

AN INNOVATIVE PLATFORM FOR THERAPISTS AND THEIR PATIENTS

PROBLEM

Unserved Market Opportunity

Outpatient care centers in the US lose **\$6B** a year from patients not completing their treatment plans.

Operating Cost Inefficiencies

Manual documentation as well as inability to work with more patients without increasing the staff.

Shrinking Profit Margins

Care centers are **under pressure** to find new alternatives, non-insurance based revenue streams.

SOLUTION



Our therapy platform creates a fun and enhanced patient experience turning standard exercises into immersive virtual reality games, **increasing patient retention.**



Through Verapy's secured web portal, we automate documentation of key biometric data such as range of motion and pain level, **enabling clinical efficiency.**

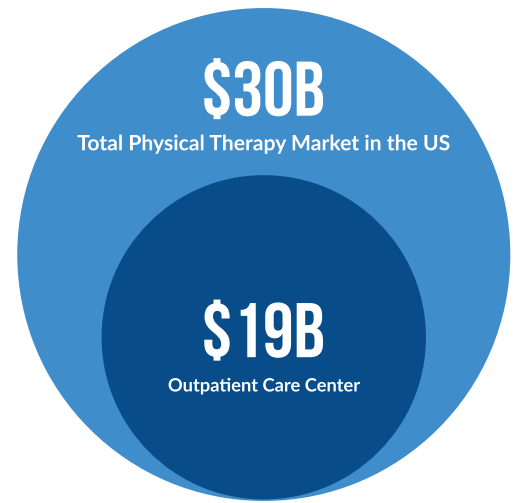
PARTNERS



MARKET SIZE

Outpatient care centers constitute the majority of the rehabilitation market, generating an annual revenue of \$19 billion. This sector is projected to grow at an annual rate of 5% over the next five years (Capstone Partners, 2016).

Moving forward, revenue for the physical therapy industry is expected to grow as Medicare and Medicaid reform demand more technology-driven and cost effective value based care. Additionally, the industry will play a vital role in home health as more of the senior population requires physical rehabilitation services to stay mobile and self-sufficient.



BUSINESS MODEL

SaaS (B2B):

One-time hardware fee

Recurring monthly license fee includes exercise game library, web app portal and on-going support

Future Premium Services:

Advanced analytics and AI Smart Therapies

Billing through Telehealth and Telemedicine for in home care

COMPETITORS

InMotion VR, Immersive Rehab, Kine Quantum, Neuro Rehab VR, Reflexion Health, VR Health

COMPETITIVE ADVANTAGE



Integrations & Partnerships with EMRs



HIPAA Compliance and Data Security



Patient Rewards and Incentives

TRACTION

- Strategic partnership with OrthoLinks to collect patient feedback and gauge overall market response.
- Paid trials are set to begin with OPPT in February 2019 starting with 2 clinics and slowly rolling out to all of 17+ locations through Florida by the end 2019.
- Cora is excited to start a paid trial with their occupational therapy focused Carrollwood location followed by pediatric center in Virginia. Followed by successful trials, phase 1 will include 41 occupational therapy locations in 2019 and additional locations in 2020.
- One of 50 companies to pitch at SXSW 2019.

OUR ASK

\$850K
Pre-Seed

- Completion of paid beta trials by April 2019 and to execute the growth strategy May 2019 through the end of the year.
- Major milestones: go-to-market, expand new game suites for upper and lower extremities, EMR integrations, hire sales and support team, hardware expense, and product R&D.
- Anticipated results by Q1 2020: \$617K in revenue based on 113 customer sites.

TEAM

Jonathan Truong - Co-founder & CEO
Tad Svendry, MBA - Co-founder & COO
Bryan Bonvallet - Director of Architecture

ADVISORY BOARD

Richard Munassi, MD, MBA - Healthtech
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