

**Ale
Innovations**

Automating patient handling



Robotics that automate patient transfers- the most labor intensive task in healthcare- allowing staff to do more with less



*

Burnt out nurses doing back-breaking work

Transferring a patient* requires **2 – 8 staff members** and causes exerting back-breaking effort resulting in injuries costing **\$20B per year**. As a result:

- > Nurses are **leaving the profession**
- > **Clinical inefficiencies**
- > Poor **patient experience**

*Patient transfer: the act of lifting and moving immobile individuals between surfaces.



In the face of **nurse staffing shortages**, an **aging population**, and **increased demand** for healthcare services, hospitals need to innovate in order to **better utilize nursing staff** and **improve retention rates**.

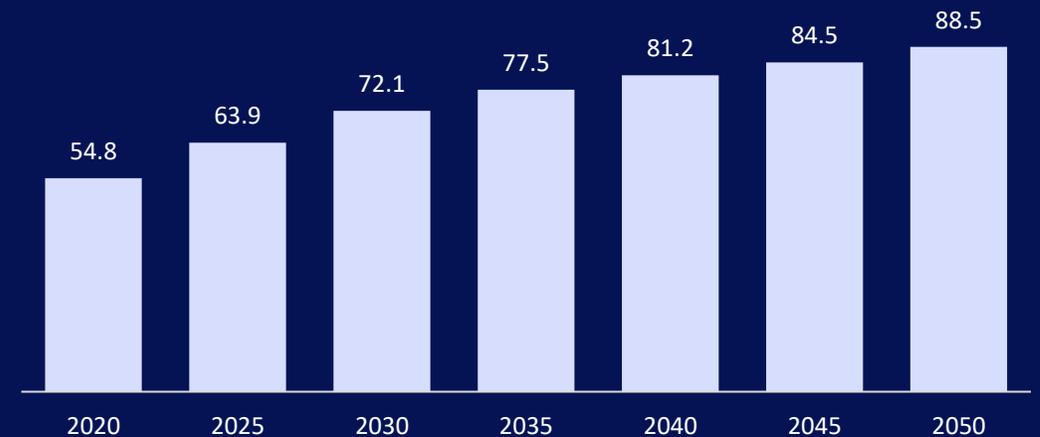
The U.S. is projected to face a shortage of more than **200,000** registered nurses in the next three years.

Source: [McKinsey Insights](#)

47% of healthcare workers in the U.S. plan to leave their positions by 2025.

Source: [Forbes Survey](#)

Projected U.S. population aged 65 and older
(in millions)



Source: Population Division, U.S. Census Bureau



ALTA Platform™

1 person – Effortless Transfer



Safer for all



Transfer at the
push of a button



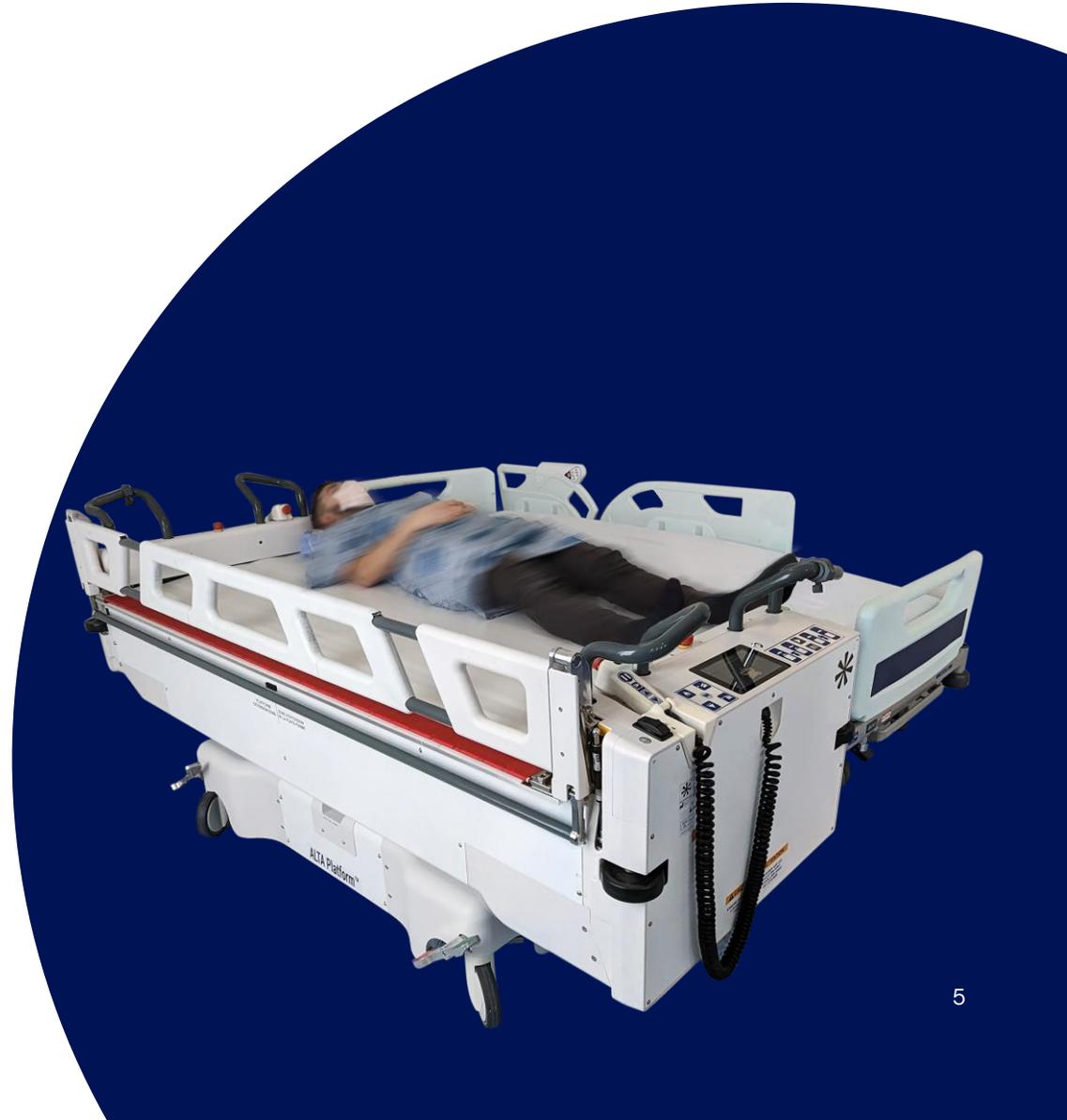
Smart device



Contactless
transfer



Dignified patient
experience





Videos



What hospitals are saying



Product introduction

Smart Connected Robotic Intuitive



MOBILE & POWERED
The device is mobile and independently powered to go wherever transfers are required within the facility



SAFE & SMART
Equipped with an array of sensors, the smart device ensures safety above all else, while being easy to use. The ALTA Platform communicates with the user via a graphical interface while monitoring proper status of safety systems such as wheel locks and patient guards



DATA ANALYTICS
The ALTA Platform transmits device status and utilization data to the cloud, giving facilities key insights into workflows



EASY TO OPERATE
The device allows the user to interact via portable remotes, fixed intuitive buttons and graphical displays on both sides of the device



BIDIRECTIONAL
Platform extends from either side to transfer patients on and off the device, while also having controls on both sides



MOTION ASSIST
The comes equipped with powered wheel(s) that make the device easy to move and maneuver



POWERED ACTUATIONS
The ALTA Platform has motorized columns that allow it to adjust its height and tilt as needed



Robotics enabled technology

Lateral transfers are just the beginning.

What's next?

- > Expand clinical use cases & utilization
- > Provide facilities with unique insights & data
- > Innovate on autonomy





Commercial Launch

Bruyère hospital embracing robotic solution to a chronic challenge – moving patients



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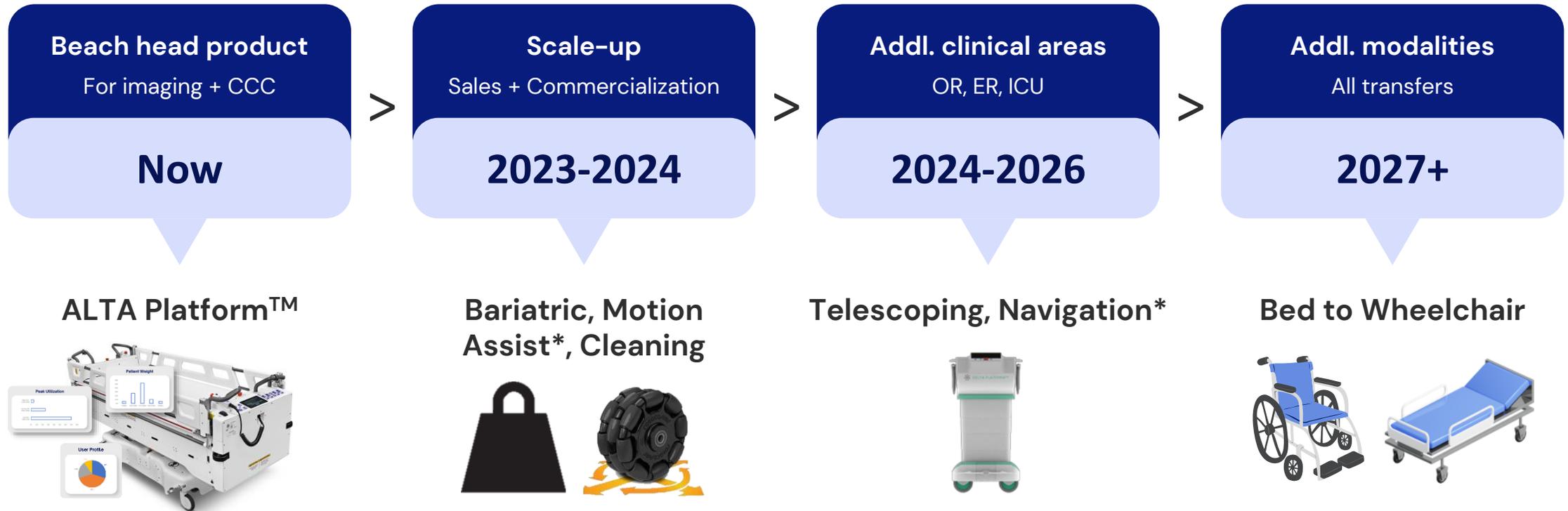
Launching Change Leaders Program

6 regional hospitals will receive

- Extensive support and training**
- Access to latest tech features**
- Preferred commercial terms**



Transforming patient handling





Value proposition

Doing more with less



Staff Retention

↑ Increased autonomy and satisfaction



Enhance clinical efficiency

↓ Reduced downtime

↑ Increase procedures and revenue (e.g. CT Scan)



Patient Dignity

↑ Improve overall patient experience, comfort and dignity

Immense interest from leading facilities

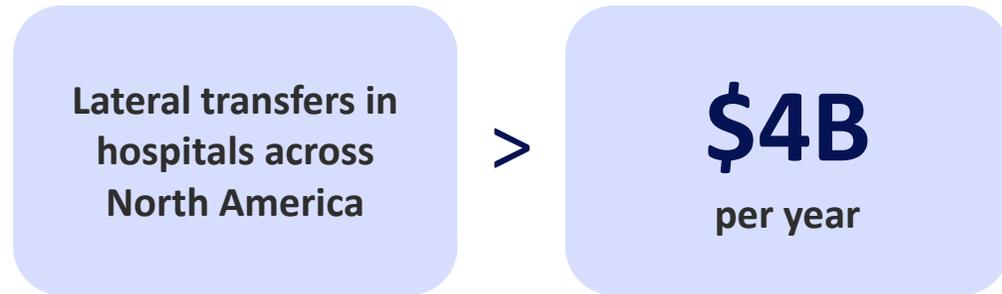
Bruyère 



Member of the [Mayo Clinic Innovation Exchange](#)



Market size



Growing demand due to:

- > Covid-19
- > Aging population
- > Healthcare staff shortage

“The patient lateral transfer market is expected to grow... at a CAGR of 9.1%... driven by the high risk of musculoskeletal injuries”

– Patient Lateral Transfer Market, Global Forecast to 2025

Market size to multiply by **10x** as Able Innovations™ enters additional verticals including bed-wheelchair transfers.



Competitive analysis



Manual transfer
(2+ staff)

Significant effort

Easy to operate

HOVERTECH
HOVERMATT



Requires set-up and turning of patient

Able
Innovations



Smart device, superior HMI, single caregiver

Effortless

Ease of use is a significant obstacle in healthcare adoption

Hill-Rom

stryker



ARJO

Hoyer®

Assistive lifts and slings

Difficult to operate



SAVIR
Medical Marketing

MOBILIZER 3

Unintelligent, hard to operate, and unreliable

* Operational snapshot

2018

Year founded

19

Employees

Intellectual Property

1 Granted Patent

16 Filings in Progress

3 Trademark Applications

Classifications



Class II Registered



Class I Registered



Field Evaluation Approved



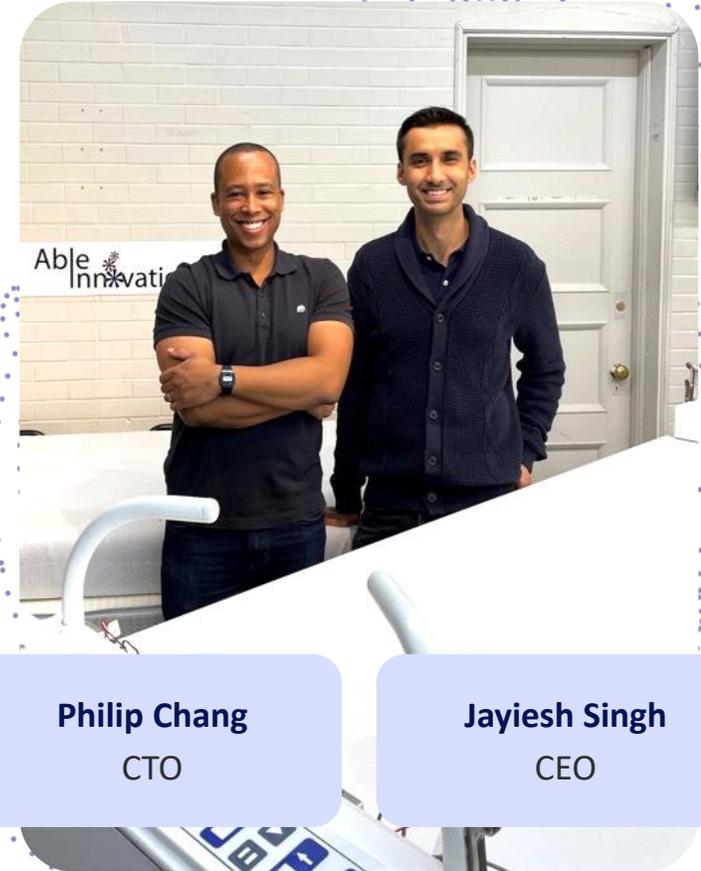


Who we are

Mission-driven, experienced entrepreneurs with **10+ years of experience** in **supply chain and robotics**.

Notable achievements

- >8 product launches and scaled
- Founded successful Supply Chain consultancy
- ~\$1M ARR in previous business
- Managed teams of 30+ employees
- >15 patents granted (incl. defense of IP)





Team and advisory board



Dr. Gaurav Puri
Chief, Emergency Dept., Southlake Hospital



Mandeep Saini, CPA
Fractional CFO



Dr. A. Vellathottam
Private practice in Occupational Health



Kevin Donnelly
Ex-V.P. of Reengineering, Baxter





Thank you



**Able is presently raising a
Seed+ round**

Asks

**Introductions to key
stakeholders in facilities**

Introductions to investors

**Any strategic advice on sales
+ distribution**



A ~500 bed hospital in Canada, focused on senior rehab has identified staggering costs associated with patient handling injuries.

Case: Reducing Cost of Injury

Modified work assists (MWA)

Staff transitioning from an injury and returning to work are assigned a dedicated worker/buddy to conduct manual tasks.

\$2MM

In wages for MWAs

Lost wages

Wages paid out to staff who are injured and cannot come to work.

\$1.5MM

In wages to injured workers

Increased attrition and overhead

Physical demands are increasing burnout and making retention harder, creating a viscous cycle.

unidentified

but existential challenges to operation

Reduce Turnover

Safer return to work

2x ROI in 1 year



Hospital diagnostic imaging suites often have in-patient appointments patient with limited mobility

Case: Diagnostic Imaging (Modelled, High Volume)

Staging Before a Scan

Currently inefficient as several staff need to be located and assembled.

50% of time

Dedicated to stage before the scan can be saved by using ALTA

Actual Transfer Speed

Conventional methods of transfer take longer than our automated solution

17% of time

Dedicated to transfer the patient can be saved by using ALTA

Human Resource Required

Current transfer methods require at least 2 individuals, often more.

+ 50% of staff

Time dedicated to transferring patients can be reduced and therefore re-directed towards higher value tasks

Automating patient transfer will materially reduce patient wait times for D.I.



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