gojitech

Gojitech

We make it easier to use computers in healthcare.

- Unpaid "after-hours clinic" and "pyjama time,"

- "Death by 1000 clicks"

- Legacy systems extremely difficult to change

- Burn-out, leaving the profession.

The Problem

Our clinicians are not working the way they should or want to

Primary care physicians spend **6 hours a day** engaging with electronic systems. That's before, during, and after clinic hours.

> **There was a column of thirteen tabs on the left side of my screen, crowded with nearly identical terms**: "chart review," "results review," "review flowsheet." We hadn't even started learning how to enter information, and the fields revealed by each tab came with their own tools and nuances."
>
> **By Dr. Atul Gawande, Annals of Medicine,** November 2018 Issue

Physicians spend **2 hours** on electronic documentation for every one hour of direct patient interaction.

> I chose to be a physician to care for people. I value my direct face-to-face interactions with my patients. [...] **I did not sign up for screen time with a computer, speed typing or clicking**"
>
> **By Dr. Jaya Mallidi, MedPage Today's KevinMD.com** Social Media's Leading Physician Voice

72.9% of the physicians experienced some level of burnout in 2021 up from 66 percent the previous year.

> **Doctors are burning themselves out and the technology that's supposed to be making their jobs easier is making it harder.** [...] Amenta says this burnout leads to high rates of physician death. We lose about the size of one medical school class to suicide each year"
>
> **CBC Radio – The 180** Link here
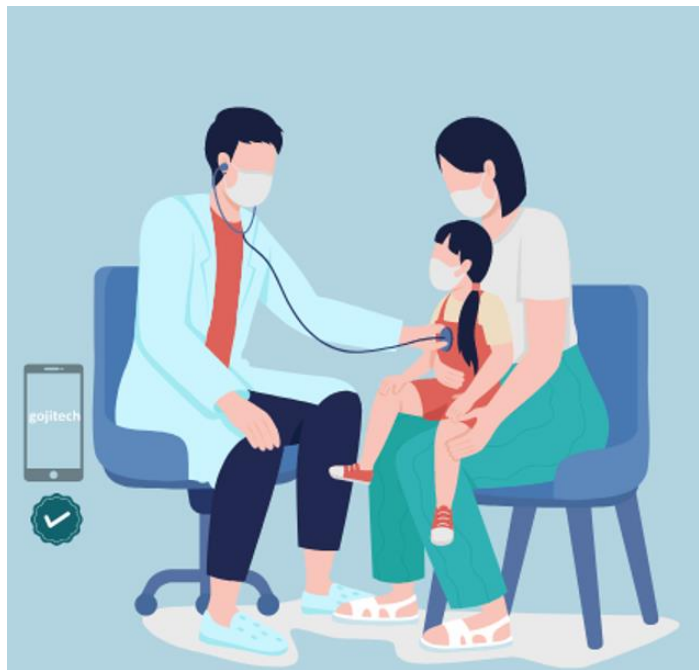
Healing the Healers

Gojitech enables clinicians to focus on patient outcomes, removing much of the administrative and patient overhead from their existing electronic systems.

AND

Reorient expenses to delivering care, and profit instead of new systems, workflows, and non patient focused activities.

The Solution

An Intelligent Assistant powered by AI

Low to no change impact: We simply sit on top of the existing systems as a bolt-on or as an agent.

Return to face-to-face and focus on client: Turn on the mic, and have Goji do the clinical documentation and clinically relevant actions.

Simplify system interactions: Use touchless gestures or voice commands by asking Goji to order a lab test, do referrals, follow-up actions to staff members, or write a prescription.

Digital Quality Measures: Our AI automates structured clinical notes with disease and conditions codifications for better healthcare planning

Privacy and Security Built-in: Solution is complaint with privacy legislations such as PHIPA, HIPAA, and GDPR with full control of the data with clinician and data residency in the local jurisdiction.

How It Helps

Refocus on patients and revenue generating care

Over 200 hours a year back

No more death by 1000 clicks

No more manual data entry

No more dictating clinical notes

ROI: ~36x

~$2,200/month on ~$60/month spend

The Market

$12+B

USA and Canada

Primary Care + Acute Care + Community Care clinicians = **17.5 M+**

17.5 Million

@

$60/ Month

Total Spend =

$109 Billion

The Team

With previous healthtech exits, AI PHDs and Big Company experience, Gojitech's team has been proven to deliver.

Roe Sivanandan
President + Chief Executive Officer

The Network and the Visionary – A Serial Entrepreneur,

Co-founder and CRO, i6 Technologies acquired by Bright Health and MVC Technologies (/Sail Cannabis)

EVP Strategy / Co-founder, Orbcare - Adracare bought by WELL

VP Business Development, Cygnos IT Security acquired by RCGT

University of Waterloo and Wilfrid Laurier University with Honours Bachelor of Business Administration with Information Systems in Mathematics.

Giri Amarakone
Chief Product Officer + Engineer

Experienced Product and Technology Leader

Founding member, NVIDIA's Tegra enabled Android Tablet, Chromebook, dual core smartphone

Co-founder and CEO, start ups, SafeTrack, DeepPiXEL

Sr. Director, Marketing and BD, MediaTek

Engineering Program Management and Mobile, ATI/AMD

Electrical Engineering Degree from University of Waterloo

David Campbell
Chief Operating Officer

Hospital Administrator + Complex Projects

25+ years as executive hospital administrator

Author, MOH Hospital Reconfiguration Project.

Director, Telus Health (largest health IT company in Canada).

VP BD, Orbcare – Adracare bought by WELL Health

Bachelor of Commerce (Accounting), Concordia U..

Master of Health Administration, U. of Ottawa

Dennis Chan, PhD
Chief Solutions Architect

Technology and Algorithm Expert

Forefront expert in neural networks and AI, Google, Facebook, Amazon

Recognized leader at University of Toronto on AI use cases and application in the real world

Co-founder and CTO, start ups, SafeTrack, DeepPiXEL

Director Software Engineering, Analog Devices and MediaLight

PhD from University of Toronto – Electrical, Electronics, and Communications Engineering

Go To Market

Channel Partners

gojitech → **Partners** → **Clinicians**

❑ Via channel partners to Canada, US and New Zealand.

   Channel #1 (10,000+) - Q2 / 2022
   Channel #2 (26,000+) – Q3 / 2022
   Channel #3 (300,000+) – Q4 / 2022

❑ On-line sign-up, subscribe monthly.

❑ Ontario Biosciences Innovation Organization (OBIO) funded demonstration projects in clinics.

Traction

We move forward confidently

- ✓ $100,000 Canadian through Canada Innovation program to MVP and POC at clinics
- ✓ $100,000 USD from Forum Ventures in San Francisco
- ✓ Various grant monies secured – approx. $60,000 Canadian
- ✓ Canadian SR&ED of $40,000+ in Q1 2022
- ✓ Ontario Centres for Innovation (OCI) has committed $125,000 Canadian once Gojitech secures a Term Sheet
- ✓ Industrial Research Assistance Program (IRAP) has indicated an investment of ~$150,000 Canadian once a Term Sheet is secured
- ✓ Successful Smile CDR integrated proto-type demo to Amazon in Texas
- ✓ Placed 2nd at the McMaster University and Innovation Factory's Synapse Competition ($20,000 prize)
- ✓ Contract process in progress with OBIO for a demonstration project with FHT in Ontario
- ✓ Gojitech is 17 people strong and growing

Pipeline of Opportunities

Huge **active** and **growing** inbound pipeline of channel partners and direct sales

❑ 1 – 2% adoption over 2 to 3 years from our traction = $2.4M to $4.8M USD in revenues

2021 PIPELINE			SERVICEABLE ADDRESSABLE	SERVICEABLE OBTAINABLE	SOM USERS	WEIGHTED FORECAST
Q1-2021	Totals	1 Channel (WELL Health) + 3 Clinics	$ 25,220,880.00	$ 10,088,352.00	14,012	$ 6,052,536.00
Q2-2021	Totals	3 Additional Ontario Clinics	$ 81,600.00	$ 32,640.00	45	$ 9,504.00
Q3-2021	Totals	1 Channel (Smile) + OBIO + US Network	$ 158,600,000.00	$ 31,820,000.00	88,111	$ 1,640,000.00
Q4-2021	Totals	1 Channel (PCC) + 5 US Hospital Networks + Maple	$ 140,852,000.00	$ 56,700,800.00	78,125	$ 11,144,860.00
GRAND TOTAL			$ 324,754,480.00	$ 98,641,792.00	180,293	$ 18,846,900.00

The Competition

A key Gojitech differentiator:

Goji listens to clinician-patient interaction and automatically generates all required documentation and clinically relevant actions with valuable structured notes and codifications.

	Gojitech	Suki.ai	Robin Healthcare	Ambient AI	Nusance Communication	Notabel Health	Mutuo Health
Pricing (per user per month)	$50 - $60	$200 - $250	$100 - $150 + device costs	*Acquired by Nuance*	$80 - $129	~$100-$150 with	$75 - $150
Skills							
- Dictation	++++	++++	++++	++++	++++	++++	++++
- Dication Anywhere	++++	++++	++	++	++++	++	x
- Voice Navigation	++++	x	x	x	++++	x	
- Integration with workflow	++++	++++	++++	++	++++	++++	x
- Task Automation (prescribing, orders, data retrieval)	++++	++	++	++	++	++++	x
- Structured notes	++++	++++	++++	++++	++++	+++	++++
- Clinical Intelligence	++++	x	x	x	x	x	x
Ease of Integration	++++	+	+	+	+++	mostly RPA	x
touchless gestures interactions	++++	x	x	x	x	x	x
Single Sign-On (Office 365, Google, SAML Agent)	++++	+	x	+	++++	++++	x
Embedded into Electronic Health Record	++++	+	x	x	+	++++	x

Thank You

GOJITECH IS RAISING TO

ACCELERATE

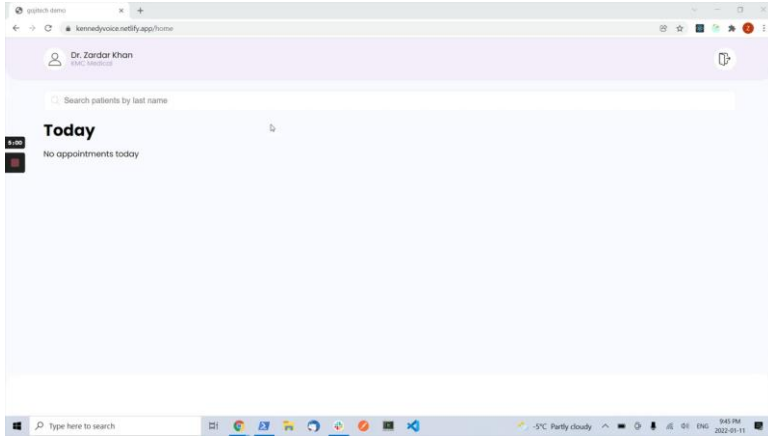**Roe** Sivanandan
President and CEO
roe@gojitech.co
1.647.888.1064

Technology partners + Accelerators

Product Demo - Videos

Goji Voice

https://www.youtube.com/watch?v=Pv331pNw_lE

Accurate and easy physician notes

Structured data to realize the power of data lake

Goji Next

https://www.youtube.com/watch?v=hqP88NZkJMY

Gojitech International

Opportunities today...

USA, Canada, UK, Australia, New Zealand

Opportunities tomorrow...

Germany, Norway, Japan, Netherlands

Brazil, Chile, Costa Rica, Mexico

Opportunities day-after...

Colombia, Ecuador, Belgium, Finland, Philippines, Turkey, Saudi Arabia, Latvia