

INDUCT

Business update

14 September 2023

induct

Agenda

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



a digital ecosystem platform



NORWAY



SPAIN



UK



USA

Focus areas / ecosystems:

- Grant management
- Clinical pathways
- Innovation management

Revenue model:

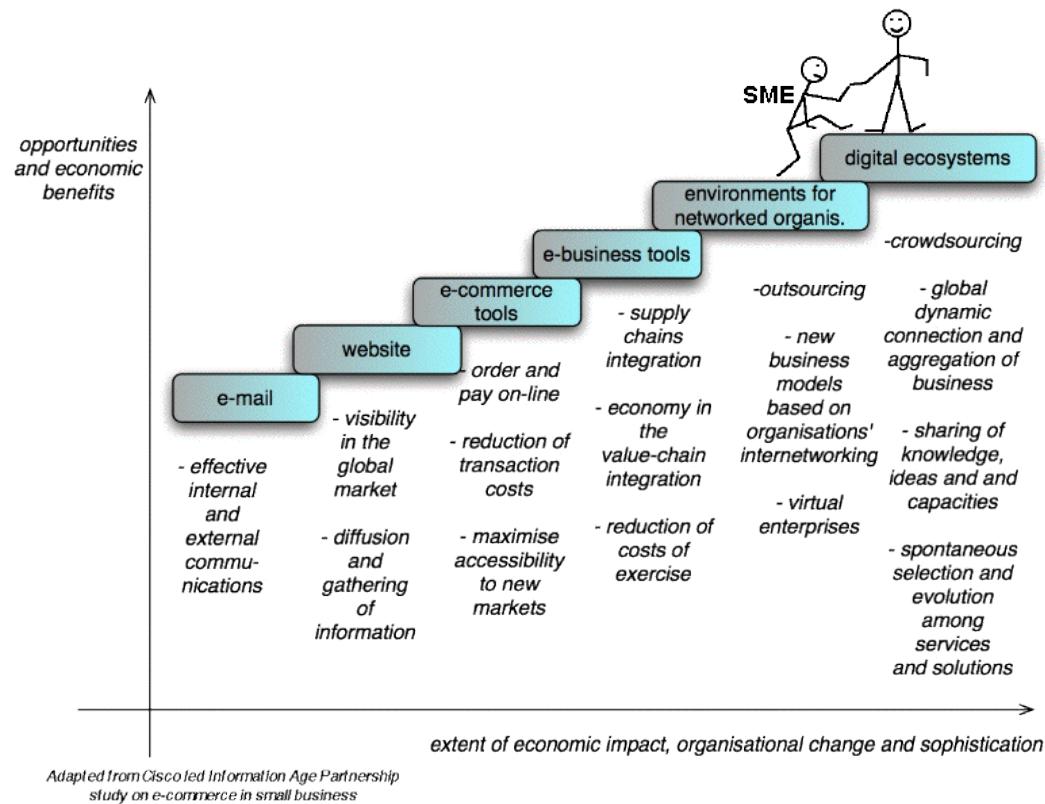
- Subscriptions
- Ads
- Transactions

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



WORLD ECONOMIC FORUM
COMMITTED TO IMPROVING THE STATE OF THE WORLD

Briefing Paper

Platforms and Ecosystems: Enabling the Digital Economy

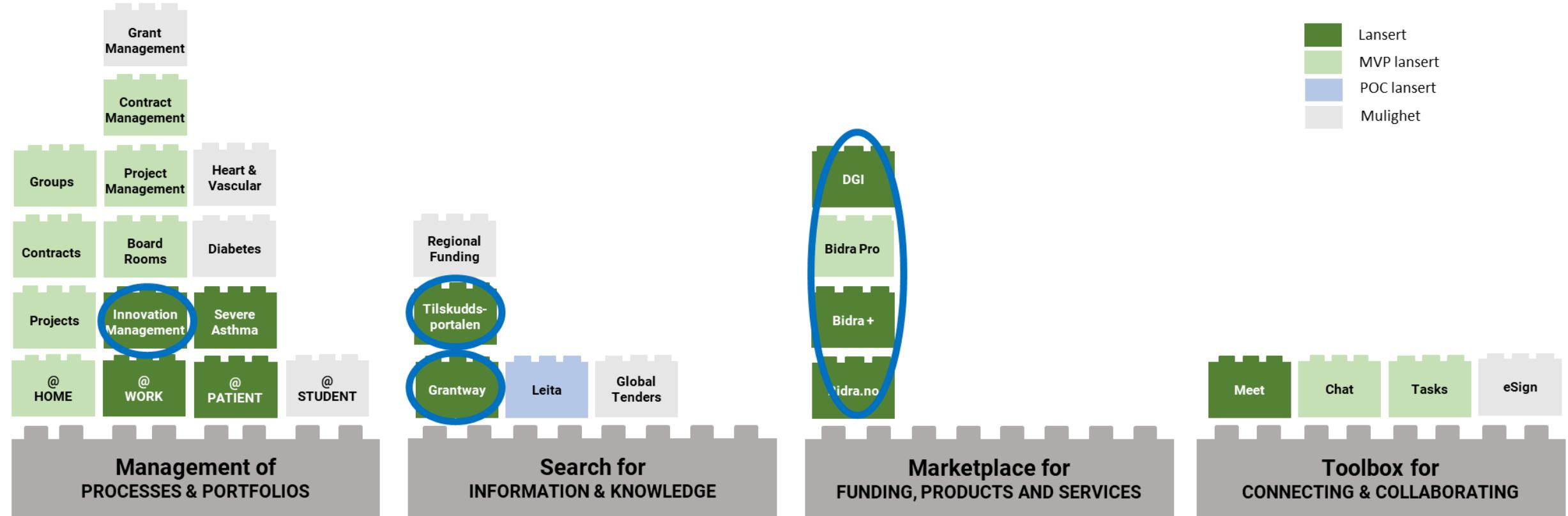
February 2019

<https://www.weforum.org/whitepapers/platforms-and-ecosystems-enabling-the-digital-economy>

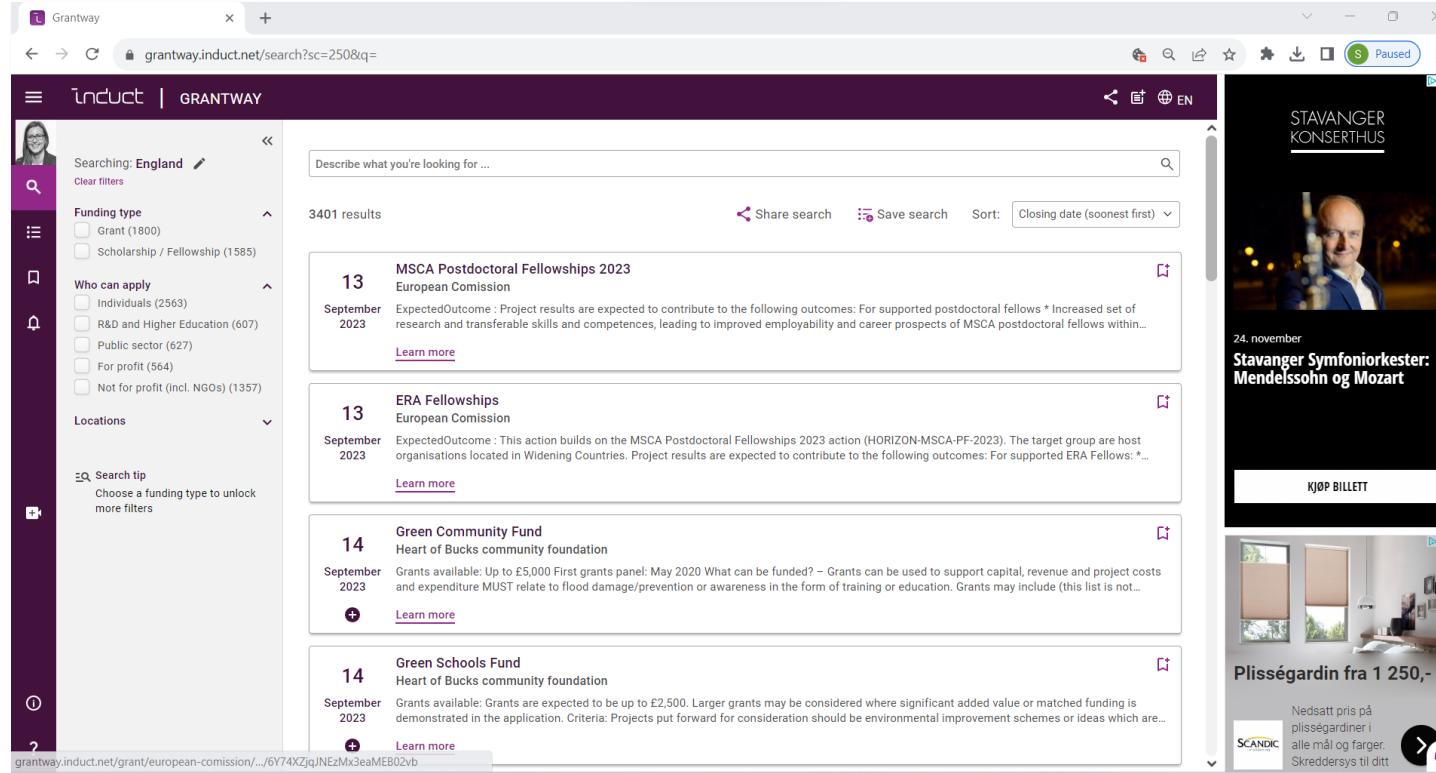
OFFERINGS & OPPORTUNITIES

Fokus for salg og markedsføring

> 17 MNOK ARR
> 95% gross margin



Grantway



The screenshot shows the Grantway search interface. The search bar at the top contains the text "Searching: England". The sidebar on the left includes filters for "Funding type" (Grant, Scholarship / Fellowship), "Who can apply" (Individuals, R&D and Higher Education, Public sector, For profit, Not for profit), and "Locations". A "Search tip" section suggests unlocking more filters. The main search results page displays 3401 results. The first result is "MSCA Postdoctoral Fellowships 2023" by the European Commission, dated September 2023. The second result is "ERA Fellowships" by the European Commission, also dated September 2023. The third and fourth results are "Green Community Fund" and "Green Schools Fund", both by the Heart of Bucks community foundation, also dated September 2023. Each result card includes a "Learn more" link.

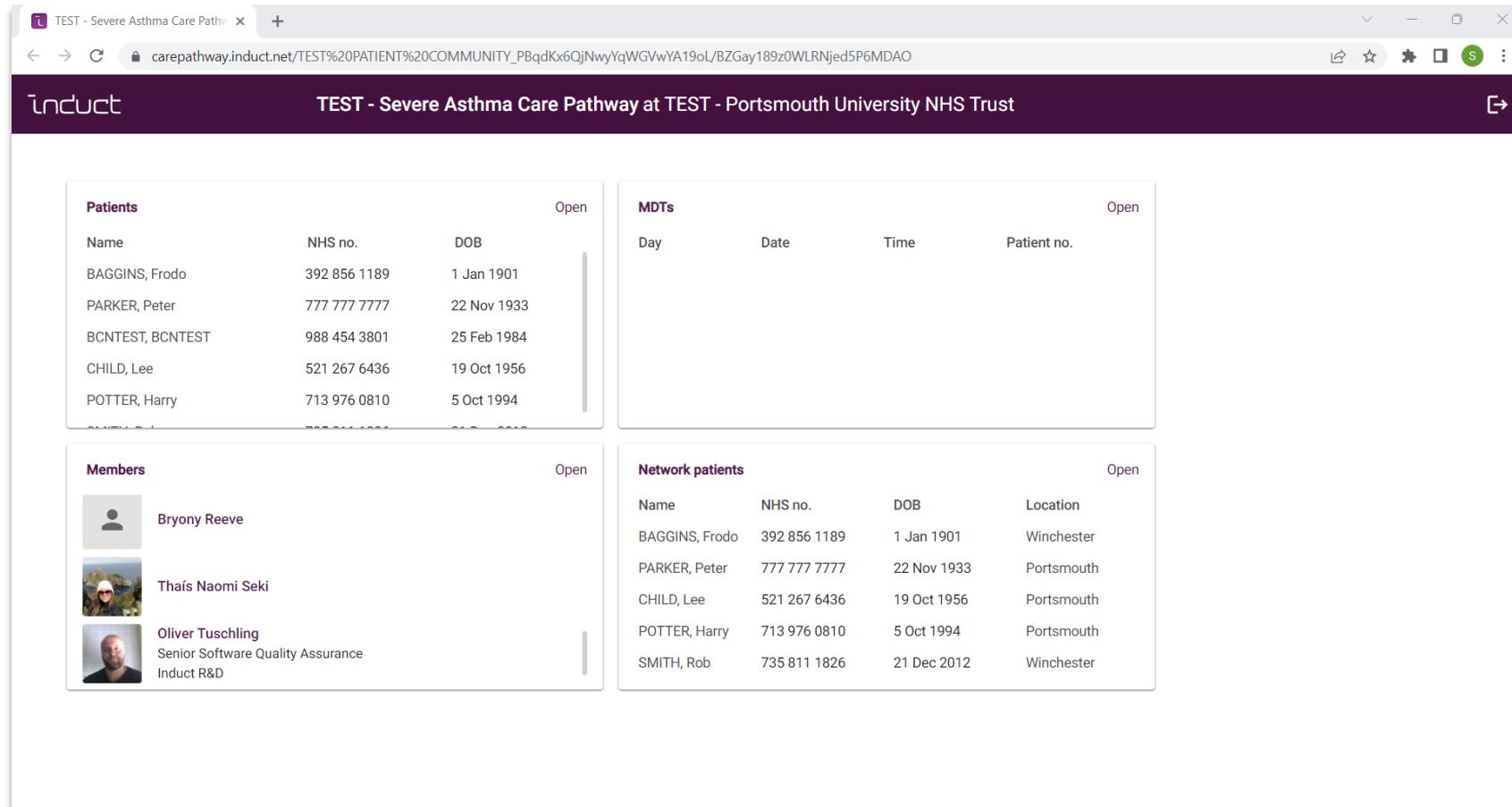
Status

- > 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



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

Patients

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

Day	Date	Time	Patient no.

Members

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

Network patients

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

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

Menu

- Record overview
- Patient management
- Forms
- Documents
- Access log

NHS – clinical pathway and patient management

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

Q&A

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