

SeizSafe



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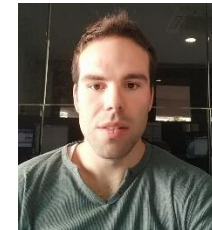


ENCORE LAB

- **Tech-based SME founded in 2011.**
- **Developing of innovative solutions in different areas by**
 - Building electronic devices based on open hardware
 - Developing advanced software for data gathering and processing
 - Analyzing data with data-mining techniques
 - Presenting present the results to the user in an intuitive way
- **Participation in R&D projects with different partners**

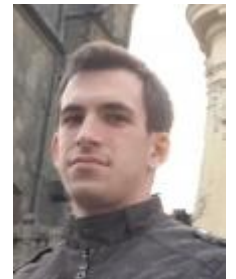


León Arnedo & Sonia Belmonte
Electronic Engineers & CEOs



Víctor Najarro
Hardware developer

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Software developer



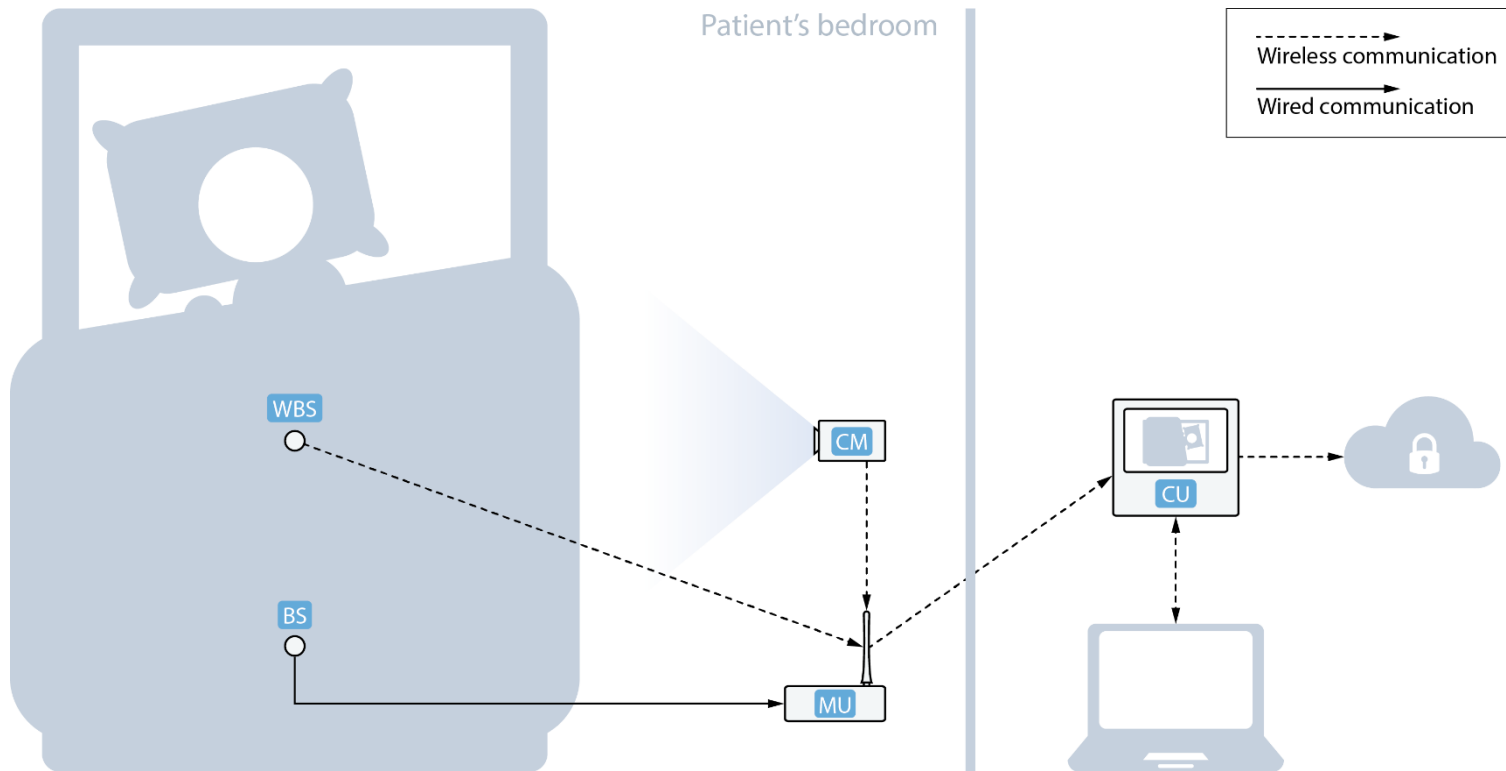
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PhD. Project Manager



EPILEPSY & SOME FIGURES

- **Seizures = generalized convulsions**
 - Risk of injure, cardiac arrest
 - Irreversible brain damage
 - Sudden death
- **Accurate treatment hard to find**
- **Highest incidence in children, adolescents and elders**
- **Each patient is different**
- **Lack of data for research**
- **Up to 1,12% of the public health budget**
- **1% of the overall population (WHO)**
 - > 50M people in the world
 - > 6M people in Europe
 - > 400k people in Spain
- **20% suffers night-time seizures**
 - > 10M people in the world
 - > 1.2M people in Europe
 - > 80k people in Spain

SEIZSAFE



Main features:

- Monitoring system
- Remote alert system
- Self-adaptive algorithm
- Data for research
- Low cost
- Medically validated

***SeizSafe* is a system to monitor patients during nighttime and alert their caregivers when seizures occur**

- Patients are assisted on time, minimizing seizures' consequences
- Caregivers rest because they will be woken up when a seizure starts

SEIZSAFE - watch it at https://youtu.be/_h6JLh449Kc

- **Device.** Collects data from the sensors, processes them and generates different alerts. It can connect to an external router to share seizure data with doctors through *SeizSafe*'s cloud. It includes:
 - **Bed sensors:** placed on the patient's bed and/or covers; there are two types:
 - Wired: accelerometers, they provide motion data in real-time to be processed
 - Wireless: run the detection algorithm internally, sending only system status (normal, pre-alert, alert)
 - **Camera:** it streams video in real time to caregivers' devices and records the detected events.
- **Interface for users.** For system configuration and to allow caregivers to connect to the device and receive seizure alerts. It is available in web and mobile versions.
 - Mobile: when receiving an alert, the app generates a loud warning and provides real time video streaming
 - Web: accessing historical data, configuration and sharing with doctors (only available locally)
- **Interface for doctors.** It allows doctors to access shared data, statistics and videos from patients, providing them with a powerful tool for better monitoring and diagnosis

MARKET NICHEs

Electronic device

TARGET CUSTOMER

People affected by epilepsy
Caregivers

BENEFITS

Improve quality of life of
epilepsy patients & families

MARKET INTRODUCTION

Involvement of associations

Cloud platform to share information with doctors

TARGET CUSTOMER

Public and private health
services

BENEFITS

Better understanding of seizures
without hospitalization
Better diagnosis & drug prescription

MARKET INTRODUCTION

Involvement of hospitals

Anonymous data of epilepsy

TARGET CUSTOMER

Large pharmaceutical
companies

BENEFITS

Improve epilepsy research

MARKET INTRODUCTION

Involvement of
associations and hospitals

STEPS ALREADY TAKEN

- **Meeting with BioCruces and epilepsy associations**
 - Bilbao, Jan 19 → Present SeizSafe's progress, gather feedback
- **International Epilepsy Day Workshop**
 - Bilbao, Feb 8 → Present SeizSafe to the general public
- **Agreements for tests with users in real conditions**
 - Gorabide (residence), volunteers from associations
- **Further contacts for validation in hospitals**
 - IDIPHIM (FI-C3), Vall d'Hebron, La Fe

BUSINESS MODEL CANVAS

Key Partners <ul style="list-style-type: none"> Epilepsy associations (evangelists, contacts) BIOCRUCES (research, clinical trials) Manufacturer Distributors / sellers PHILIPS Health FI-C3 community 	Key Activities <ul style="list-style-type: none"> Improve algorithm Clinical trials Tests in real world conditions CE mark Marketing Build community of users Data collection, protection and maintenance 	Value Proposition <ul style="list-style-type: none"> Detect seizures at night-time (comfort, security, minimize damages) Alert caregivers in real time (peace of mind, normal sleep) Monitor and track patients (improve diagnosis and prescription) [Epilepsy dataset (faster drug tests)] 	Customer Relationships <ul style="list-style-type: none"> Associations Technical support / Post-sale services Visits and meetings Workshops / Tradeshows 	Customer Segments <ul style="list-style-type: none"> Epilepsy patients and caregivers Doctors Hospitals, clinics [Pharma]
	Key Resources <ul style="list-style-type: none"> Detection algorithm Electronic components Cloud server Website Manufacturer Distribution network Brand 		Channels <ul style="list-style-type: none"> Website Social networks Associations Workshops / Tradeshows Direct mail 	
Cost Structure <ul style="list-style-type: none"> Personnel (research and development) General / Administrative External manufacturing Logistics CE mark Marketing 			Revenue Streams <ul style="list-style-type: none"> Device, different packs Cloud services (subscription) [Data mining] 	

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