



Group 5

***Accessible screening app for
elderly OSA patient***

Split, september 26



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Meet Mitsos! 🖐️

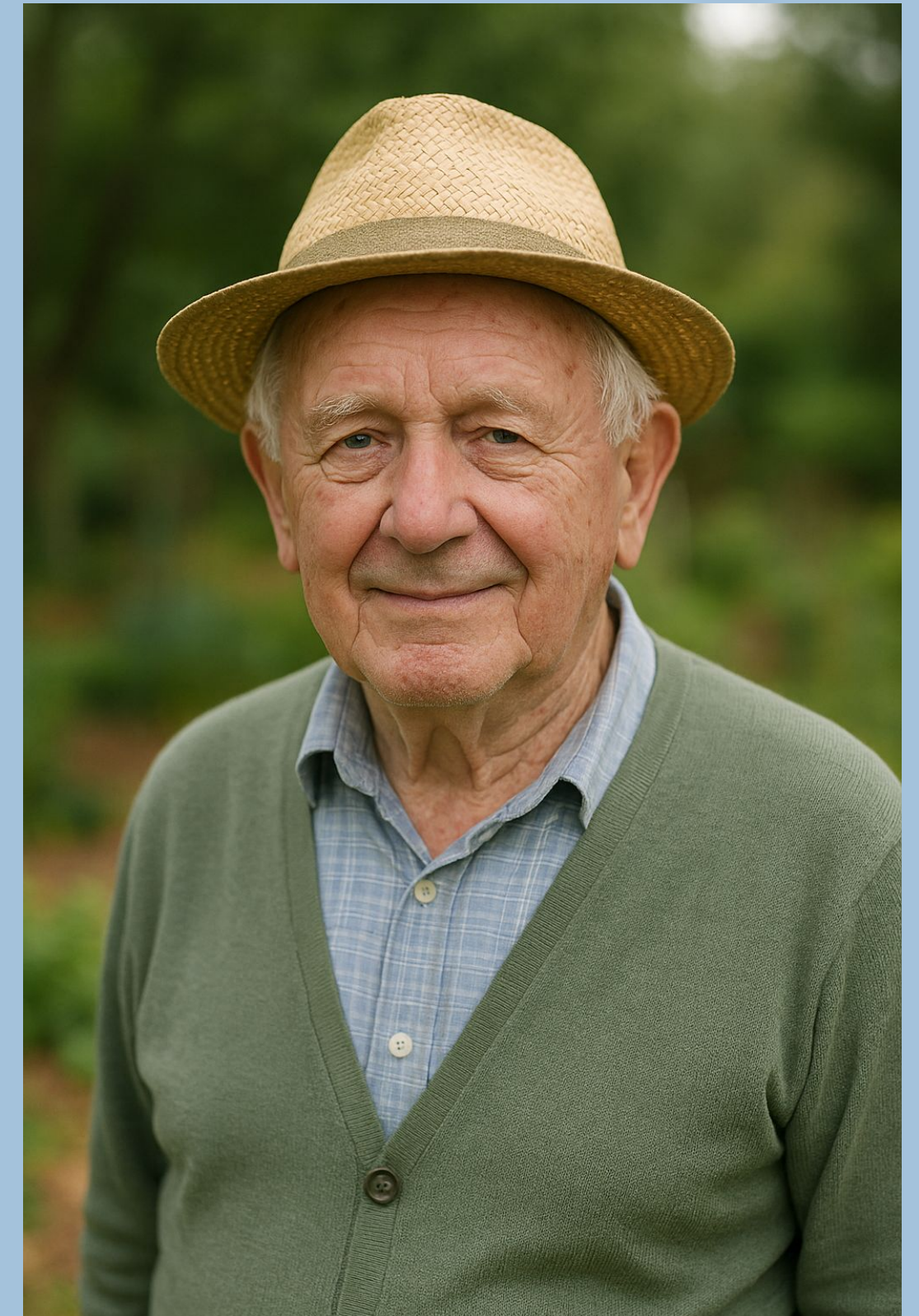
- 80 years old
- Lives in Metsovo
- Smartphone but low digital literacy
- Dementia, smoker, hypertension, snores a lot at night, loves salty food



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The Solution: SAGE

Sleep Apnea Guided Evaluation



User's interface



Sleep professional's interface



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Target Market ⚡



- **Primary users:** Older individuals with suspected OSA, with cognitive impairment.
- **Secondary users:** Caregivers and family members
- **Customers:** Clinics, hospitals, nursing homes



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Market Opportunity



- **USD 2.9-4.5 billion** in 2024/2025 for global sleep apps & tracking apps. Projections go up to **USD ~9-10 billion** by ~2034
- Older populations are a large and growing group with sleep apnea, but many are undiagnosed
- OSA: 27% of men and 23% of women



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Business Model



- Hybrid approach:
 - B2P - pilot the project first with primary healthcare providers
 - B2G - present the project with primary care providers and scale up the government
 - Subscription based



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Go-to-Market Strategy



- Launch pilots in Greece to onboard patients via healthcare providers
- Engage caregiver & patient association to promote adoption
- Partner with primary health care care clinics & nursing homes in Greece
- Secure government public health program integration via pilot data



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Competitor Analysis

Existing Sleep evaluation apps:

- complicated
- interfaces and setup not adapted to dementia patients (small fonts, many diagrams, busy user interfaces)
- hard to use
- not accessible (elderly with hearing problems)



SAGE:

- simple
- adapted to older population's wants and needs (AI assistant feature)
- can extract useful information for clinicians effectively
- enables earlier diagnosis and enhances quality of care

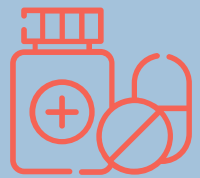


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Traction/Milestones



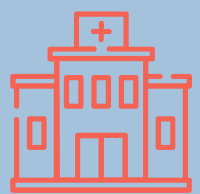
User Research

10+ interviews with elderly patients



Lo-fi prototype

Tested for comprehension & accuracy



Pilot in Greece

Jupiter is the biggest planet of them all



Regulatory & Ethics path initiated



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Financials & Funding Ask



- 12–18 month plan: pilots in 2 countries, CE-mark pathway, v1 analytics.
- **Funding ask: €150k pre-seed.**
- Use of funds: Dev 40%, Pilots 30%, Regulatory 20%, Ops 10%.



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Call to Action/Closing



OSA is a silent epidemic quietly affecting hundreds of millions of people worldwide,

Current digital solutions are failing to meet the needs of elderly

Clinics, nursing homes, and primary care providers = usability test and outcomes

We are seeking 150k pre-seed funding to complete pilots in Iceland

✨ **Join us in making screening for OSA accessible to those who need it most** ✨



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Disclaimer



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