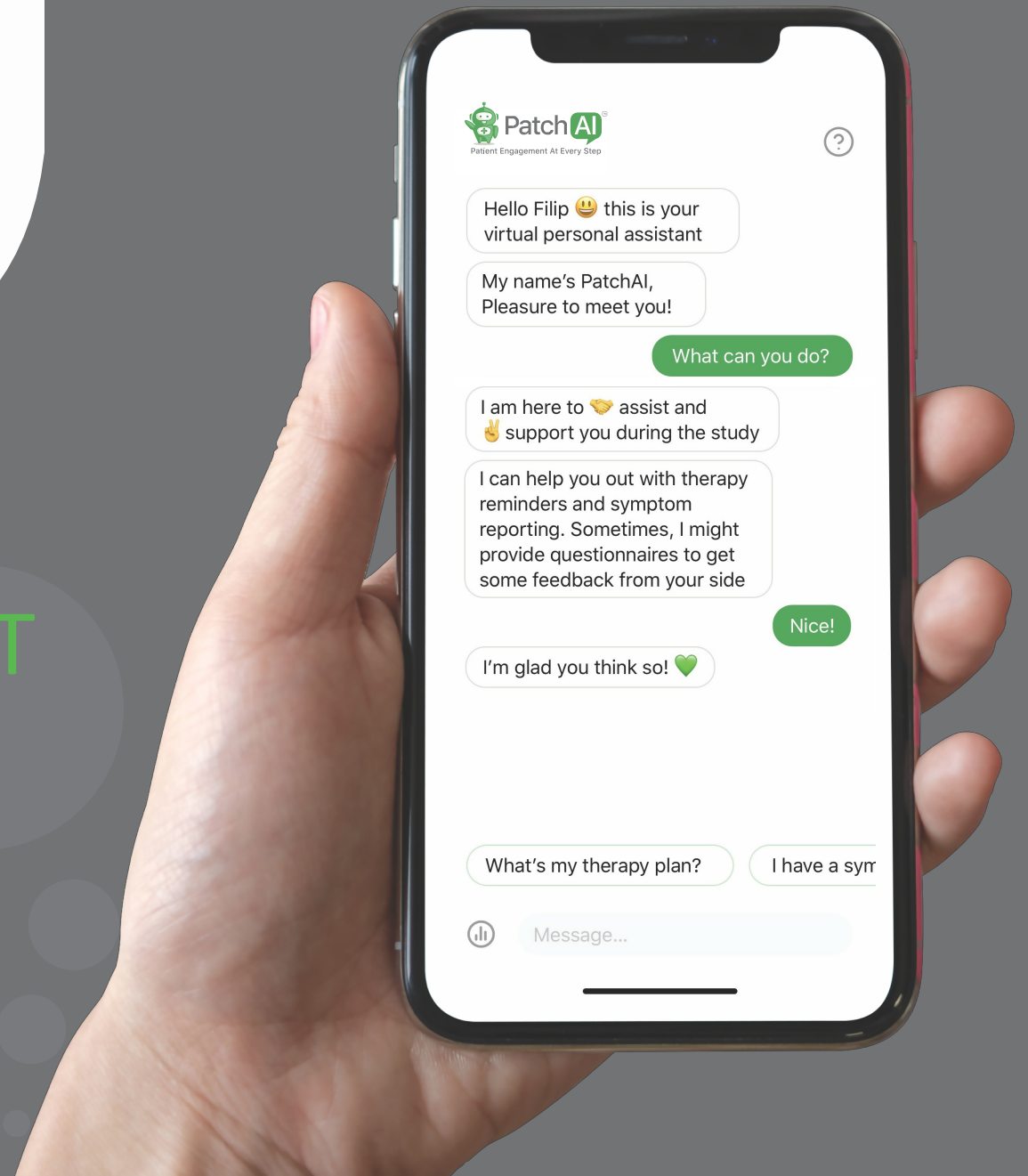
PatchAI™

Patient Engagement At Every Step

THE FIRST VIRTUAL ASSISTANT
FOR PATIENTS IN CLINICAL TRIALS



Problems with Clinical Trials

Inefficiencies in Trials

~€350M

Additional costs
per year

~€6M

Lost revenue opportunity
per day of delay

Patient recruitment and retention account for **25%**
of the **total trial costs** which range from **€15M** to **€30M**

Problems with Clinical Trials

Why?

85% of Clinical Trials experience delays, with 94% being delayed by over a month.

Some reasons cited:

Patients drop out

Therapy non-adherence

Clinical trial complexity

Problems with Clinical Trials

Low Patient Engagement

Patients

- Reduced satisfaction
- Increased burden

HCPs

- Increased workload
- Increased complexity

Sponsors

- Increased time & costs
- Reduced data quality

What we do

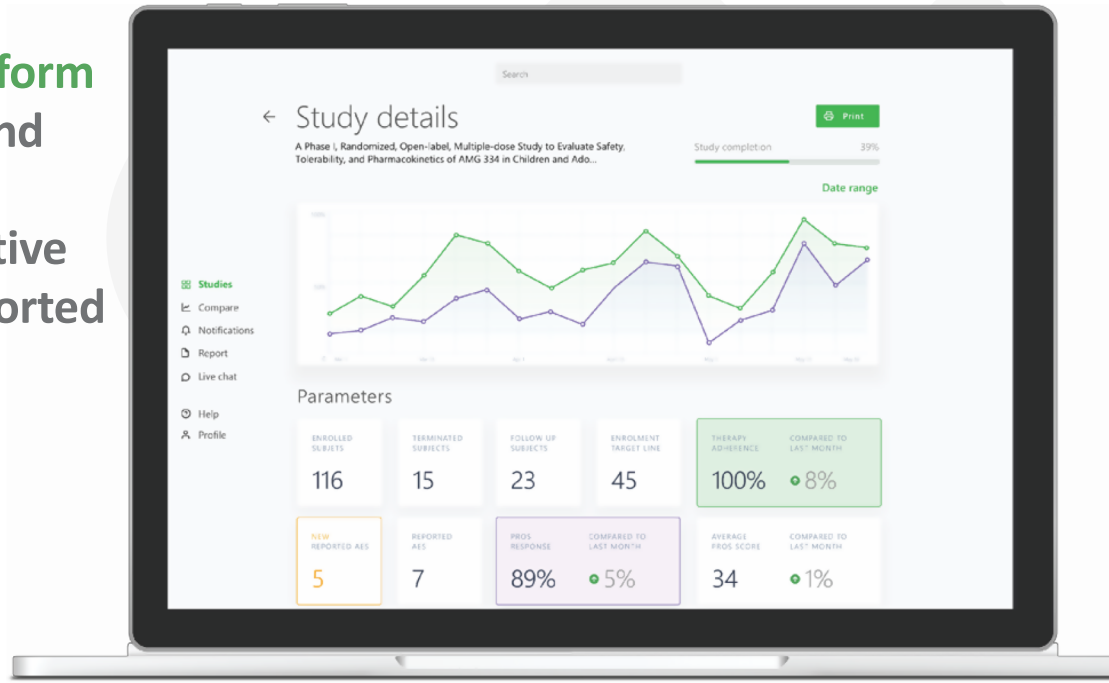
Patch AI at a Glance

We aim to **revolutionize** clinical trials data collection and analysis using
AI, ML, and big data to engage patients via **empathetic automated chats** and build **ground-breaking insights**

Welcome to: Co-PRO™
(Conversational Patient Reported Outcomes)

The First Cognitive Platform for conversational and empathetic data collection and predictive analysis of Patient-Reported Outcomes

Real Time Clinical Dash
(for Sponsors and Investigators)



Technology

Cognitive Platform

Proprietary ML algorithms for:

- Patient engagement scoring, prediction, and enhancement
- Adverse Events & Symptom forecast IN PROGRESS

- Login with biometric data
- Integration with wearables

Hosted on

IBM Cloud

Virtual Assistant

- NLP/NLU/NLG
- Personality insights
- Tone analyzer
- Behavioural adjustment

Powered by

IBM Watson

Regulatory Compliance

- Medical Devices, Class I IN PROGRESS
- GDPR
- 21 CFR part 11/Annex 11

Market size

+500%

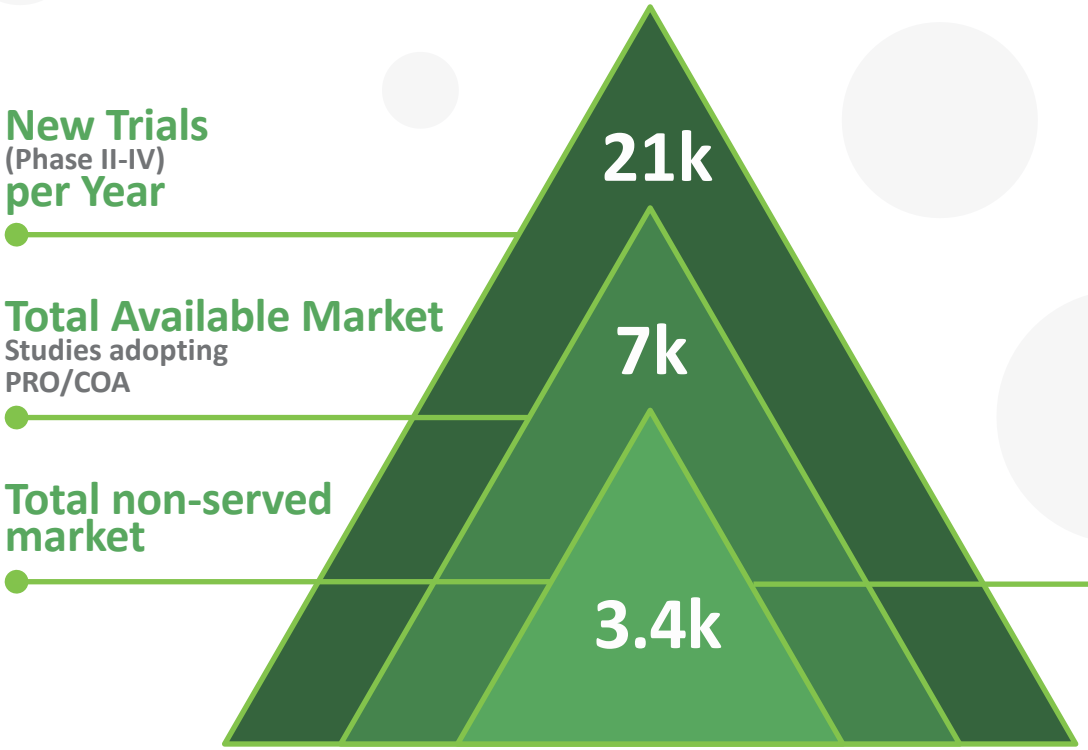
Adoption of electronic PRO/COA in clinical trials in the last 5 years

50%

Of trials still use paper to collect PRO/COA

+300%

Sponsors & +100% CROs growth in the last 3 years



Total Addressable Market opportunity

ePRO/eCOA

€1.15Bn

CAGR 15.3%
2017-2025

Main therapeutic areas: Oncology, Chronic Pain, Respiratory
Main geographical areas: US (40%) EU (33%) ROW (27%)

Business and revenue model

PatchAI™

SETUP FEE

€20-60k per study

- ePRO strategy
- Project Management
- Platform and virtual assistant customization

3-5 Months required before study initiation

LICENCE

€40 per patient*month

- ePRO and e-Diary
- Symptoms and AE reporting
- Personalised education
- Up to 2000 monthly interactions per patient

3-5 Months required before study initiation

MAINTENANCE + SUPPORT

€2k per patient*month

- Maintenance fees
- Site & Sponsor dashboard
- Site & Sponsor support
- Patient helpdesk

3-5 Months required before study initiation

MAIN CUSTOMER

Big Pharma

Competitive landscape

	Dedicated eCOA	Virtual Assistant /chatbot	Patient engagement tools	ML/AI	Real-time monitoring	Predictive analytics	Integration with CTMSs
	●	●	●	●	●	●	●
lifelink	●	●	●	●	●		●
MEDABLE	●		●	●	●		●
kayentis	●		●		●		●
C-R-F HEALTH A CRF BRACKET COMPANY	●		●		●		●

Excellent [+] ● ● ● Poor [-]

Our Team

Alessandro Monterosso
Clinical Research Nurse
Chief Executive Officer

Dr. Kumara Palanivel
Medical Doctor
Clinical & Regulatory Lead

Daniele Farro
Nurse Director
Customer relations

Milan Milosevic
Technical CTO

Nemanja Milicevic
Data Scientist

Milan Jovanovic
UX/UI Designer

Filip Ivancic
Pharmacologist
Chief Operations Officer

Prof. Pierluigi Badon
Professor in Nursing and Bioethics
ePRO & patient expert

Igor Babovic
Senior iOS Engineer

Jovana Tadic
Project Manager

Ognjen Babović
Software Engineer

Maja Kovacevic
Web App Developer

Our Advisors

At Mosaic Software, we have established global collaborations with industry leaders and experts

Oriana Ciani Ph.D
Associate Professor | SDA Bocconi
Clinical Trials & Digital Endpoints

Sergio Mascetti
Associate Professor ! Uni Milano
System Architecture & Data M.

Giuseppe Venezia
GVA ! Good Venture Advisors
Business Modeling & Fundraising

Gowtam Atthipalli
PwC Strategy&
Finance

Milan Jerkovic
Team Tech Lead
Chatbot Arch.

Alice Ravizza
USE-ME-D
Regulatory & Medical Device

Timeline

2018

Q2 Incorporation
Q2 Incubation
Q3 Idea validation
Q4 Product development

2019

Q1 Awarded BioUpper – €180K
Q1 pre-seed round €110K
Q1 First Prototype - Testing
Q1 First partnerships
Q2 Awarded RGAX – €10K
Q2 Awarded PYSU – €20K
Q2 Closing €750K seed round
Q3 CE mark class I
Q3 MVP release
Q4 1st client served

2020

Q1 Therapeutic area expansion
Q2 Pilot studies
Q1 Series A
Q3 Full product release (NLP)

2021

Q1 Therapeutic Area Expansion
Q2 Wearables integration
Q3 Language Expansion
Q4 ML protocol enhancement
Q4 Digital endpoints generation
Q4 AEs forecasting services

PatchAI™ at a Glance

Where We Are

PatchAI™ has attracted attention from major companies in the Pharmaceutical industry as well as investors and looks set to penetrate the ever growing Clinical Trials market by 2019, 12 months ahead of forecasts.

TRACTION

BIOUPPER Startup Accelerator

PITCH YOUR STARTUP
POWERED BY FARVEST

BIG IDEAS COMPETITION RGAX

crunchbase

FIRST CLIENT

NOVARTIS

INCUBATION BY

DIGITAL MAGICS

healthware

PARTNERS

IBM

IBM Watson™

F.A.V.O. Federazione Italiana delle Associazioni di Volontariato in Oncologia

aimac associazione italiana malati di cancro, parenti e amici

Patch AI

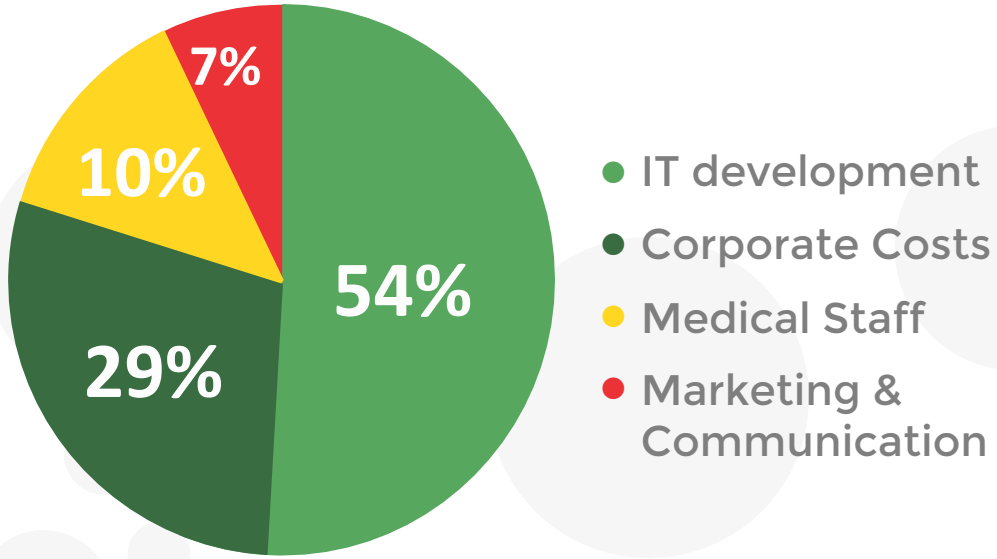
Patient Engagement At Every Step

What we are looking for

We strive to build an extensive network of partners, industry experts and KOLs.

FUNDING NEEDS AND USE OF PROCEEDS

€750,000



www.ai-patch.com

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Press

WIRED

"The ideal companion for patients taking part in clinical trials"

MediaForHealth
OPPORTUNITIES UNVEILED

"Clinical Trials: the new digital revolution is called PatchAI™"

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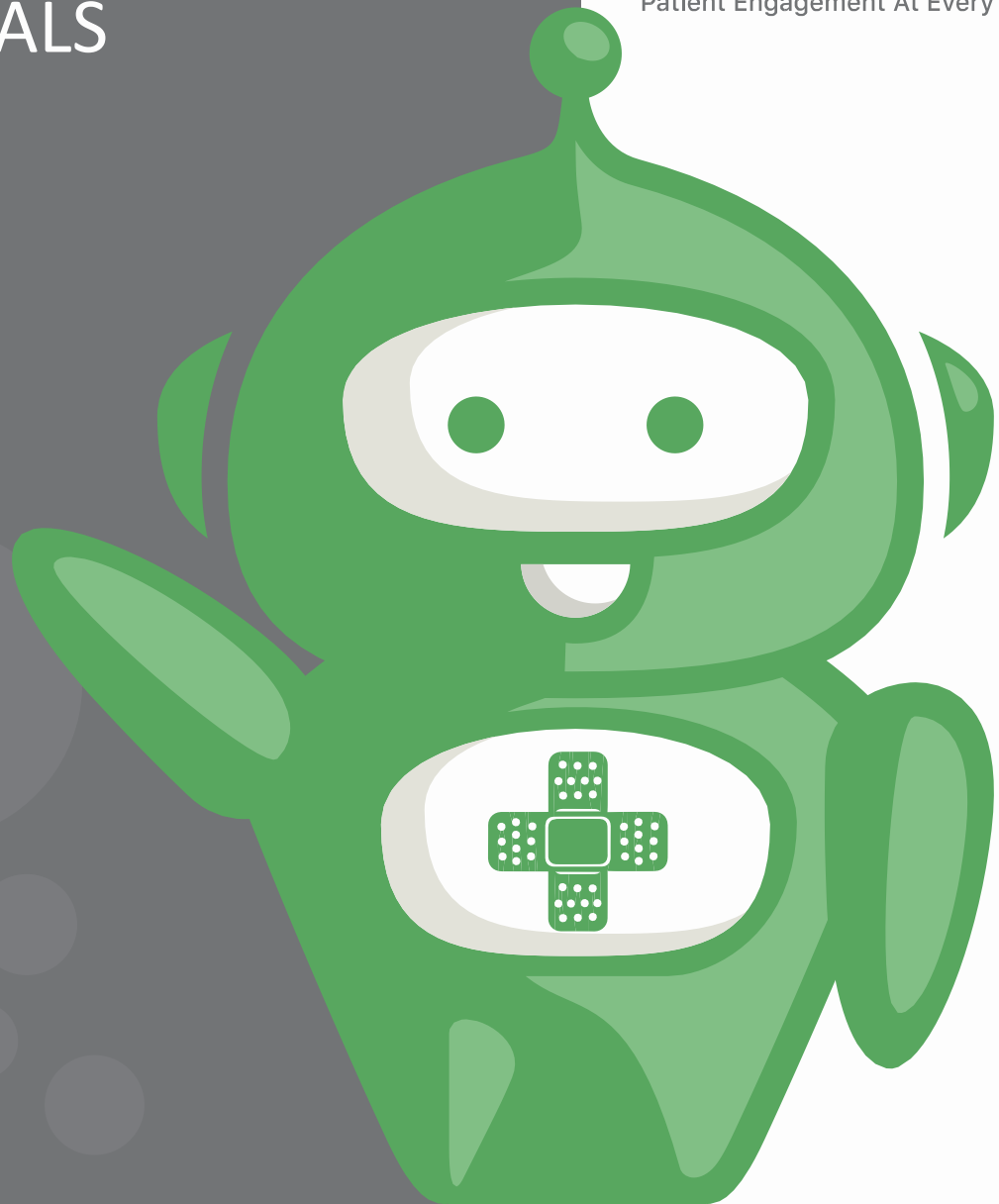

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