



scase 

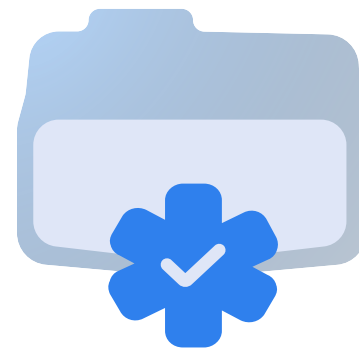
**Portable diagnostics
accessible to everybody**

The Opportunity

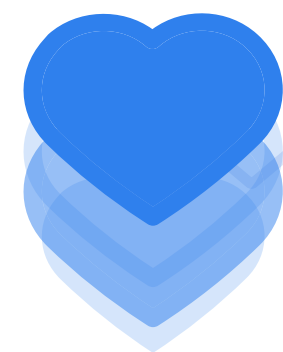
Seamless integration
of smart technology in
clinical care is **HARD!**



Compliance with privacy and security regulation such as ISO 13485:2016, MDR 2017/745/EC, GDPR etc.



It must be **easy for professionals and patients** to connect and run with minimal intervention or setup



Future proof by being designed to allow remote software and security updates

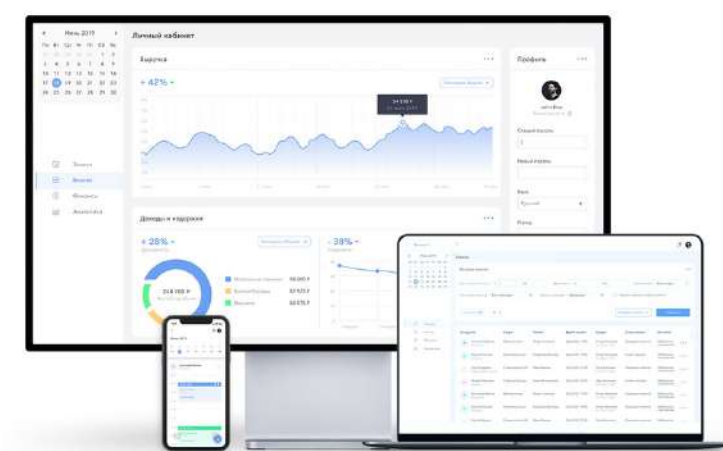
Our solution

Yet another device ? **No!** an intergrated solution.

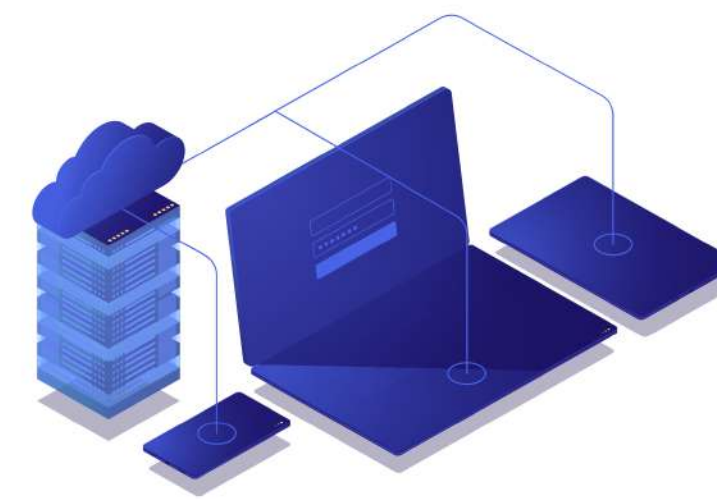
- **Scase Telemonitoring solution** allows one doctor to monitor multiple patients simultaneously reducing doctor/hospital visits
- All in one solution with no need for setup, pairing of external devices with implemented compliance mechanisms for clinical care & remote monitoring
- A decrease of inpatient visits and increase of outpatient home care leads to cost saving / higher revenues for healthcare providers thanks to automation



Scase medical point-of-care device



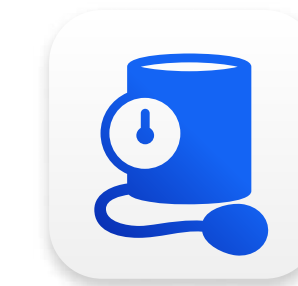
Scase Software Platform



Data integration, aggregation & analysis



Glucosemeter



Blood presure monitor



Pulse oxymeter



IR Thermometer



Contact thermometer



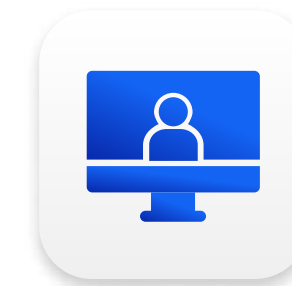
Patient questriones



GSM & Wireless



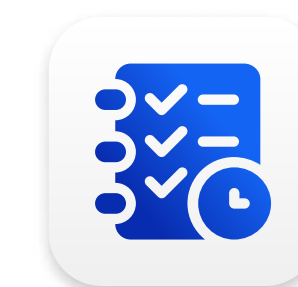
Patient database



Remote monitoring



Comunication tool



Measurment plan



Reminders



Our target user

Elderly patient (55+ years) with 2+ comorbidities

- Low compliance to the management of therapy
- Living in rural or remote areas
- Low technical skills
- Long-term disease or post-operative condition
- Highly dependent on health monitoring
- 15-25% of a countries population on average



Our target client

Private & public healthcare institutions

- 10-200 employees
- 100 to 100 000+ registered patients
- 1 doctor: 2 500 patients
- Focus departments: Cardiosurgery, Cardiology departments, Diabetes Care, SARS-Cov-2 Stationnaires

Business model - B2B2C

SaaS Model includes*:



Device

349,99€



Platform

49,99€ / Month



Disposables

Strips **10€**

Lancets **7,6€**

Blood pressure cuff **14€**

*Prices will vary on different markets

**Detailed data monetization upon request after signing NDA

Founding Members



Martin Pekarčík
CEO

Medicine at Comenius University
Part of the Virtual medicine startup being used in 140+ countries
Licensed emergency trainer for mountain climbers

Slavomír Hruška
COO

Entrepreneur and Venture capital investor with the Fund of innovation and technologies
Exit of a tech B2B platform as CEO

František Kudlačák
CTO

PhD. Candidate at Faculty of Informatics and information technologies
Leader of Stuba Green team formula leading 40+ developers
Developed algorithm for detecting future cardiovascular problems

Ján Forgáč
CHIEF DESIGN OFFICER

Product designer graduated from STU in Bratislava
Winner of the Czech national design prize with ecological chair SENO

Denis Čapkovič
LEAD SOFTWARE ENGINEER

Faculty of Mathematics, Physics and Informatics in Bratislava



Team Members



MSc. Juraj Jaňák
CHIEF INFORMATION OFFICER

Systems Management at Liverpool University,
Seasoned manager & downhill addict



Ing. Phd. Peter Matejček
GLOBAL STRATEGY MANAGER

Investment advisor
Banker in the Austrian Creditanstalt Bank
Diplomat
Ing., PhD. in World Economics at Institute
of Economics



Ing. Richard Arpáš
SOFTWARE PLATFORM SCRUM MASTER

Co-Founder at MetaApp - a software platform
for drag&drop app design.
Management of challenging software projects.
Experience as software designer, analyst,
architect and programmer.



Ing. Tatiana Šišková
PR & SOCIAL MEDIA COORDINATOR

Work experience includes First Data,
Bonard & Sia Central Europe



Ing. Michal Minárik
ELECTRONICS DESIGN ENGINEER

PhD. Student at Faculty of Electronics and
Photonics Mixed-signal circuit and PCB
design



Ing. Hynek Štetina
PRODUCT DEVELOPER

Hardware enthusiast
Master degree in microelectronics at BUT

Traction & Dealflow

337K+ Euros in Paid pilots

In Pipeline

In discussions about PoC

Signed



**50+ medical
practitioners and elderly
care homes**



and more...

Pilots / Past and Present

November 2021

December 2021

January 2022

February 2022

- 7 pilot collaborations
- 37 Scase solutions
- Slovakia, Georgia, Albania

- KYSUCKA HOSPITAL
- CARITAS
- EIT HEALTH / ZVLD
- ST. ELIZABETH UNIVERSITY
- DSS KEŽMAROK
- DSS MOLDAVA n. BODVOU
- DSS BARDEJOV

- 10 pilot collaborations
- 44 Scase solutions
- Slovakia, Georgia, Albania

- KYSUCKA HOSPITAL
- CARITAS
- EIT HEALTH / ZVLD
- ST. ELIZABETH UNIVERSITY
- DSS KEŽMAROK
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- DSS BARDEJOV
- DSS BÁNOVCE n. BEBRAVOU
- DSS PAŽÍTKOVÁ / BRATISLAVA
- DUO MEDIC

- 10 pilot collaborations
- 48 Scase solutions
- Slovakia, Albania

- KYSUCKA HOSPITAL
- ST. ELIZABETH UNIVERSITY
- DSS KEŽMAROK
- DSS MOLDAVA n. BODVOU
- DSS BARDEJOV
- DSS BÁNOVCE n. BEBRAVOU
- DSS PAŽÍTKOVÁ / BRATISLAVA
- DUO MEDIC
- SFÉRA
- DSS LEHNICE

- 16 pilot cooperations
- 102 Scase solutions
- Slovakia, Albania, Ghana, Moldova

- KYSUCKA HOSPITAL
- ST. ELIZABETH UNIVERSITY
- DSS KEŽMAROK
- DSS MOLDAVA n. BODVOU
- DSS BARDEJOV
- DSS BÁNOVCE n. BEBRAVOU
- DSS PAŽÍTKOVÁ / BRATISLAVA
- DUO MEDIC
- SFÉRA
- DSS LEHNICE
- BTM HOSPITAL
- MEDPARK
- SPITALI AMERIKA
- DSS GERIUM SMOLENICKÁ
- DSS GERIUM PODUNAJSKÉ BISKUPICE
- HOSPITAL NOVÉ ZÁMKY

Supporting Our development

900K Euros raised from investors

bpd partners

YSOFT
VENTURES

brinc

SlovakAid

Panasonic

AXA
FOND



accentis
building solutions

MTS



Kubi>

NATURAL DOOR®

Ing. Vladislav Baričák
Bc. Maroš Pekarčík

Our Goals

for 2025



- Our target : **500 healthcare institutions using our solution***
- Expected ARR in 2025: **88,4 Mil Eur**
- Cumulative revenue by 2025: **141,6 Mil Eur**
- Monthly growth percentage: **6%**
- LOI for pilots from interested hospitals & parties to date : **24 hospitals & 56+ Elderly care homes**

*Sample hospital from our pilots has annually approx A. 600 Patients with Chronic Heart Failure and/or Diabetes Mellitus 1st / 2nd type B. 5000 Patients in a postoperative period after cardio surgery C. 1000 In management of Arterial Hypertension D. 1000 Patients 55+ with low medication taking compliance and 2+ comorbidities living in rural or remote areas

We are a funded company with multiple paid pilots and past experience in taking a startup to exit.



Slavomír Hruška
COO & Co-founder of Scase

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Bratislava 831 54

Mobile: **+421 903 573 411**

Skype: **slavomir.hruska**

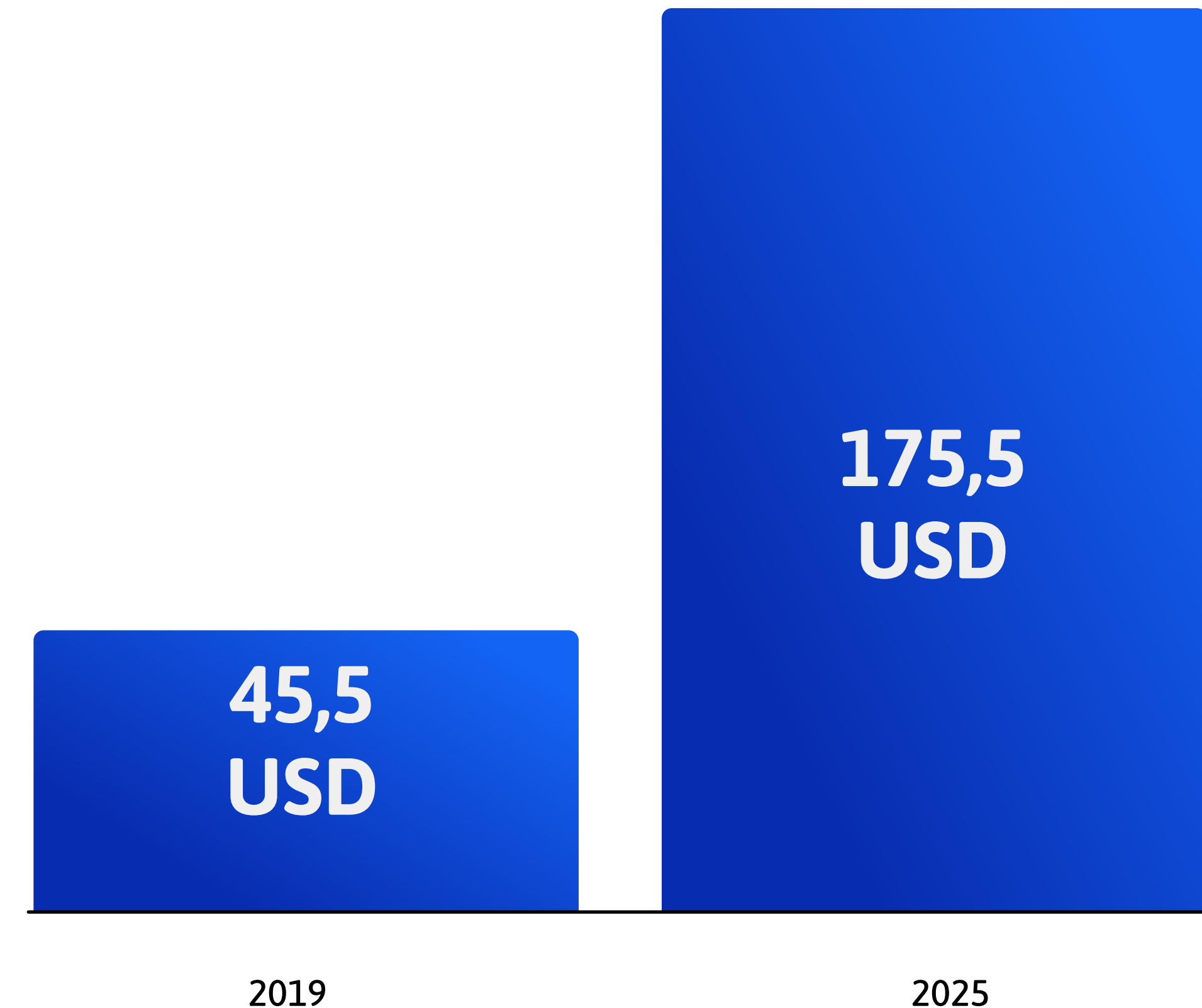
Email: **slavomir@scase.io**

Industry trends & Market size

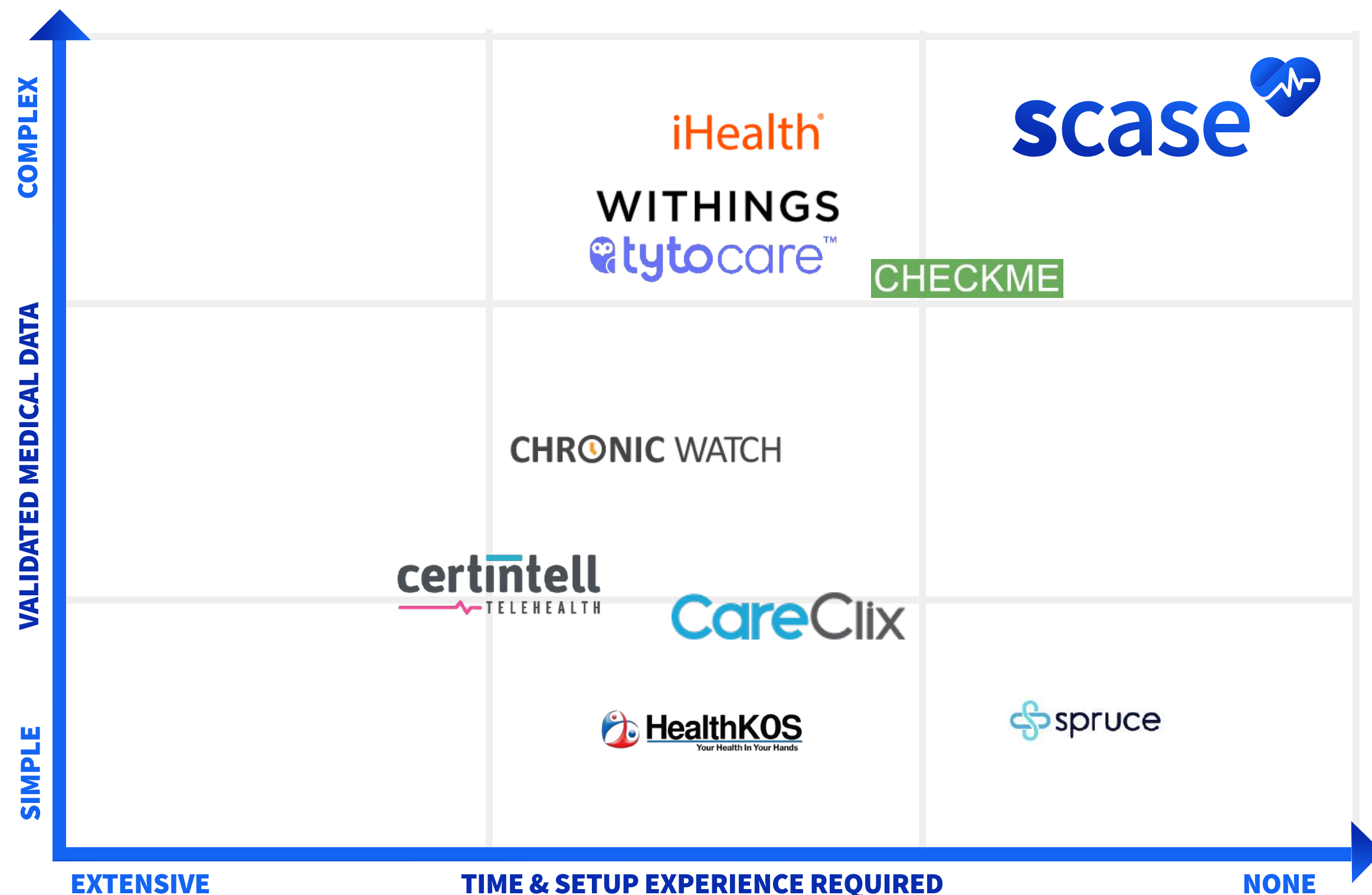
The market for remote monitoring and telehealth was projected to grow over 3x in the next 5 years even before Covid 19. The pandemic will contribute to acceleration of growth in this sector opening up significant opportunities for integrated **medically certified** solutions like Scase.

Further, countries such as in Europe, it is predicted that the use of IoT in the region may increase almost three-fold between 2017 and 2025, reaching 4.9 billion connected devices., increasing the integration of telemonitoring systems significantly.

Telehealth market market size in billions



Competitive landscape



Most competitors today are only software providers. They need to source independent hardware solutions which provide vital data with different precision and are not designed for the elderly and people with low technical skills. Each hardware sensor provides different values. For example a blood pressure monitor from OMRON is different than one from a Chinese manufacturer. There are even differences between OMRON's blood pressure monitors which creates a lot of complexities and variables for the doctor to take into account.

Scase runs a complex solution with easy setup including all required certifications and a streamlined process creating medical grade data benchmark for both medical personal and remote monitoring of patients. On top of that most competitors today are established on the US market. The European market has been regulated under MDR as of May 2021. This creates a large barrier for entry for most competitors (telemedicine apps and hardware) who are on the market today without certification.