SiloNo
Blockchain-Powered Medical IoT

Jack Neil, MD
Chief Technology Officer
Silono, Inc
billion

percent
funerals

1 solution
Blockchain-Powered Medical IoT
What We Do

Consumers
- Privacy / Control
- Early Intervention
- Compliance Verification
- Claim Ownership

Providers
- Reduce Readmissions
- Satisfy MIPS IA
- Increase Billings
- Improve Efficiency
- Grant Access
What We Do

For Consumers:
- Improve experience
- Improve care accuracy
- Medication reminders
- Family-member health tracking
- Early deterioration intervention
- Ground-level privacy
- Employer-required compliance verification

For Insurers:
- Identify high-risk patients
- Early Intervention
- Compliance adjusted premiums

For Hospitals / Providers:
- Decrease negative payment adjustments (HRRP)
- Satisfy MIPS IA + 10% ACI bonus
- Increase billings. RPM CPTs ...
  - 99453 = $21
  - 99454 = $69 / month
  - 99457 = $53 / month
  - 99091 = $59 / month

We help Hospitals Achieve Better Outcomes after Discharge which reduces HRRP penalties

Centers for Medicare & Medicaid Services (CMS) reports that Acute Care Hospitals will lose ~$566M in 2018 due to penalties from the CMS Hospital Readmissions Reduction Program (HRRP)

The HRRP withholds 3% of regular reimbursements for excessive readmissions within 30 days for six treatment areas: Chronic lung disease, Coronary artery surgery, Heart attack, Heart failure, Hip and knee replacement and Pneumonia

Silono technology can track patient compliance in the critical 30 day discharge window to reduce HRRP penalties

By providing "exceptions based" event data to caregivers; Silono tells the caregiver which specific patient may need post discharge intervention to improve the patient's outcome

* Source: Federal Register Online via the Government Publishing Office, August 17, 2018 Vol. 83, Pages 41143 - 41784
Source: https://sca.advisory.com/Maps/Home/MapView?var=p4p
How We Do It

• Full-stack platform

• Medical IoT data communication and storage
• Communication via embedded 3/4/5G cellular modem
• Storage via private distributed data structure
• Permissioned Blockchain for immutable audit and access rights
• Data access is patient-controlled at device-level
• AI-powered anomaly / deterioration detection

How We Make Money
How We Make Money

• Per Connected Device:
  • Monthly Access:
    • Service Fee = $20.00
    • Our Fixed Costs = $2.00 (cellular + cloud + blockchain)
  • Analytics / Monitoring / Notifications:
    • Annual Subscription to AI-powered analytics engine = $100 per patient
    • Integrating Silono enabled medical devices with EMR systems provides streamlined, actionable data to caregivers to manage post discharge patient outcomes
    • Silono data in the EMR environment allows caregivers to develop discharge procedures that improve patient outcomes
    • Third party payers will subscribe to the analytical data to enhance the development of reimbursement methodologies

How We're Growing
How We're Growing

- > 500 million new medical IoT installations in 2019 (global)
- 3.5 billion medical IoT device installations (global, through 2019)

- $1.3 trillion USD (global) / $200 billion USD (US)
  - Estimated 2020 market size for medical IoT Systems, Software, Services
  - CAGR 20.2% (2016-2024)

- **Silono's 5-year Device Penetrance GOAL = 2%** (25 million new devices per year)

Sources: Variant Market Research; Grand View Research; Statista

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How We'RE GrowING*

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<tr>
<th></th>
<th>2019</th>
<th>2020</th>
<th>2022</th>
<th>2025</th>
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<tbody>
<tr>
<td>New Devices</td>
<td>1,000</td>
<td>10,000</td>
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<td>Total Devices</td>
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<td>Revenue (in millions)</td>
<td>0.24</td>
<td>3.1</td>
<td>255.1</td>
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* Early Projections. Subject to change. Based upon assumptions of 2% market share of medical IoT device installations by 2025, $20/month device access fee and $100/year analytics fee
Where We Are

- Roadmap:
  - Expand development team
  - Develop Minimal Viable Product
  - File Patent
  - Form strategic partnerships
  - Value validation study with payers, payees, and patients
  - Marketing
  - Funding
Who We Are

Jack Neil, MD
- BS in Computer Information Systems @ UofSC
- MD @ UofSC
- Fellowship in Pediatric Anesthesiology @ UM
- CTO @ Medstream Anesthesia since 2016
- Numerous AI/blockchain patents
- jack@jackmd.com

Hank Jibaja
- BS/BA Accounting @ University of Central Florida
- CIO @ Nephron Pharmaceuticals
- 19 years developing software in the pharma space
- Systems manager at arbitrage quant firm to develop early fin-tech technology
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Bill Kennedy
- Pharmacist, University of South Carolina
- Rotech IPO, Founder of Nephron Pharmaceuticals Corp.
- Co-established the Kennedy Pharmacy Innovation Center (KPIC) at UofSC for use by pharmacy students through a $30 million dollar donation
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What We Need

- Partners
- Device Manufacturers
- Government
- Health Insurers
- Hospitals
- Providers
Join the Evolution

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