

PERSONAL HEALTH SOLUTIONS

**YOUR TRUSTED PARTNER
IN VIRTUAL HEALTH**



VIRTUAL CARE



RIGHT CARE AT THE RIGHT TIME™





TM

COMPANY PROFILE

At PHM Solutions, we are revolutionizing healthcare delivery through virtual care. We provide accessible, high-quality medical services anytime, anywhere.

ABOUT US

Our team understands how to successfully deliver high-quality remote care and improve medical outcomes.

VISION AND MISSION

Our vision and mission is to revolutionize healthcare by providing equitable access to high-quality virtual care, empowering individuals to take control of their health and create healthier communities

WHY US?

Our team includes senior accomplished healthcare and technology professionals experienced in medical services, data analytics, AI, and virtual application development.



OUR TEAM



OUR SERVICES

Virtual Care Platform



Our platform empowers people to understand and improve their health using technology and behavioral science.



PERSONAL HEALTH MONITORING PROGRAMS



PERSONAL HEALTH MONITORING PROGRAMS

Sixty percent of adults in the U.S. have a chronic disease. Forty percent of adults have two or more (heart, cancer, lungs, stroke, Alzheimer's, diabetes, kidney).



Sixty percent translates to about 13 million people in Florida and 200 million in the U.S.



Over 80% of the overall U.S. healthcare costs are related to treating chronic diseases.

OUR SERVICES

Measurement of the patient vital signs is instrumental to manage and treat their conditions.



SERVICES DESCRIPTION

Measurement of the patient vital signs is instrumental to manage and treat these diseases. These measurements include blood pressure, glucose level, heart rate, pulse, blood oxidation, weight, sleep quality, stress levels, skin temperature, and physical activities among others.

Today, most of these vital signs are monitored rather infrequently - every 3 or 6 months in the doctor's office. Several studies and common sense tell us that more frequent or daily measurements of vital signs of chronically ill patients will result in the prevention of ER visits and/or hospitalizations.

The recent significant improvements in wearable body sensors coupled with more reliable and secure Internet connections allow patients to measure their vital signs DAILY in the privacy of their homes. The data is then automatically and securely sent to the doctor's office. Some measurements are transmitted via Fitbit/Apple Watch. Others are transmitted by LTE-enabled devices. All measurements are transmitted to a central cloud-based tracking center. When any measurement falls outside of the accepted range, an alert is automatically triggered, and a patient is immediately contacted by a doctor's office to decide on the nature of the medical intervention.

Such services are being offered at a \$30 to \$300 fee per month per patient. Assuming the average fee to be \$50 per patient per month, the total Florida market size for remote patient monitoring is about \$7.8 billion annually. We propose a joint effort to offer this service to Florida residents.

MARKET BACKGROUND

Sixty percent of adults in the U.S. have a chronic condition.



BACKGROUND

Sixty percent of adults in the U.S. have a chronic disease. Forty percent of adults have two or more (heart, cancer, lungs, stroke, Alzheimer's diabetes, kidney). This translates to about 13 million people in Florida and 200 million in the U.S. Over 80% of the overall U.S. healthcare costs are related to treating chronic diseases.

In addition, it is estimated that people over 65 will account for 25% of the population in 2060. In surveys, over 90% of patients with chronic conditions report not receiving care coordination.

We have developed a Personal Health Monitoring (PHM) System that will allow for remote monitoring and management of patients at home while delivering optimal care to the patient. We can deliver better care using Remote Patient Monitoring (RPM) allowing for around-the-clock monitoring of patients.

Our system provides comprehensive monitoring of patients outside of conventional clinical settings to increase access to care and decrease healthcare delivery costs. This method allows providers to manage chronic conditions and securely collect patient data. Patients are monitored continuously for vital measurements including but not limited to heart rate, blood pressure, cardiac rhythm, daily weights, and any other data required for any underlying medical condition. All monitoring data on specific patients are routed with alerts to continuous monitoring stations. All alerts are routed to appropriate clinical personnel and care providers allowing for timely response to any changes in patient's conditions.

We have also developed a system to track athletes to help determine performance, injury, recovery, and general well-being.

MAJOR MARKETS

- Senior Living communities
- Self-insured companies
- Athletics
- Physician Practices
- Home Health Care



MAJOR MARKETS

We have identified several major markets in which we are currently enrolling our services:

- Senior Living communities - 800,000 people living in these communities
- Self-insured companies - 100 million employees work for self-insured companies
- Athletics - the number of pro, college, and high school athletes is about 7 million. It is estimated that there are 50 million adults in the U.S. participating in various unaffiliated sports.
- Physician Practices treating chronic conditions—over 13 million patients with chronic conditions being treated are candidates for PHM.
- Home Health Care—this is a growing market as the shift from hospital to outpatient care accelerates.

The first two markets benefit from prevention. Today, the U.S. healthcare system is geared toward the treatment of symptoms at the expense of prevention.

The management of **Senior Living** communities is interested in keeping their residents as healthy as possible to reduce turnover. Personal Healthcare Monitoring LLC is already working with the Mayo Clinic and the University of North Florida on a joint study regarding the effectiveness of remote patient monitoring in Cypress Village Retirement Community in Jacksonville, FL. Over 80 residents monitor their blood pressure daily. In just the first 3 months of the study, 4 ER visits were prevented due to the early detection of abnormal blood pressure. Senior Living is a global market relevant to all developed countries.

It is worth noting, that since January 2022, Medicare is reimbursing the cost of remote patient monitoring at the rate of \$200 per patient per month.

The **self-insured** companies desire healthy employees and lower healthcare costs. This can be addressed by preventive wellness programs including frequent monitoring of vital signs, and physical activities, especially among chronically ill employees. This is the U.S. market.

Athletics is a very exciting market due to the fierce competition, favorable finances, and global application. There is a great opportunity to assist coaches and athletes in more detailed monitoring of athletic performance.

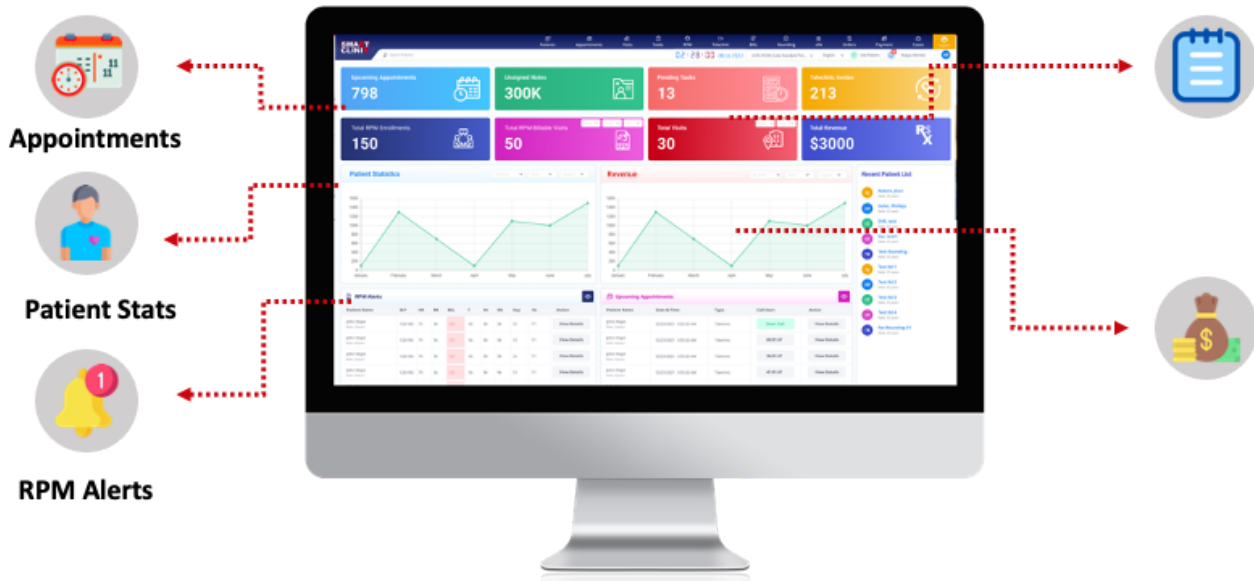
The data from wearables such as Fitbit or Apple Watch can be combined with other measures such as weight, strength, endurance, brain waves, and sport management systems to allow for insights into better performance on the field.

It is estimated that, in the U.S., there are 30K pro athletes, 400K collegiate, and about 7 million in K-12 schools. We can see pro and collegiate institutions paying for such monitoring. As far as the K-12 market, parents of high school athletes are already spending a considerable amount of money on their children's sports and \$50 per month should not be a major obstacle.

The global remote patient monitoring market is projected to reach USD 175 billion by 2027 from USD 54 billion in 2022, at a CAGR of 26.7% during the forecast period.

VIRTUAL CARE PLATFORM

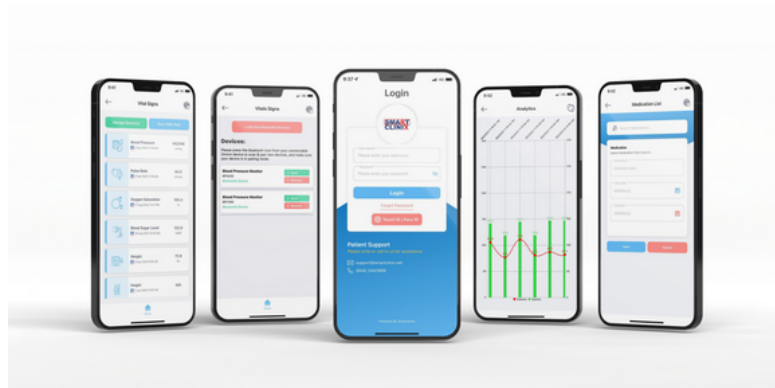
Manage Your Patients



Device Connectivity



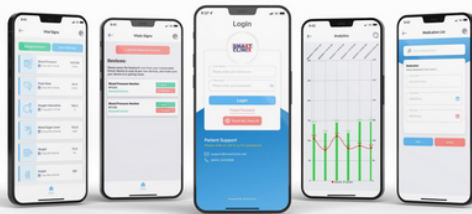
App for Patients & Physicians



SERVICE MODEL



PHM provides personal health monitoring services using Bluetooth or LTE-enabled devices. The appropriate device is customized for each patient. The devices provided include the above.



We have developed a custom app and interface that integrates with the patient's medical record. The patient can also review their monitoring data on the app as well as virtually connect with their provider for follow-up care.



The conditions monitored include not only all the major chronic diseases but even expanding the application to healthy adults to monitor their wellness with parameters including weight, activity level and sleep activity.

RESEARCH & DATA ANALYTICS:

Early in 2022, we received a grant from UNF to study the efficacy and utility of Remote Patient Monitoring. Along with UNF, we have partnered with Mayo Clinic and Cypress Village Retirement Community to study patients with chronic conditions residing in independent living and assisted living. We are continuously monitoring about 80 patients and will continue to expand the monitoring to the rest of the patients over the next year.

Our preliminary data was reported to the International SHAPE Symposium in July 2022. As part of this study, we have also initiated our project to continuously monitor UNF student-athletes starting with basketball but will expand to all sports in 2023.

We are gathering data and developing customized algorithms for patient tracking and alerts to detect any medical issues early and prevent serious complications. We believe this data and algorithms for care will differentiate PHM in the market by not just collecting data but providing metrics that demonstrate improved care with continuous monitoring.

PHM Patient Data Tracking



Program Impact Analysis

