

# INDUCT

Business update

14 September 2023

Induct

# Agenda

- About Induct
- Grantway
- NHS (healthcare England)
- Q&A



# Induct

a digital ecosystem platform



NORWAY



SPAIN



UK



USA

## Focus areas / ecosystems:

- Grant management
- Clinical pathways
- Innovation management

## Revenue model:

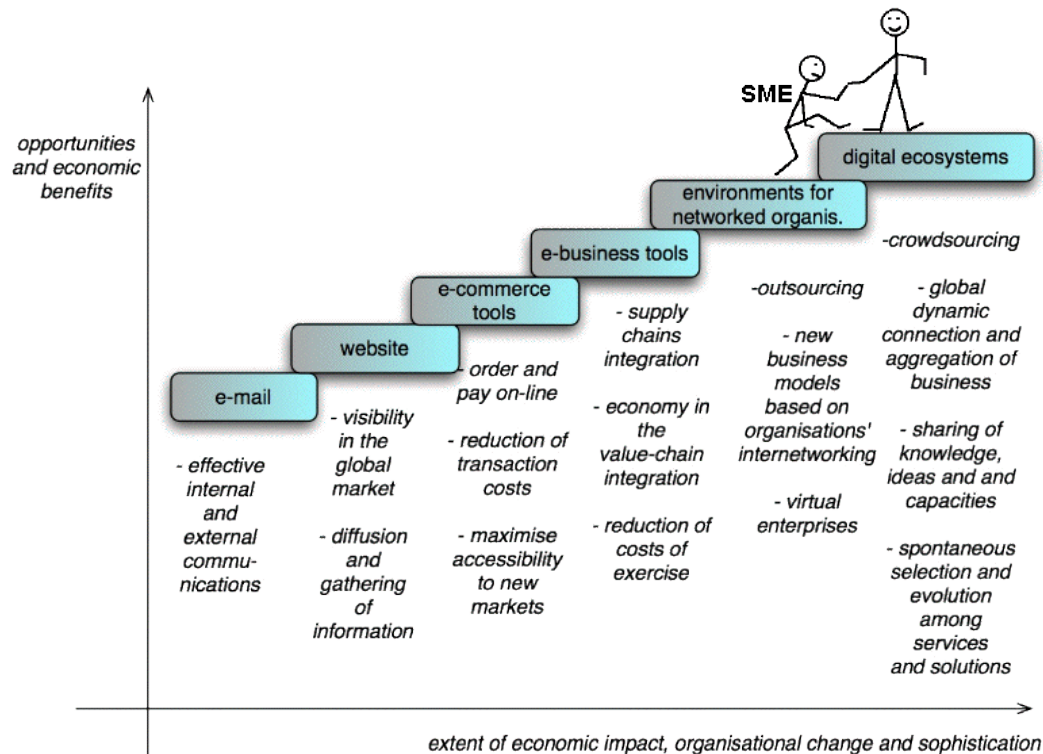
- Subscriptions
- Ads
- Transactions

## Scaling:

- High gross margin (> 95 %)
- Low R&D expenses
- Network effect (reduced acquisition cost)
- Additional revenue streams

**Robust, scalable and recurring revenues**

# Ecosystems – the way forward



Adapted from Cisco-led Information Age Partnership study on e-commerce in small business

## Platforms and Ecosystems: Enabling the Digital Economy

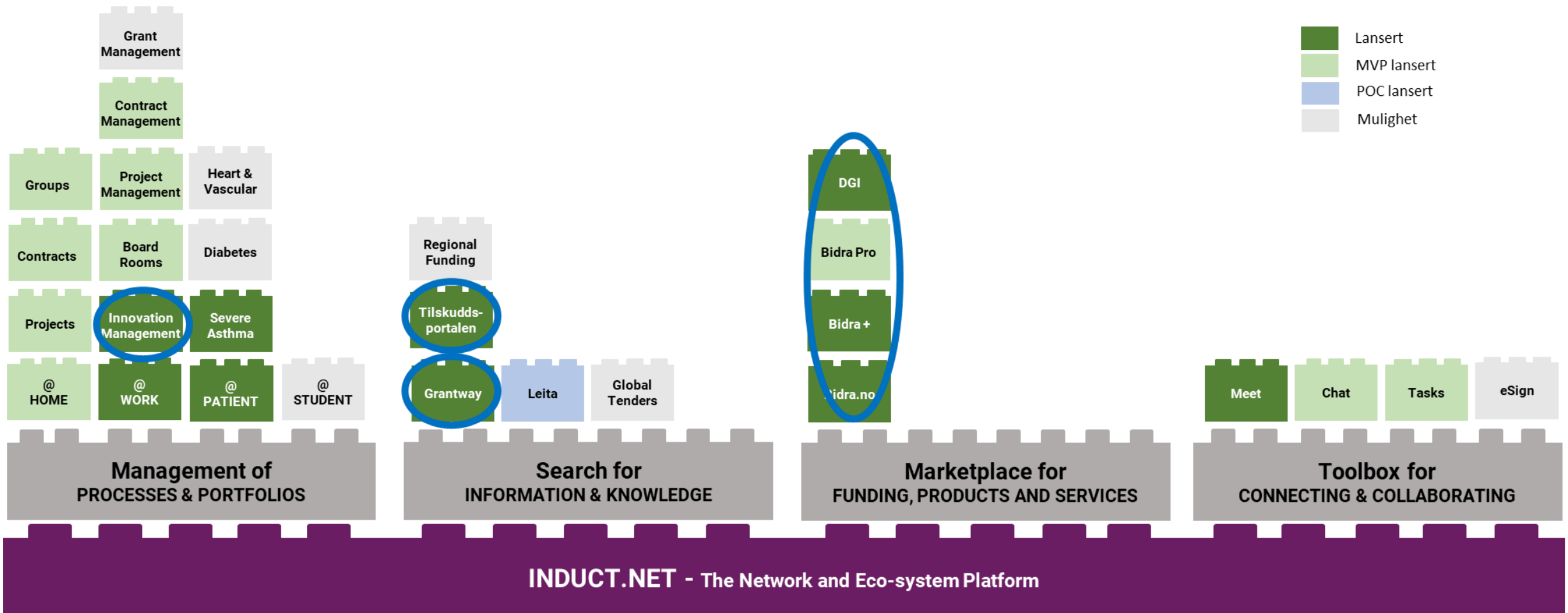
February 2019



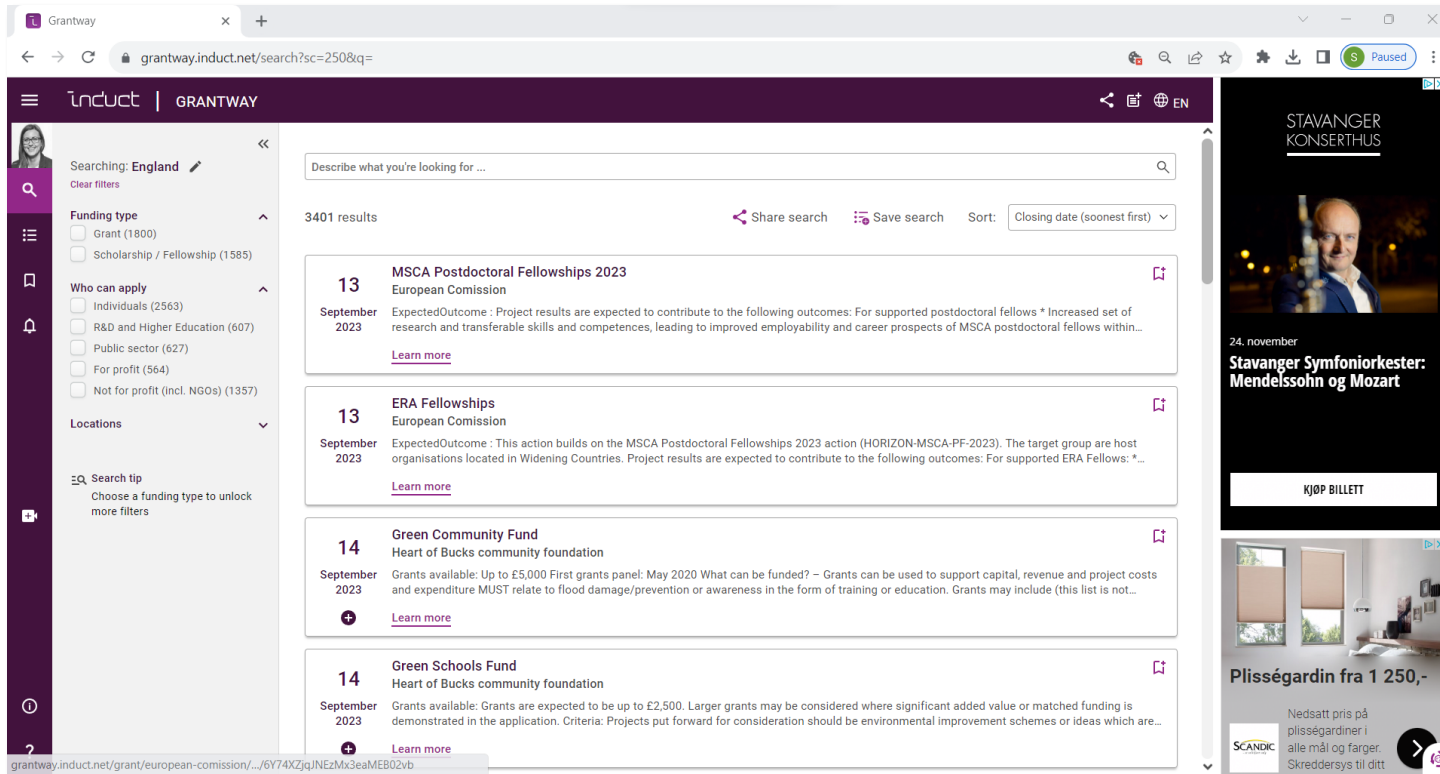
# OFFERINGS & OPPORTUNITIES

Fokus for salg og markedsføring

> 17 MNOK ARR  
> 95% gross margin



# Grantway



## Status

- > 200.000 available funding opportunities across 186 countries
- 600.000 users in Q2 2023
- Users from 175 countries

# Grantway *next steps*

- Search for funding providers
- Providers can develop, publish and manage funding opportunities
- Portfolio management for grant providers
- Portfolio management for applicants

# NHS – clinical pathway and patient management

**Induct** TEST - Severe Asthma Care Pathway at TEST - Portsmouth University NHS Trust

**Patients** Open

Name	NHS no.	DOB
BAGGINS, Frodo	392 856 1189	1 Jan 1901
PARKER, Peter	777 777 7777	22 Nov 1933
BCNTEST, BCNTEST	988 454 3801	25 Feb 1984
CHILD, Lee	521 267 6436	19 Oct 1956
POTTER, Harry	713 976 0810	5 Oct 1994

**MDTs** Open

Day	Date	Time	Patient no.
-----	------	------	-------------

**Members** Open

- Bryony Reeve**
- Thaís Naomi Seki**
- Oliver Tuschling**  
Senior Software Quality Assurance  
Induct R&D

**Network patients** Open

Name	NHS no.	DOB	Location
BAGGINS, Frodo	392 856 1189	1 Jan 1901	Winchester
PARKER, Peter	777 777 7777	22 Nov 1933	Portsmouth
CHILD, Lee	521 267 6436	19 Oct 1956	Portsmouth
POTTER, Harry	713 976 0810	5 Oct 1994	Portsmouth
SMITH, Rob	735 811 1826	21 Dec 2012	Winchester

One patient =  
one digital  
patient record

Ecosystem  
approach to  
patient treatment  
in clinical  
pathway

# NHS – clinical pathway and patient management

- Severe Asthma module
  - 200.000 patients in the UK
  - Cause 500 deaths per year
  - £600-800 million spent on treatment per year
- 
- Impact with Induct
    - Improve treatment outcomes
    - Reduce time spent on treatment
    - Reduce costs
    - Collect data for research purposes

Induct

CHILD, Lee

NHS no: 521 267 6436

DOB: 19 Oct 1956

Record Overview

First Name

Lee

Last Name

Child

NHS Number

521 267 6436

Date of birth

19 Oct 1956

Gender

Not disclosed

Asthma Registry ID

-

Email address

-

Patient can be contacted in the future about research

No

Menu

Record overview

Patient management

Forms

Documents

Access log

TEST - Severe Asthma Care Pathway key data

MDT

Monday, 25 Apr 2022 15:00 - 20:00

Biologic

Omalizumab	Approved: 4 Sept 2019	Blueteq no.: -	Start date: 6 Nov 2019	End date: 2 Dec 2020
Benralizumab	Approved: 9 Nov 2020	Blueteq no.: -	Start date: 8 Feb 2021	End date: -
Dupilumab	Approved: 10 Jan 2022	Blueteq no.: -	Start date: 24 Jan 2022	End date: 31 Jan 2022

Joint care

Winchester	Start date: -	End date: 7 Mar 2022
Portsmouth	Start date: 22 Feb 2022	End date: 8 Mar 2022

# NHS – clinical pathway and patient management

- Used by the Research Department
- Next step – clinical use in hospitals

# Q&A

## Business update

14 September 2023

Induct