



The Sounds of Silence

Web: <https://bat-call.com>

Medical devices for heart, lung, vascular (and more) auscultation. Incorporating artificial intelligent (AI) and interprets the unreachable (till now) body Infra-Sounds..

## FOUNDING

Investment **US\$ 2,400,000**

### Expense

Clinical (36%)	\$ 870,000
Development (23%)	\$ 550,000
Production (12%)	\$ 280,000
Marketing (29%)	\$ 700,000

## TEAM

**Doron Adler**, Co-Founder CEO (PhD)

Experience: CEO of Cbyond. CTO of Olympus Surgical Technology America, VP R&D Given Imaging

**Asaf Ben-Arye**, R.A. and B.D. (MD. MBA)

Experience: Founder and CEO of medical device companies including publicly trade one.

**David Linhard**, COO (MBA)

Experience: VP of Operations at Cbyond - Olympus Medical; Senior Director of Operations of A.R Systems

**Ofra Zinaty**, Algorithms (M.Sc)

Experience: Experienced Medical devices algorithm developer. Technical Fellow, Medtronic

Bat-Call's team also includes scientists such as Prof, **Chaled Karkabi** (Primary Care), Prof. **Israel Cohen** (acoustic signal processing), Prof. **Mordechai Yigla** and Prof. **Yochai Adir** (medical).

## THE NEED

Primary Care and ER crowding effects the treatment of patients due to poor diagnosis (19th century technology). An accurate, simple, diagnostic device that saves tests, enhances diagnostic confidence, and extends detection precision is of the essence.



## OPPORTUNITY

Nowadays everyone is looking to reduce **health care costs**, move to remote patient monitoring using **digital** health solution. New technologies e.g. **Artificial Intelligent** and **wireless** are highly accepted by the medical community. Now is the best time to address Health Care Providers to adopt our solution on **large scale quantities**.



## PRODUCTS

- **CompuSteth** a hyper-spectrum, computerized stethoscope that provides accessibility to Infrasound. An AI based device is going to replace the traditional stethoscopes.
- New Products (future opportunities): **Acoustic Imaging System** 3D imaging of lung sounds, and AI classification, operated by the nurse. **Spirome**, simple home device for patient remote monitoring such as CHF, Asthma and COPD.



## WHY INVEST?

- We offer to join our revolution
- Addressing **multi-billion** market
- We have a **highly qualified** and **experience** team, working together for over 10 years

## ADVANTAGE

- CompuSteth is the world's best Stethoscope, the only **Infrasound** accessible product.
- Reduce **ER load**
- Increase diagnostic **accuracy**
- Minimize **supportive tests**
- Reduce **X-Ray exposure**
- **Remote monitoring**
- The AIS is a quick and simple diagnostic tool for lung/heart diseases.

## TARGET MARKET

1. **Doctors and Health Care Providers:** more than 5M stethoscopes are sold annually
2. **Patients with chronic diseases:** Estimated 500,000,000 patients with respiratory disease WW.
3. **Hospitals and Clinics:** 1.5M ECG devices are being yearly, representing the AIS market.

## BUSINESS MODEL

Initiate **direct sales** of the CompuSteth to physicians obtain market presence and acceptance. Collaborate with **telehealth** entities offering the Home use device including E-Commerce

## ACHIEVEMENTS

- Established at 2016, and raised **\$5M seed** investment from the founders, private investors and the Israeli Innovation Authority Built IP portfolio: **7 patents**
- Complete first product development and present it at the **ATS 2018** conference
- Multi-sites **clinical trials**
- Preliminary Healthy/Sick classification algorithm **>90%** detection accuracy