A virtual clinical assistant for smarter decisions and better outcomes

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CEOCFO: *Mr. Kodey, would you tell us about MDOps?*
Mr. Kodey: We were a handful of people who got together to change the way physicians operated for getting better patient care outcomes. Our efforts started with an EHR (Electronic Health Records) application few years back. But we realized that while an EHR application worked well as a repository of patient data it did a lousy job of getting physicians to make smarter clinical decisions with all its complexities. So we started building "Mili" a smart virtual assistant that a physician can talk to just like with a human assistant. The idea was that with simple voice instructions spoken in their natural language physicians can delegate any and all their tasks to Mili to perform in an EHR application. It would include anything ranging from placing clinical orders to analyzing patient data to generating alerts for smarter decisions by physicians. Mili essentially changes the paradigm from making EHR applications more user friendly to making them transparent altogether.

CEOCFO: *Do you have a fully developed product at this point?*
Mr. Kodey: Yes, over the past year we have evolved it to a production ready version and are now working to extend its capabilities even further to more complex tasks.

CEOCFO: *How does your product work?*
Mr. Kodey: Mili is a cloud based virtual clinical assistant and accessible as a smartphone app by physicians. The voice controlled interface of the app allows physicians to simply talk to Mili in their natural language anytime anywhere and the Artificial Intelligence ensures that Mili understands the intent of the physician to perform the required task whether it be ordering a medication, analyzing lab results or reviewing patient's medical history to ensure the best decision. The days of physicians struggling to navigate through complex menus of an EHR application losing time and patient focus in the process will soon be behind us. The patient will truly become the primary focus for a physician with our virtual assistant.

CEOCFO: *I will get my voicemails transcribed and sent to my computer and half time I can't understand what was transcribed. How can we be sure the physician's words are understood correctly by your application?*
Mr. Kodey: The transcription accuracy of speech recognition technology in general has improved significantly. We see the willingness of our customers to rely on it on a daily basis for documenting their clinical notes as a testimony to its reliability and maturity. In fact its high accuracy has made it possible for us to go beyond simply transcribing a physician's narrative dictation to using it with our machine learning technology to support a meaningful conversation between a physician and Mili the virtual assistant for smarter decisions at the point of care.

CEOCFO: *Where are you in the process of development and commercialization?*
Mr. Kodey: We started few years back with just a transcription capability and built a customer base with it. Last year we went to the next phase and deployed Mili our virtual assistant as a beta version to our customers. We now have a

production ready version supporting initial set of use cases. We are continuing to identify and work to support additional and more complex use cases. We recently signed a partnership with Allscripts one of the major EHR vendors. Their EHRs will be the first major 3rd party applications to work seamlessly with Mili from out of the box. We are also in conversations with a major device maker so physicians can analyze patient's vitals with a simple command for smarter decisions in a timely manner in ER (Emergency Room) and acute hospitals where every second matters for saving a human life.

CEOCFO: *Are you funded for your next steps? Are you looking at partnerships or investments?*
Mr. Kodey: Our focus right now is partnering with major EHR vendors and device makers to expand our target market and drive our revenue. Allscripts is the first of those partners. We plan to announce additional partnerships in the coming months. We are also developing a connector framework for a 3rd party vendor to work independently to plug in Mili with their product. This will allow for a broader adoption of Mili in more scalable fashion.

CEOCFO: *How are you reaching out to potential customers?*
Mr. Kodey: So far we have targeted clinicians at medical conferences with product exhibits. But 60% of our customer acquisition has been through referrals by existing customers. We expect the future growth through our partners with out of the box integrated solutions.

CEOCFO: *How would a doctor or practice implement your product or convert over to your system?*
Mr. Kodey: A few years back when you wanted to buy an EHR system, you had to buy the software and install it on your computers or your data centers. It was so complex you needed an IT expert to deploy and configure it and then get the clinical staff trained on it. That was a two to three month process. What we have built is a cloud-based application on Software as a Services (SaaS) platform. That means even a physician with no technical expertise can just register online and within a minute be up and running with our built in EHR without spending hundreds of thousands of dollars. We realize that many provider organizations have already invested into EHR applications, and expecting them to rip and replace those applications is not realistic. That's where our out of the box integrations developed either by us or by our partners will offer the solution. So customers' existing applications containing their patient records would stay undisturbed. Physicians will just use Mili which will work in a seamless fashion with their existing EHR systems in the backend making them transparent for the physicians.

CEOCFO: *Why choose MDOps?*
Mr. Kodey: Today's complex EHR applications are forcing healthcare providers to choose between efficiency or patient care outcomes. So providers like hospitals and physicians cannot escape financial risks with the industry's emerging outcome based payment models. Our technology is uniquely positioned for providers to escape this no win situation and deliver better outcomes.