AvoMD

Decision support & education at the point of care.
By doctors, for doctors.

Website: http://avomd.io | Location: New York, NY | Email: jp@avomd.io

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Industry: Clinical Decision Support
Number of Employees: 6
Legal: C-Corp; Patent Pending

Executive Leadership

Joongheum Park MD, Founder/CTO
Internist and Clinical Informatics fellow. Appointed Harvard Faculty Physician. Professional mobile Health and AI developer.

Yair Saperstein MD MPH, CEO
Licensed internist. Experience founding and leading non-profits to international scale.

Laurence Coman, CFO
MBA Candidate at Columbia Business School. 5 years work xperience in private equity, mergers and acquisitions.

Advisory Board

Adler Perotte, MD MA
Professor of Biomedical Informatics at Columbia University Medical Center.

Jinha Lee, Founder/CTO of Spatial
TED speaker on UI/UX design topics. Co-founder of Spatial, an AR-teleconferencing company.

Jooheung Yoon MD
Assistant Professor of Critical Care Medicine at UPMC. Chair of Scientific Advisory Board.

Executive Summary:

- AvoMD is a mobile clinical application and content platform. Clinicians are guided through the process of diagnosis and treatment at the point of care, with relevant portions of the guidelines curated to the specific clinical situation at hand. The result: improved physician satisfaction and efficiency, reduced medical errors and money saved for hospitals.

Unmet Need:

- "Knowledge explosion" in medicine has taken hold, making it nearly impossible for clinicians to stay abreast of best practices. Patients suffer, as 45% of US patients do not receive the standard of care (NEJM), leading to worse outcomes and wasted spending.
- Physicians want POC tools to educate with automated clinical decision support (CDS).
- Hospitals, including tertiary and academic teaching centers in the US, are investing in CDS. The CDS market is currently a $7 billion market expected grow to $12 billion by 2023.

Products/Services:

- Our physician-facing app aggregates relevant subparts of guidelines/institutional protocols to the specific clinical circumstance, using conversational UI to help gather inputs and generate recommendations.
- Our "playground" authoring tool enables physicians to easily generate content (Wix style) for use on the app. This allows us to scale our content library in a quick and cost-efficient way and creates barriers for competitors to enter.

Achievements/Milestones:

- MVP launched, 30K downloads, 1K average monthly users
- Discussions with Samsung Medical Center, 3rd largest in Korea, to integrate AvoMD into its EHR system.
- Englewood Hospital is testing AvoMD for efficacy in increasing physician efficiency and quantifying outcomes. Results expected 5/19.
- SUNY Downstate Medical Center mobile antibiotic stewardship program.
- 7 physicians writing modules.

Financials:

- Direct sales to internal medicine departments in large, academic teaching hospitals. $40/user/month with optional, one-time EHR integration fees starting at $5,000.
- 2020 first paying hospital customer. 2021 $4.5M. 2022 B/E. Fundraising $1.7 million for product development, medical content review and customer acquisition.

Date	Fund $	Use of Funds
2H 2019	$82	R&D, Content
1H 2020	$459K	R&D, Content
2H 2020	$1.13M	Sales, R&D