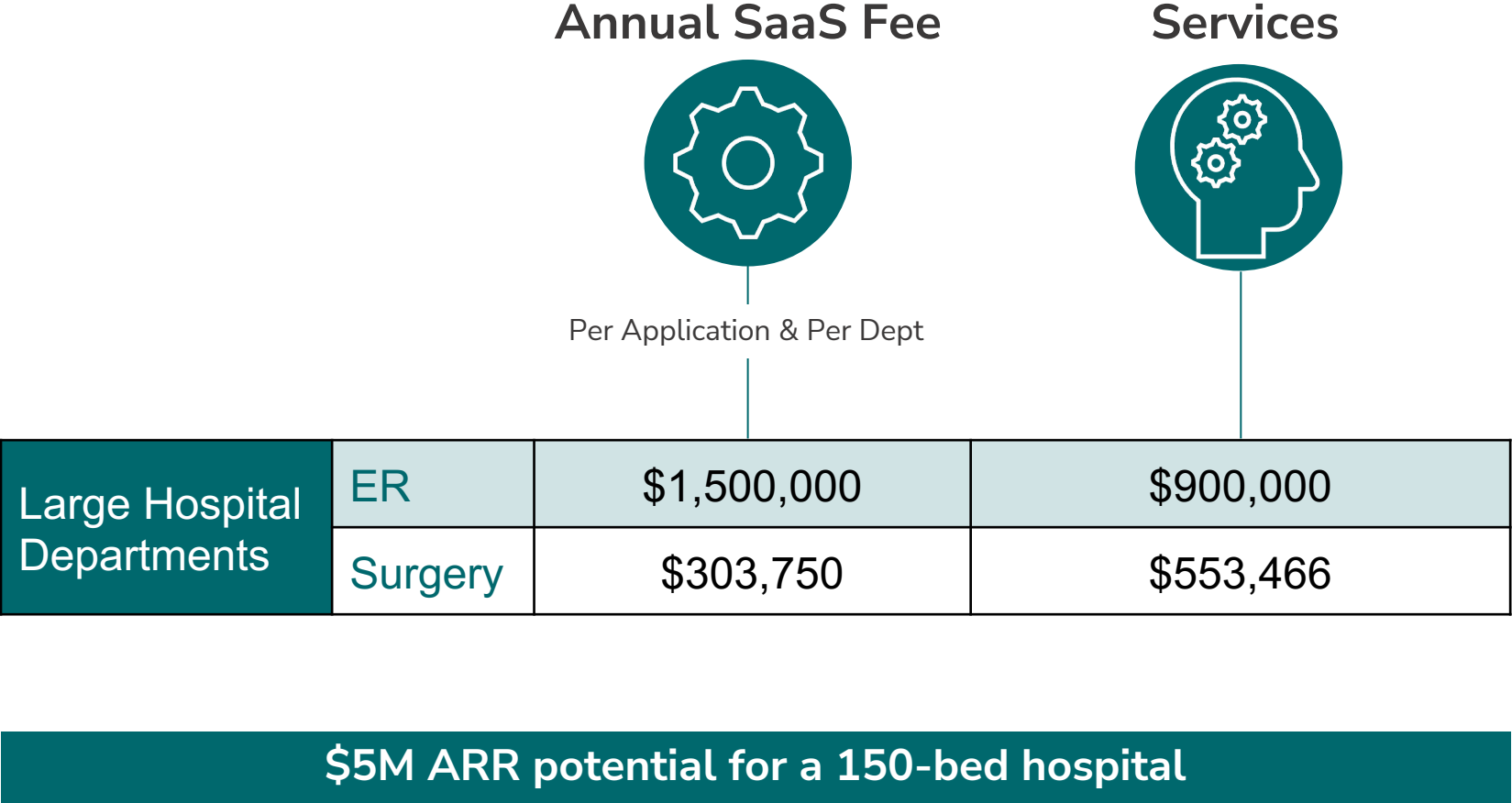


National Oncology
Program Office

Consolidated platform
for VA national
Radiation Oncology
program

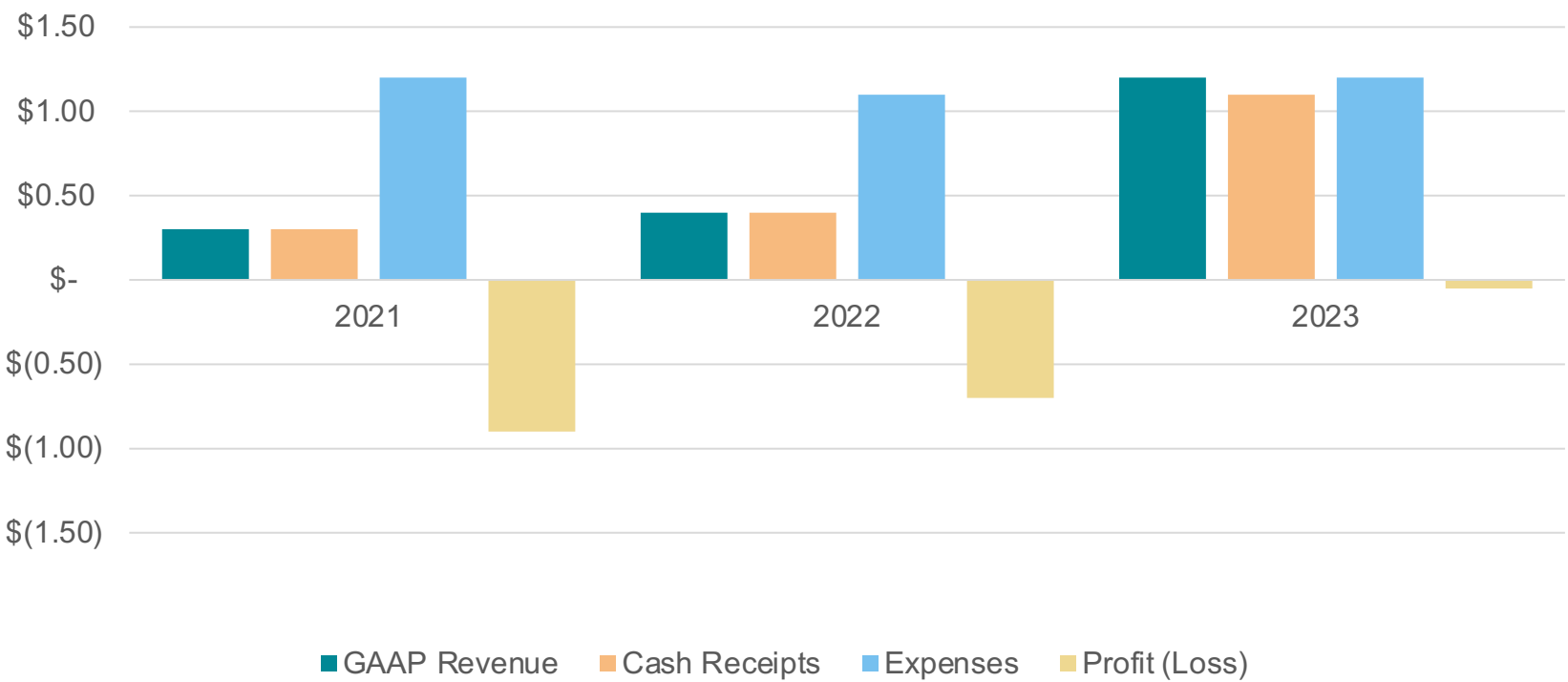
Proven and Ready to Scale!

Business Model



Past Financials

2021 – 2023 Financials in Millions (USD)



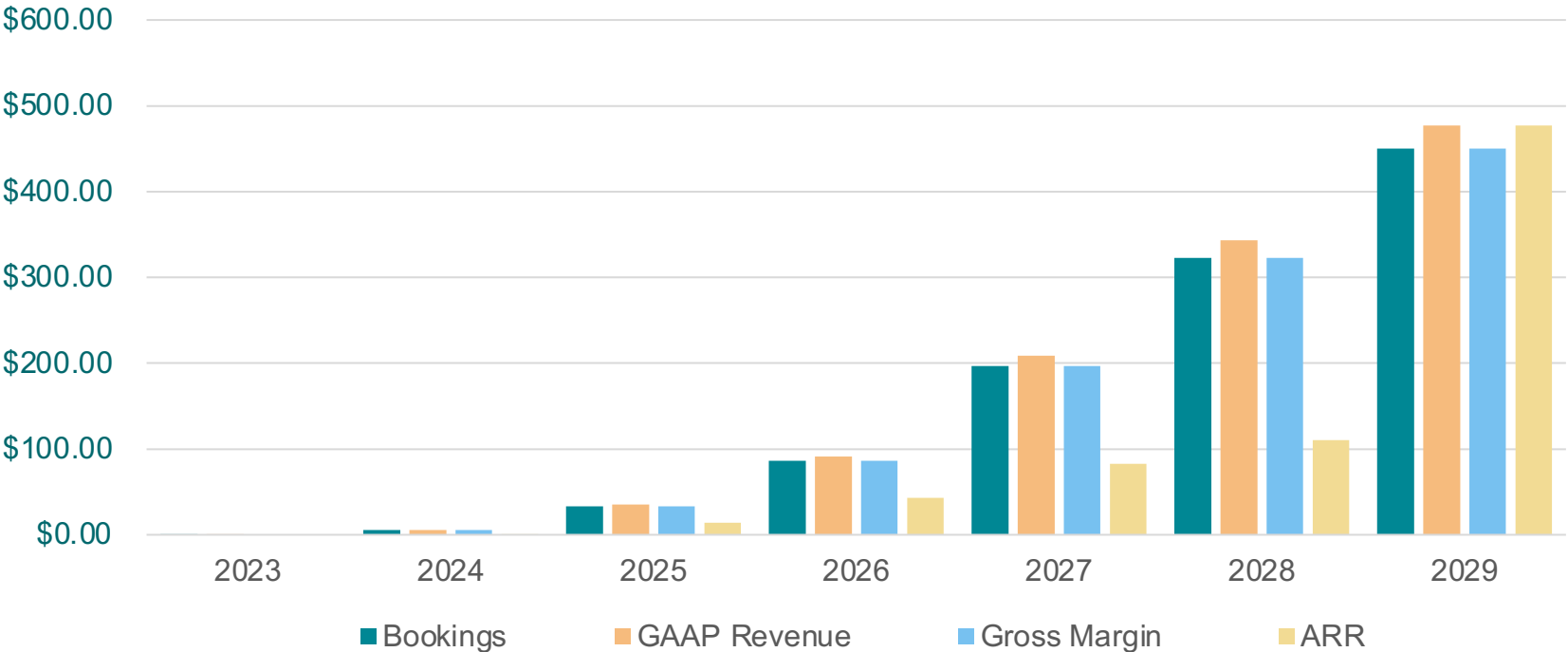
Cash Flow Neutral
in 2023

Huge Potential
Ahead



Financial Projections

Future Projections in Millions USD

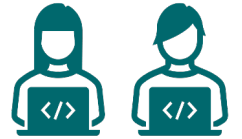


Gross Margin ~90%



Increased from 85% by moving compute costs to the customer

The Team



+ 40 Engineers



Chandra Tekwani,
B. Tech, MSc
Founder & CEO
30+ yrs. experience,
4^o startup,
Ex-Juniper, Netscreen



Vinay Chhatre,
PharmD
Business Development,
35+ yrs. Experience
3rd startup,
Ex-Amersham



Pramod Chivate,
PhD, PMP
Product Management
30+ yrs. Experience
Ex-Accenture



Neal Kaushal, MD, MBA
Gastroenterologist
Chief Medical Officer
12+ yrs. Experience
Ex-UCLA, UCI, Adventist



Christopher Hammond,
MD, Emergency Medicine
15+ yrs. Experience
Los Alamos Med,
Air Methods



Michael Adkins, MD,
FASA, Anaesthesiologist
25+ yrs. Experience,
Ex-Stanford,
Banner Health



Deepak Takhtani, MD,
CPHIMS Radiologist
30+ yrs. Experience,
Ex-John Hopkins
Veterans Affairs



Alexis Ramos,
MA/MS
Marketing, UX & Training
10+ yrs. Experience
Fulbright Fellow



Angelique Crooke
RN
Head of Clinical Ops
30+ yrs. Experience
Ex-Mass Avenue
Surgery Center



Erin Hannah,
RN
Clinical Technologist
6+ yrs. Experience
Ex-Cleveland Clinic,
Stanford Hospitals



Deyne Bentt MD CPHIMS
Health Informatics
CHIO VA VISN5 and
DCVA
Anaesthesiologist
30+ Years Experience



Shalu Gugnani
MD FASM
Behavioural Health &
Addiction Medicine
Ex-Univ of Wisconsin
Chicago Based



Ruby Cheema
Investor, Pharma Advisor
Viracta, BioPharmaPM,
Ex-4D Molecular
Therapeutics, Ex-Unity
Biotech, Ex-Genentech



Rusty Cone, MS
Board Chairman and
Advisor Field Operations,
35+ yrs. Experience
Ex-US Navy, Unicom,
NEI, Alliance

Deep Experience in Healthcare Start-ups Worked Well Together for Over 5 Years

Growth Strategy



Initial Credibility

Direct Contracts

UCLA

UCDAVIS

**MASSACHUSETTS AVENUE
SURGERY CENTER**

SCA Health



**Washington DC VA
Medical Center**



**Cheyenne VA Medical
Center**



**VA Salt Lake City
Healthcare System**



**Ralph H. Johnson VA
Medical Center**



Accelerated Growth

Scale via Partnerships



VARIAN
medical systems



**FOUR POINTS
TECHNOLOGY**
A Service Disabled Veteran Owned Small Business

leidos

**SIEMENS
Healthineers**

tcs

VetsEZ
Complexity Made EZ



**CHANGE
HEALTHCARE**



HCA
Healthcare

Prime Healthcare



Feidhmeannacht na Seirbhíse Sláinte
Health Service Executive

NHS

nhs.uk

Timing to Scale is NOW



Cash Flow Positive in 2023

10 years in healthcare workflows with existing AI/ML

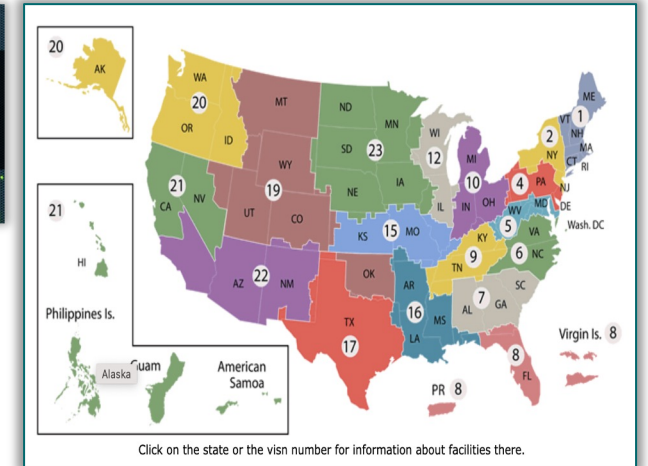
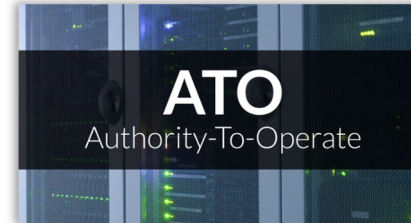
Successful Million Dollar Paid Pilots

\$40M Sales Pipeline for Next 12 Months

~\$1 Billion Targeted 2026 - 2029

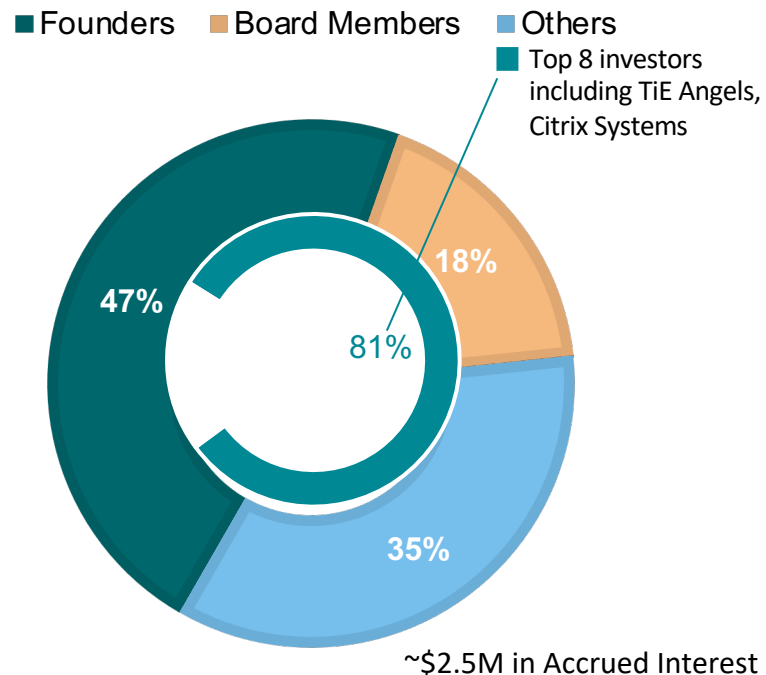
chandra@coremobileinc.com

Tel: 408 476 0770



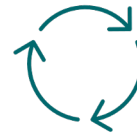
Deal Summary

\$8.5M ANGEL FUNDS RAISED TO DATE



chandra@coremobileinc.com

Mobile Tel: 408 476 0770



\$1M

Additional investment round as convertible debt under way



\$15M

Raise Planned for late-2024
Open to \$3M now and larger round later

Funds will be used to:



Fund go to market plans –
Sales / Marketing to expand
beyond VA & DHA



Scale up deployments



Continue to innovate

Table #1

Core Mobile, Inc.

Increase hospital capacity by 20%
without adding staff or resources

chandra@coremobileinc.com

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