

Startup-Pitch auf der Fokusveranstaltung des ALM e.V.,

20.11.2017

Zukunft Labordiagnostik - wie Medicus helfen kann

Mario Czaja, Senator a.D.

Geschäftsführer, Die BrückenKöpfe GmbH

Die BrückenKöpfe



Startup-relevante Zukunft in der Labordiagnostik



Der Patient wird zum gut informierten Konsumenten

Nutzen bieten statt Ängste schüren

Big Data sorgt für Individualisierung

Labormedizin am Ende der Nahrungskette

Vom analogen Monolog zur digitalen Interaktion

MEDICUS

SMART HEALTHCARE

Problem



LabCorp
Laboratory Corporation of America

Specimen Number 182-129-2006-0	Patient ID	Control Number M376669822	Account Number 36552480	Account Phone Number 503-200-5231	Site
Patient Last Name		Account Address			
AGIN		Dr. Paul Nicolai			
Patient First Name NATHAN	Patient Middle Name P	8922 NE Nin Silvers Dr Ste 226			
Patient Street		PORTLAND, OR 97220			
Age (Y/M/D)	Date of Birth	Sex	Height		
20/4/19	02/12/81	M	Yes		
Patient Address		Additional Information			
		IPIN: 4R2042			
Date and Time Collected 07/01/11 10:19	Date Entered 07/02/11	Date and Time Reported 09/14/11 10:12ET	Physician Name Nicolai, Paul	NP	Physician ID 423042
CBC With Differential/Platelet/Comp. Metabolic Panel (14);Iron and TIBC;Folate (Folic Acid), Serum/Testosterone, Serum/TSH/Vitamin D, 25-Hydroxy/Vitamin B12/Ferritin, Serum					
PID:					

TESTS	RESULT	FLAG	UNITS	REFERENCE INTERVAL	LAB
CBC With Differential/Platelet					
HGB	6.6		g/dL	4.0-10.5	01
HCT	5.88		%	12.5-17.0	01
Hemoglobin	16.8		g/dL	12.5-17.0	01
Hematocrit	48.4		%	36.0-50.0	01
MCV	87		fL	80-98	01
MCH	20.1		pg	27.0-34.0	01
MCHC	24.7		g/dL	32.0-36.0	01
RDW	12.6		%	11.7-15.0	01
Platelets	228		$\times 10^9/L$	140-410	01
Neutrophils	64		%	40-74	01
Lymphs	21		%	14-46	01
Monocytes	10		%	4-13	01
Eos	4		%	0-7	01
Basos	1		%	0-3	01
Neutrophils (Absolute)	4.3		$\times 10^9/L$	1.8-7.8	01
Lymphs (Absolute)	1.4		$\times 10^9/L$	0.7-4.8	01
Monocytes (Absolute)	0.7		$\times 10^9/L$	0.1-1.0	01
Eos (Absolute)	0.2		$\times 10^9/L$	0.0-0.4	01
Baso (Absolute)	0.0		$\times 10^9/L$	0.0-0.2	01
Comp. Metabolic Panel (14)					
Glucose, Serum	87		mg/dL	65-99	01
BUN	7		mg/dL	6-20	01
Creatinine, Serum	1.06		mg/dL	0.76-1.27	01
eGFR if NonAfrican Am	94		mL/min/1.73	>59	01
eGFR if African Am	108		mL/min/1.73	>59	01

Note: A persistent eGFR <60 mL/min/1.73 m² (3 months or more) may indicate chronic kidney disease. An eGFR >59 mL/min/1.73 m² with an elevated urine protein also may indicate chronic kidney disease. Calculated using CKD-EPI formula.

Lösung – Medicus Labs™

LabCorp
Laboratory Corporation of America

Version Number 182-129-2006-0	Patent ID	Control Number M376669822	Account Number 36552480	Account Phone Number 503-200-5231	Site
Patient Last Name AGIN		Account Address			
Patient First Name NATHAN	ID	Patient Middle Name	Dr. Paul Nicolai 5922 NE Nin Sivers Dr Ste 226 PORTLAND, OR 97220		
Patient DOB	Patient Phone	Total Volume			
Age (Y/M/D) 30/4/19	Date of Birth 02/12/81	Sex M	Fasting Yes	Additional Information	
Patient Address		IPIN: 4R2042			
Date and Time Collected 07/01/11 10:19	Date Entered 07/02/11	Date and Time Reported 09/14/11 10:12ET	Physician Name Nicolai, Paul	NP1	Physician ID 4R2042
CBC With Differential/Platelet/Comp. Metabolic Panel (14)/Iron and TIBC/Folate (Folic Acid), Serum/Testosterone, Serum/TSH/Vitamin D, 25-Hydroxy/Vitamin B12/Ferritin, Serum PID:					
TESTS	RESULT	FLAG	UNITS	REFERENCE INTERVAL	LAB
CBC With Differential/Platelet					
RBC	6.6		$\times 10^{12}/\mu\text{L}$	4.0-10.5	01
RBC	5.88		$\times 10^{12}/\mu\text{L}$	4.10-8.60	01
Hemoglobin	16.8		g/dL	12.5-17.0	01
Hematocrit	48.4		%	36.0-50.0	01
MCV	87		fL	80-98	01
MCH	30.1		pg	27.0-34.0	01
MCHC	34.7		g/dL	32.0-36.0	01
RDW	12.6		%	11.7-15.0	01
Platelets	228		$\times 10^3/\mu\text{L}$	140-415	01
Neutrophils	44		%	40-74	01
Lymphs	21		%	14-46	01
Monocytes	10		%	4-13	01
Eos	4		%	0-7	01
Basos	1		%	0-3	01
Neutrophils (Absolute)	4.3		$\times 10^3/\mu\text{L}$	1.8-7.8	01
Lymphs (Absolute)	1.4		$\times 10^3/\mu\text{L}$	0.7-4.8	01
Monocytes (Absolute)	0.7		$\times 10^3/\mu\text{L}$	0.1-1.0	01
Eos (Absolute)	0.2		$\times 10^3/\mu\text{L}$	0.0-0.4	01
Baso (Absolute)	0.0		$\times 10^3/\mu\text{L}$	0.0-0.2	01
Comp. Metabolic Panel (14)					
Glucose, Serum	87		mg/dL	65-99	01
BUN	7		mg/dL	6-20	01
Creatinine, Serum	1.06		mg/dL	0.76-1.27	01
eGFR If NonAfrican Am	94		$\text{mL}/\text{min}/1.73 \text{ m}^2$	>59	01
eGFR If African Am	108		$\text{mL}/\text{min}/1.73 \text{ m}^2$	>59	01
Note: A persistent eGFR <60 mL/min/1.73 m ² (3 months or more) may indicate chronic kidney disease. An eGFR >59 mL/min/1.73 m ² with an elevated urine protein also may indicate chronic kidney disease. Calculated using CKD-EPI formula.					



Abu Bakr El Siddiq St., Opposite to Al Qabael Center, Century 21 Building, 1st Floor

LabCorp
Laboratory Corporation of America

Diabetes (Continued)

Vitamin D
674.56 mg/dL
Normal

Fasting Blood Glucose
110 mg/dL
Mildly high

Your test result is high
145 mg/dL

What's Next

We highly recommend that you schedule a doctor to discuss your Total Cholesterol (TC), Lipoprotein Cholesterol (LDL), Vitamin B12 (Vitamin B12) and Fasting Blood Glucose (FBG).

Please note that the reading may not be accurate to the test requirements: Your doctor's instructions. However, you may need to fast for the test, with nothing to eat or drink except your health care provider knows about all of vitamins, and supplements you are taking. It is recommended to schedule your second test in 30 days to confirm the reading.

We recommend another test next week to monitor your blood sugar levels.

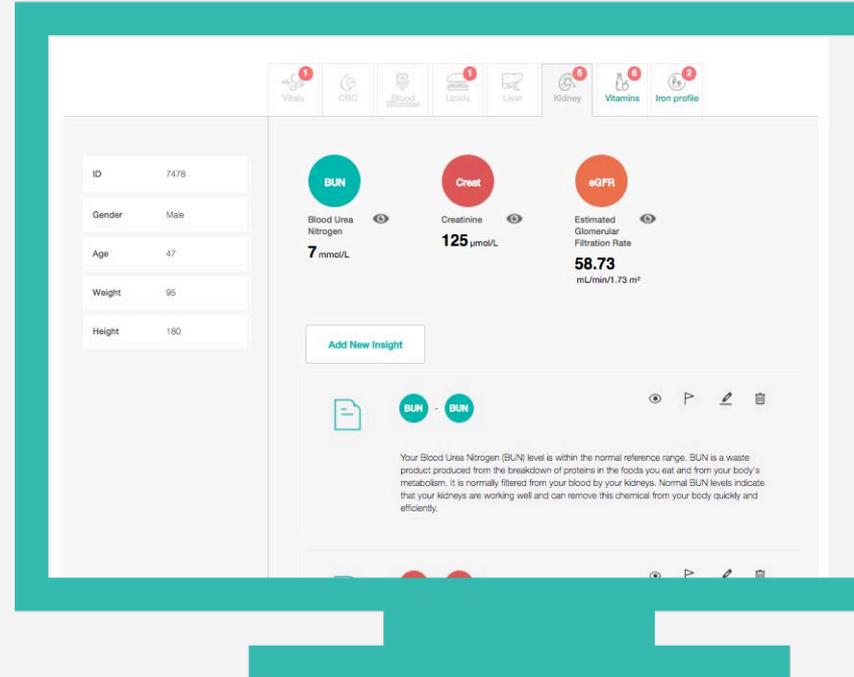
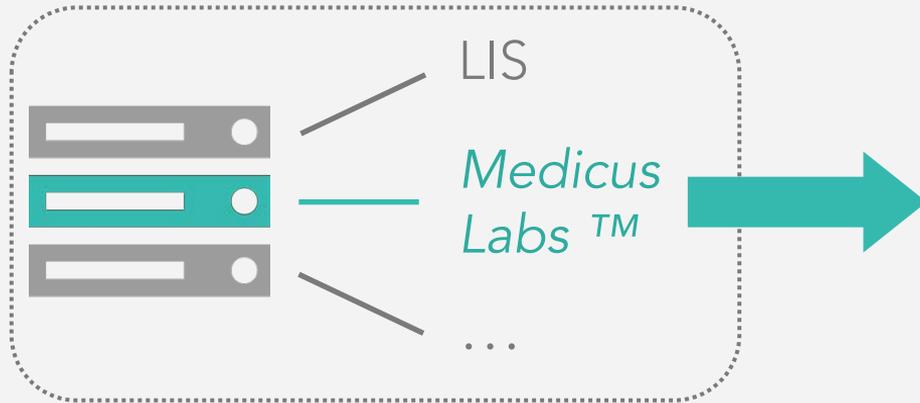
Schedule Test

Smart report by
MEDICUS

SO FUNKTIONIERT ES

Medicus Labs™ bei Ihnen

Lokale Infrastruktur



Medicus Labs™ beim Arzt/ Patienten

BBM
BIOPHARMA LABS

LAB: Biopharma, Dublin | TEST DATE: 18/03/2017 | REF: 782362224

Your Info

PREPARED FOR: Michel Nicolas | BIRTHDAY: 02/28/1986 (31) | GENDER: Male

PHONE: +97 1478 124 1157 | EMAIL: sanaa.nicolas@gmail.com

BLOOD TYPE: A+ | CONDITIONS: None

How to read this report

- Checkup: A recommended test based on your results and profile.
- Order: Your recommendation to check with your doctor to discuss your results or health status.
- Clinical reading: A simple explanation of the medical description of your result.
- Health risk assessment: Your identified health risk based on your results and profile.
- Health tip: Health tips to guide you on your journey toward a better health and happier life.
- Health statistics: Statistical figures directly related to your identified health risk.
- Organ function evaluation: An overall evaluation of your organ functions.

Access a more detailed report online or in our app

Please visit medicus.ai/report and enter your PIN code: **34HFCE**

At a Glance

- Vitamin D: **674.56** mg/dL (Normal)
- Fasting Blood Glucose: **110** mg/dL (Mildly high)
- Fasting Blood Glucose: **110** mg/dL (Mildly high)

Your weight is considered normal for your height and advanced fitness level. Regular or athletic training increases your body muscle mass and hence your weight, due to the fact that muscles weigh more than fat.

Your slightly elevated blood pressure is known as prehypertension. Prehypertension is a warning sign that you may be prone to high blood pressure in the future.

You have a medium risk of developing a cardiovascular disease
According to the information you provided, you have a high risk of developing a cardiovascular disease in the upcoming 4 years.

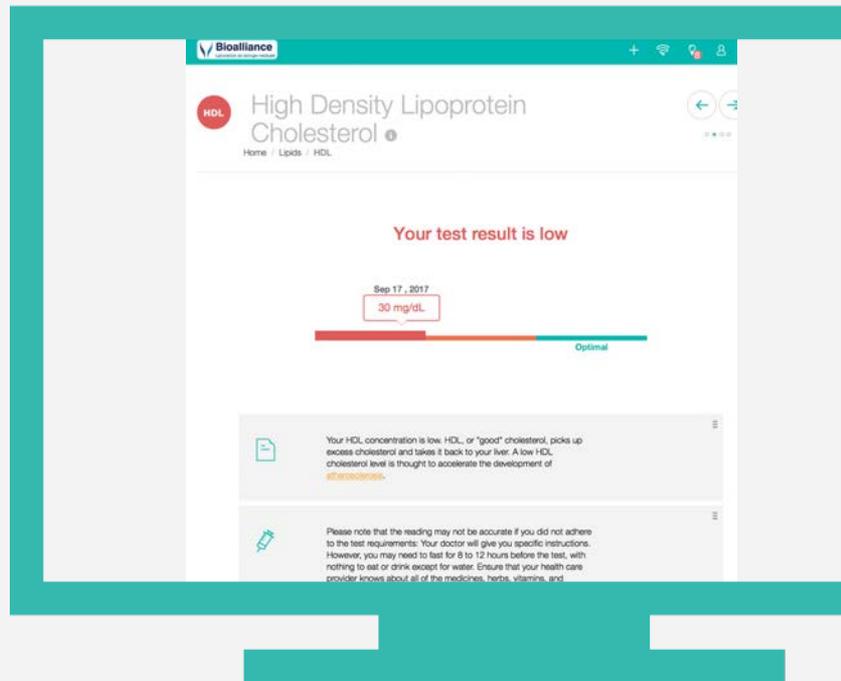
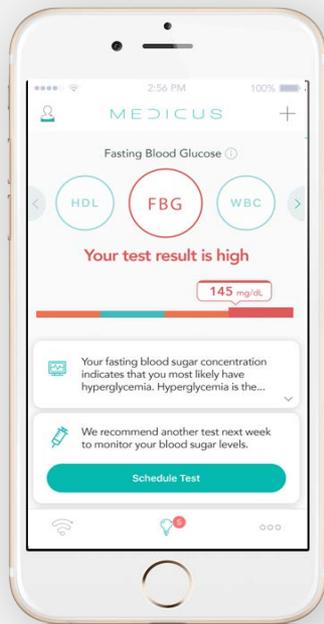
DIET: Heavy on fast food | **AGE**: 31

You should reach a healthy weight. When it comes to preventing hypertension, a healthy weight is crucial.

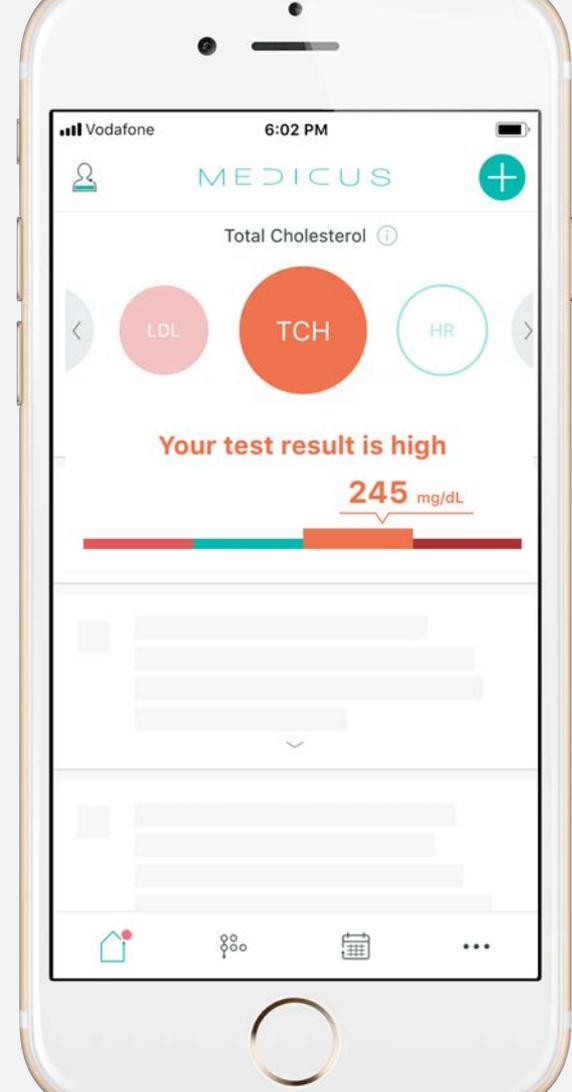
Your weight is considered normal for your height and advanced fitness level. Regular or athletic training increases your body muscle mass and hence your weight, due to the fact that muscles weigh more than fat.

Smart report by **MEDICUS**

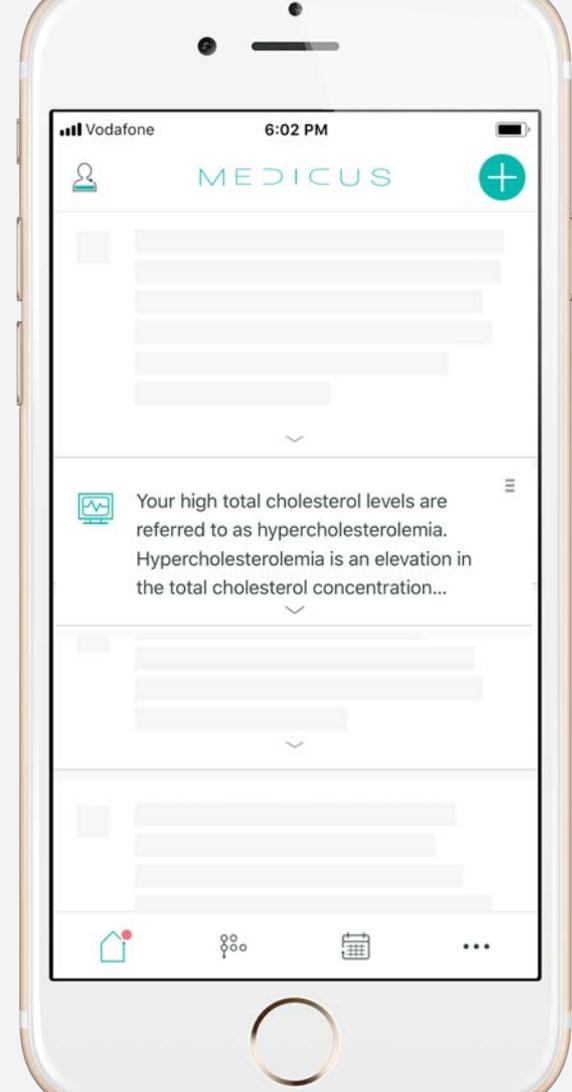
page 1 of 3



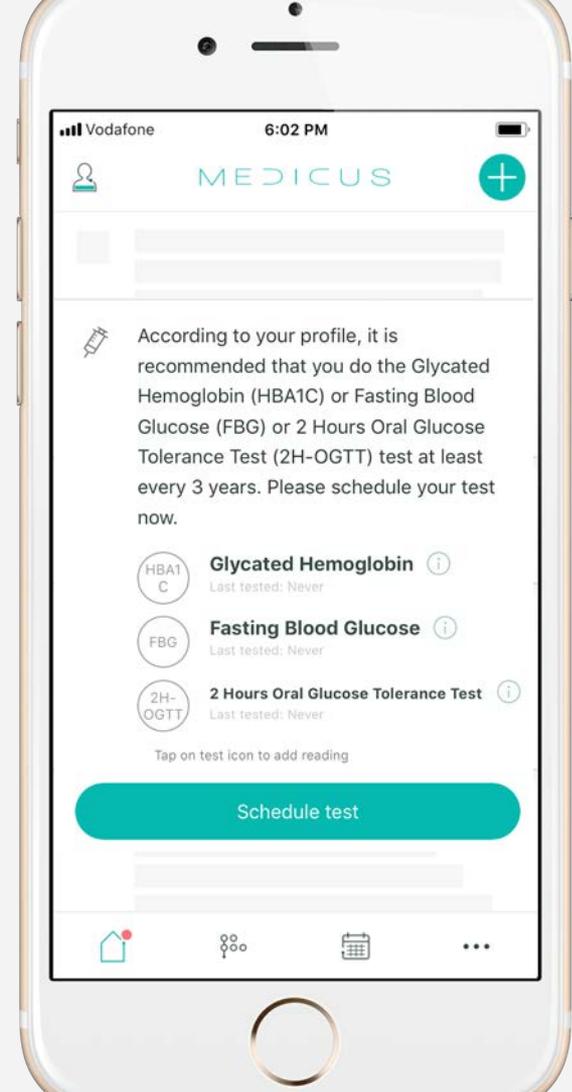
Intuitive visuelle
Kategorisierungen



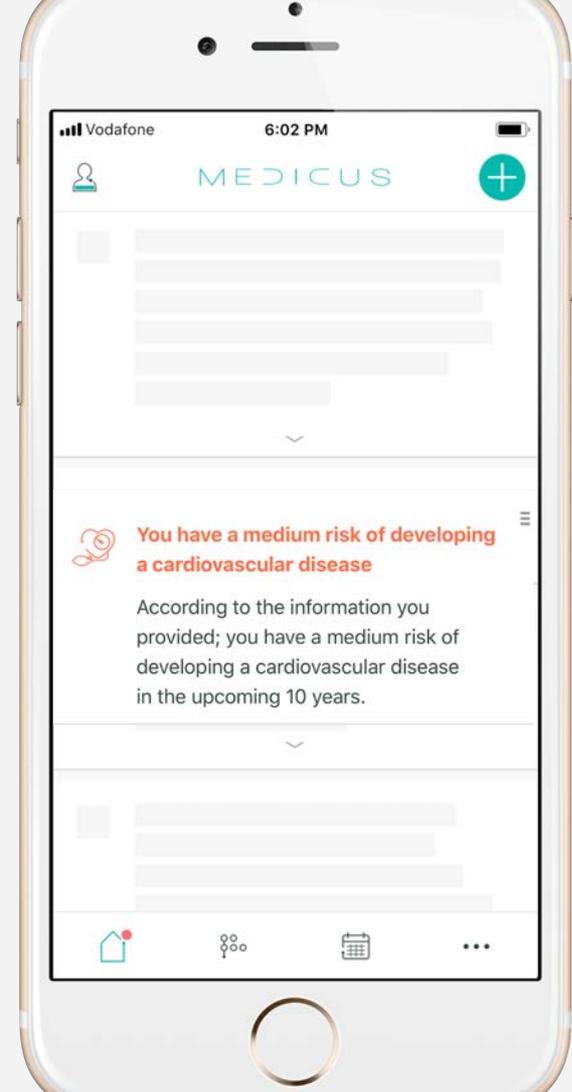
Klare Erläuterungen der
medizinischen
Begrifflichkeiten



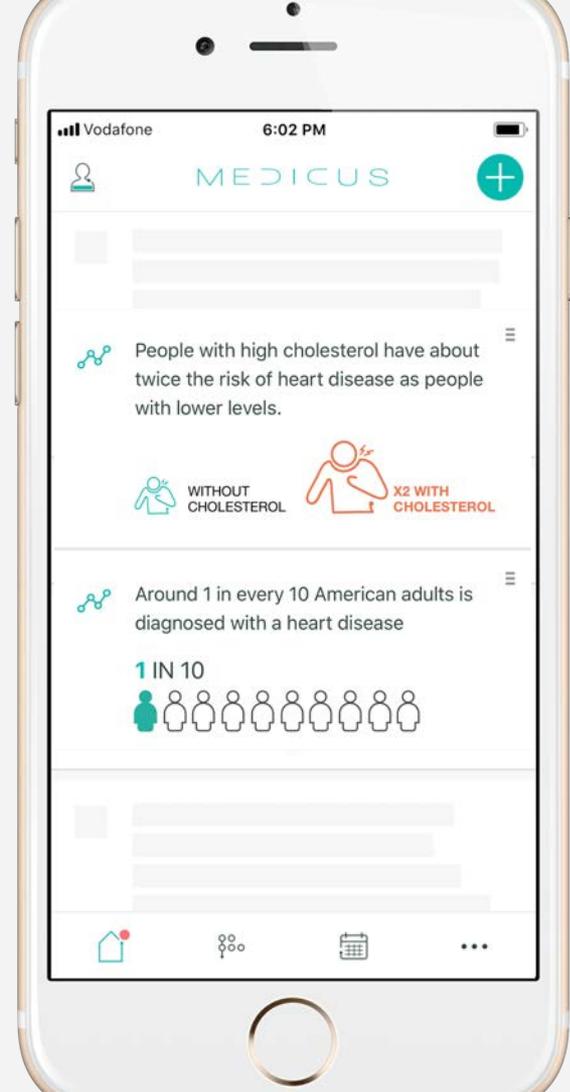
Checkup-Empfehlungen und -Erinnerungen



Bewertung von Gesundheitsrisiken

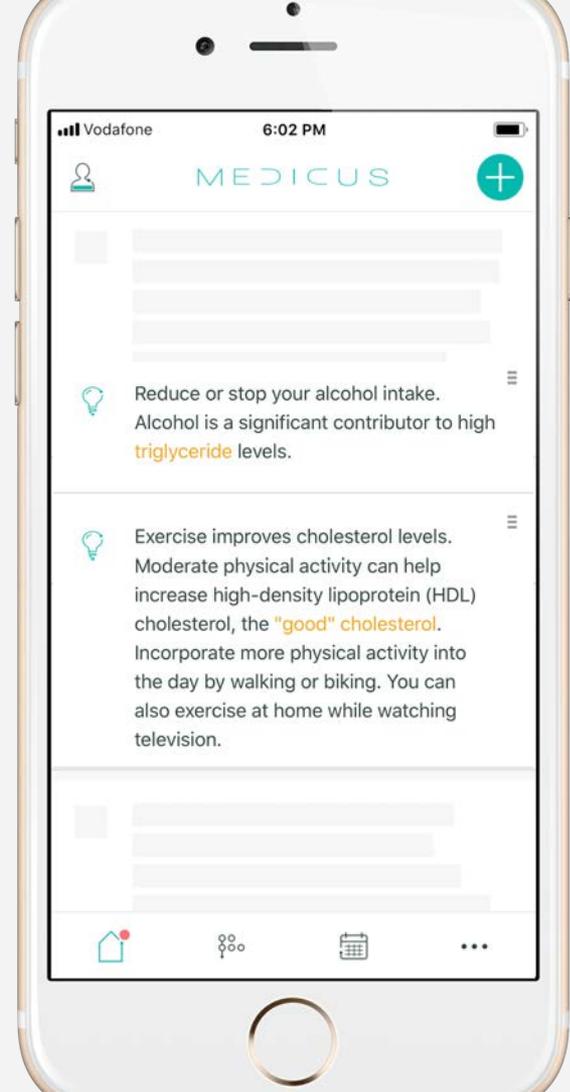


Relevante Statistiken

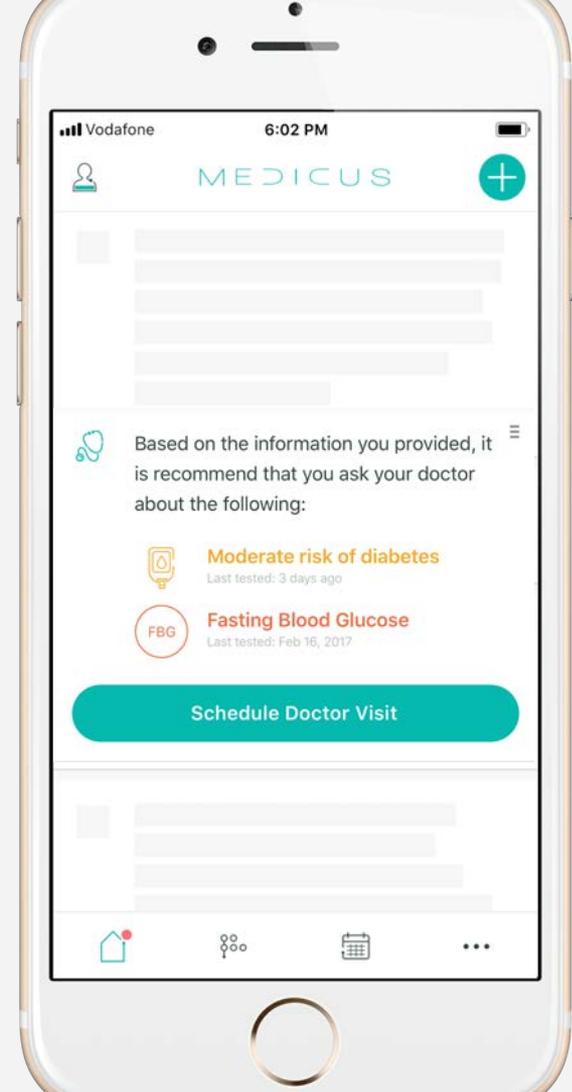


Informative

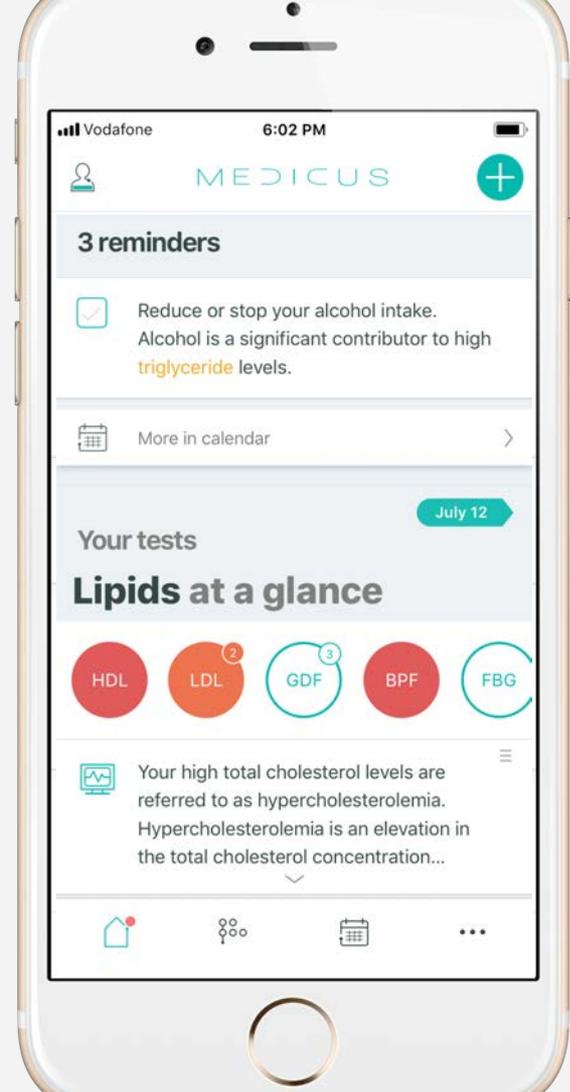
Gesundheitstipps



Medizinische Empfehlungen



Und Vieles mehr...



IHR MEHRWERT

Ihre Mehrwerte durch Medicus Labs™



Einblicke statt Zahlen



Testadhärenz



Reichweite



Relevante
Patientendaten



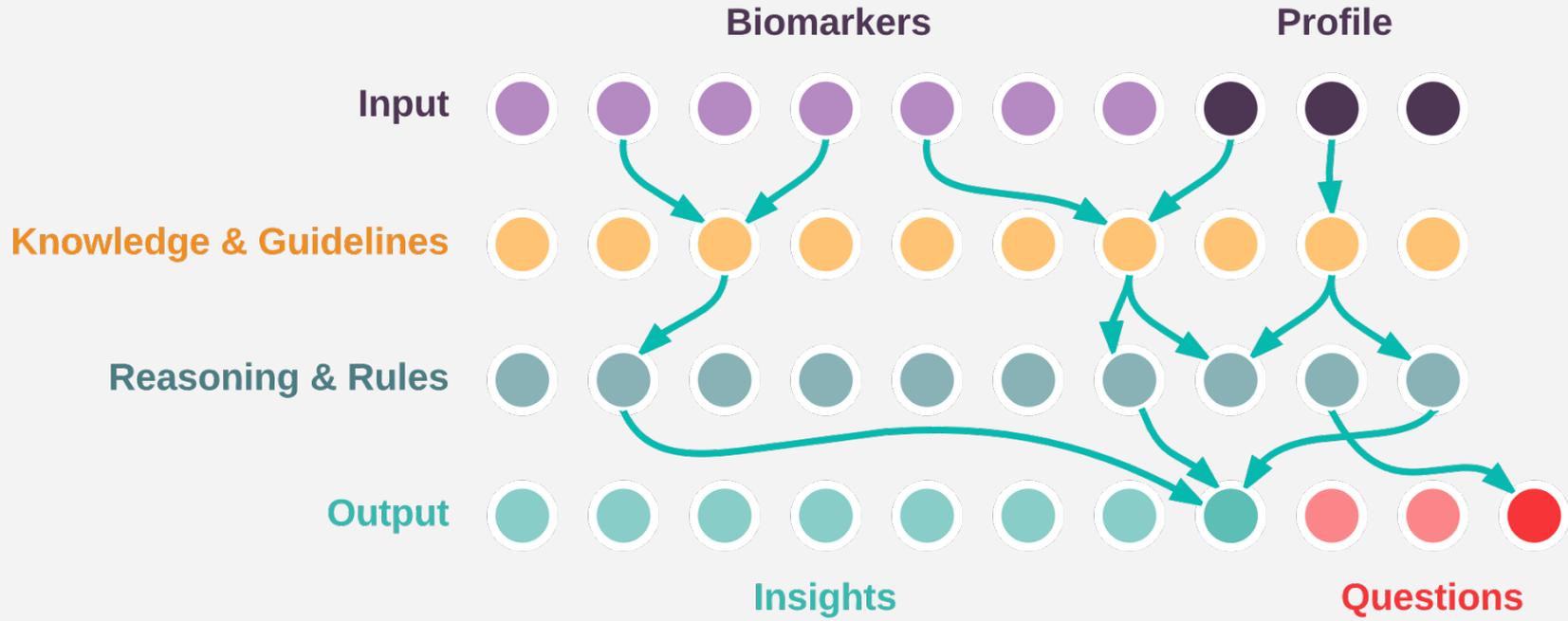
Kundenzufriedenheit



Neue
Geschäftsmodelle

WAS STECKT DAHINTER

Was steckt hinter *Medicus Labs*™?



Wer steckt hinter *Medicus Labs*™?



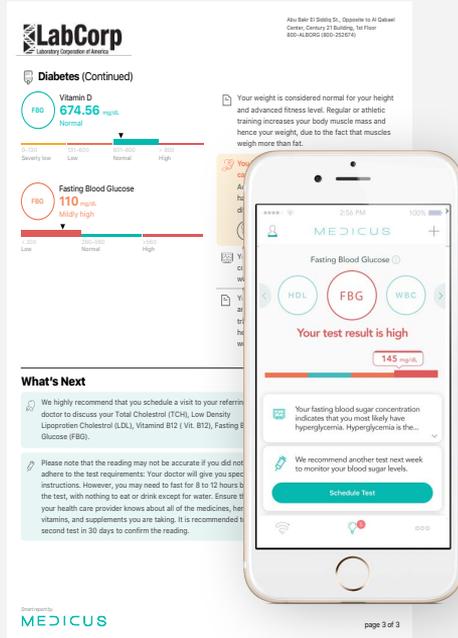
Serge Payeur, ehemaliger CIO von Cerba:

“Es ist wirklich nicht einfach, dieses Projekt in Angriff zu nehmen, und jeder Biologe/ Laborarzt, der diese Anwendung sieht, kann nur von der Wertschätzung seines Berufs begeistert sein, die sich daraus ergeben kann.”

Pascal Joumel, Director of Prevention and Health Partnerships, Synlab France:

„I have been looking for a long time to improve the quality of the reports for my lab and for the labs of SYNLAB French network. [...] When I met the Medicus team, I understood at once that their solution was what I had dreamed to build. To sum up the Medicus solution, it's really the report of the 21th century!“

Vielen Dank



Verena Kretschmann Head of European Operations

verena@medicus.ai
+49 7682423719



Austria
Mariahilfer Str. 27/10
1060 Vienna
+43 664 3221410

Germany
Mohrenstraße 34
10117 Berlin-Mitte
+49 7682423719

France
124-136 rue de Lourmel,
75015 Paris
+33 7 87 81 25 33

UAE
Dubai Media City
Building 8, 523, Dubai
+971 4 443 8279