



CareWallet

Naomi Rajput
Co-Founder

Mission



Heal through fast-paced entrepreneurship.

Serve with rapid treatment and holistic support.

Care for passionately, proactively, and perpetually.

Problem



PAJAMA TIME

Doctor slang. Time spent by medical professionals documenting patient visits from home.

Physicians spend **52 days per year** on “pajama time.”



BURNOUT



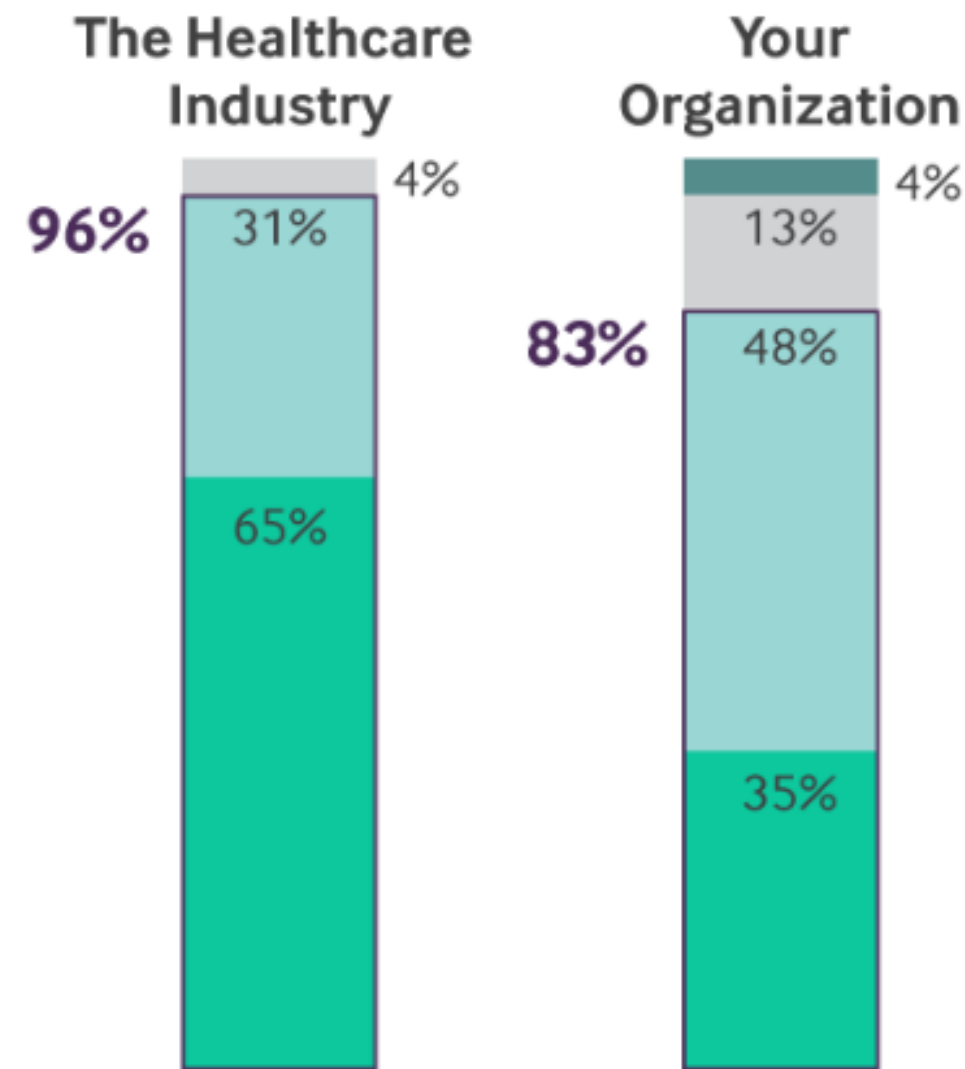
50% increase from 2022 to 2023



Problem

Healthcare's
96%
burnout claims

To what extent is physician burnout a problem in ...



- Not at all a problem
- Minor problem
- Moderate problem
- Serious problem

More Clinical Leaders than Executives consider it to be a serious problem whereas more Executives than Clinical Leaders rate the problem as moderate.

	Serious	Moderate
Clinical Leaders	69%	25%
Executives	60%	38%

Source: Etactics



The majority of medical professionals cite _____ as the **#1** cause for **burnout**?

“Administrative Burden”

Source: Medscape



Solution

Conversational AI app that optimizes patient intake to **reduce** appointment lag, **decrease** administrative burden, and **increase** patient volume.



Solution

“What brings you in today?” =



How it Works



Hello Jim! Staying healthy?

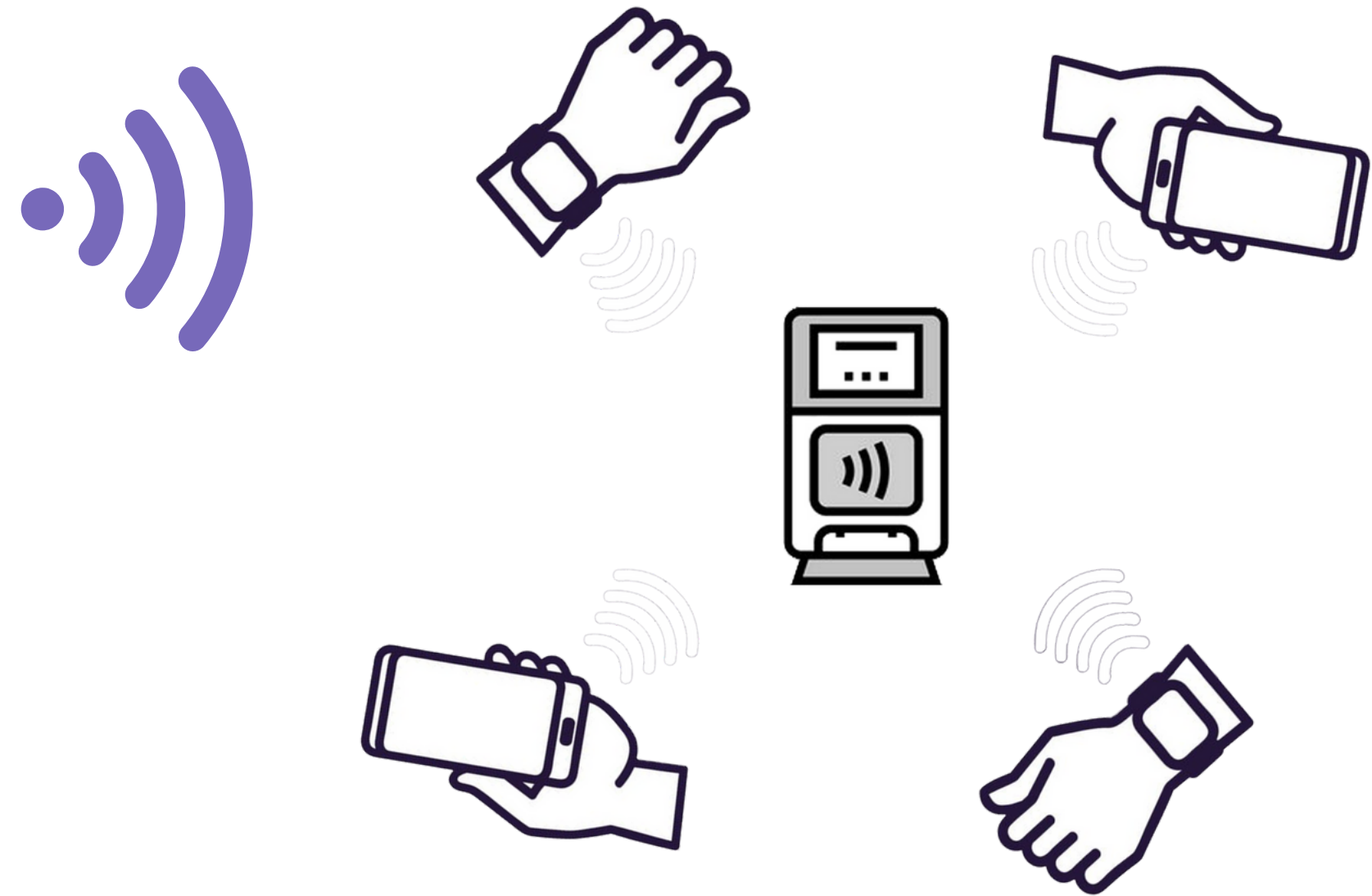
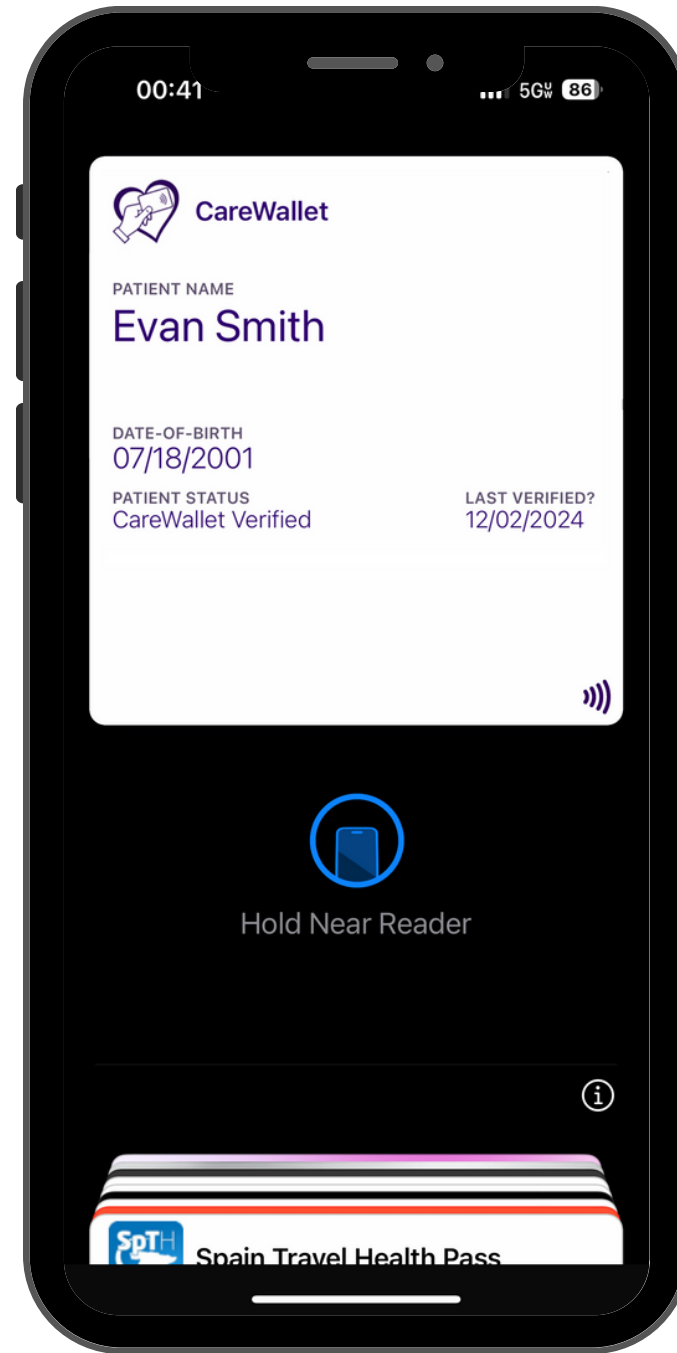


Actually, no...I've been feeling really ill.



Talk to me. I'm here to help.

How it Works



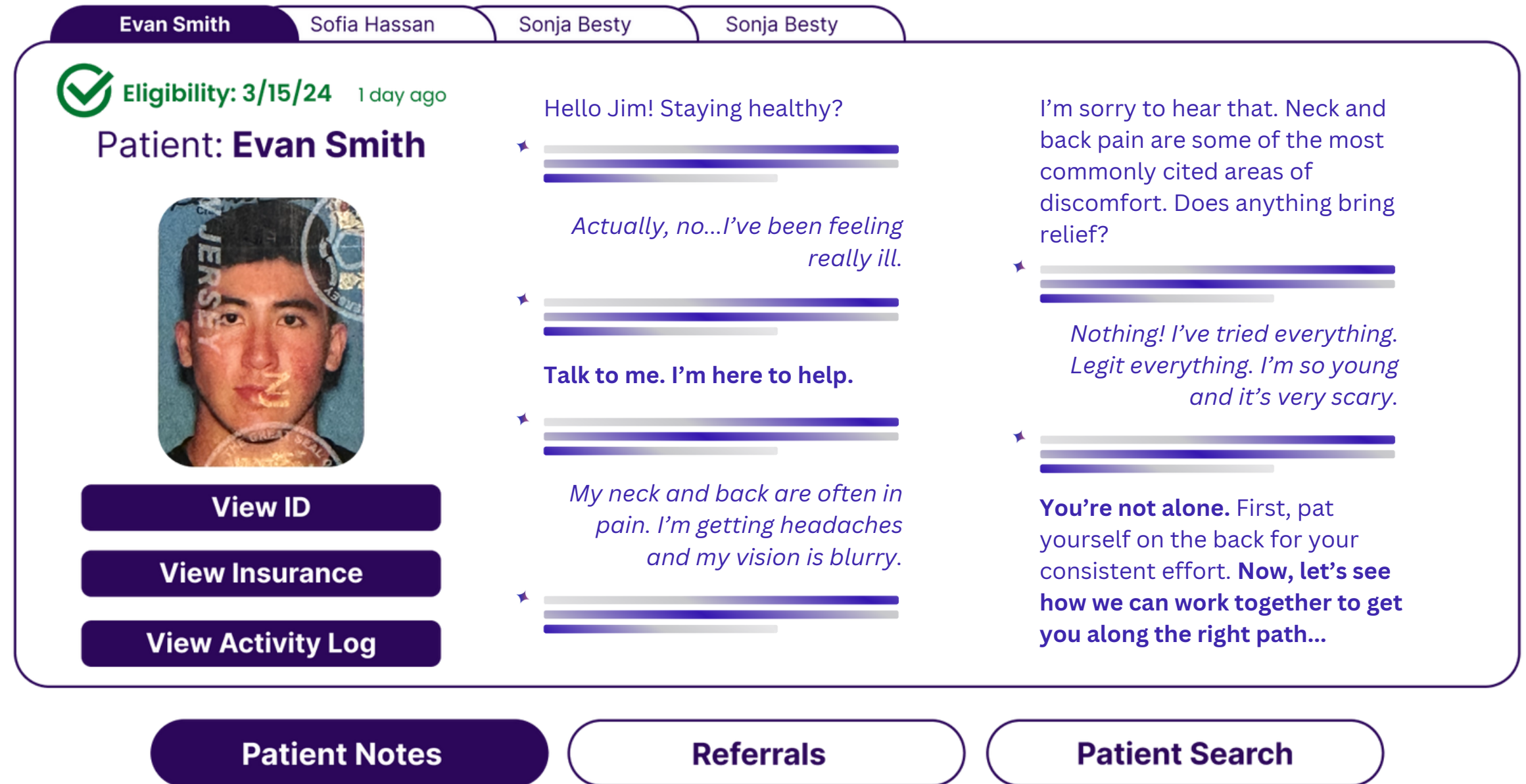
Patient App

NFC Terminal

How it Works



Patient's POV



Provider's POV



Pricing Model

Free for providers

Fees \$2 per month, HIPAA compliance maintenance
 \$4.55 per month, hardware rental
 \$3 per month, print/fax savings

Freemium for patients

\$1 per month*

*Paid subscription includes AI medical assistant and private healthcare forum entry.

Market



117K







independent
practices

181M

patients

*Average patients per
physician = 1200 to 1600*



Competition Grid	Demo?	Patient AI?	EHR Integration ?	Referrals?	Tap Check-in?	Interoperable?
 CareWallet	--	✓	✓	✓	✓	✓
 thoughtful	✗	✗	✓	✗	✗	✗
 weave	✓	✗	✓	✗	✗	✗
 luma™	--	✗	✓	✗	✗	✗
 Phreesia	--	✗	✓	✗	✓	✗
 clearwave	✓	✗	✓	✗	✗	✗



Business Model

Customer 1

Independent Primary Care Providers

Customer 2

Group-owned Community Practices

Customer 3

Healthcare Private Equity Firms



Go-to-Market

Customer Acquisition

Method

38%

Alpha Sophia (MedTech intelligence)

14%

Conferences

11%

Meta advertising campaigns

7%

Dinner parties / Lunch & Learns

30%

Channel Partners



Channel Partners

**Customer
Acquisition**

Channels

10%

Private Equity

8%

Healthcare Influencers

7%

Blogs, Newsletters, etc.

5%

Scientific Publications

30%

Total

Founding Team



Evan Smith
Founder

2x Healthcare Founder
#1 PPE distributor
\$40M+ donated by NGO



Naomi Rajput
Medical Director

4x Published
Clinical Researcher
5+ medical specialties
3+ years in digital health



Shashi Yadav
Solutions Architect

HIPAA Compliance

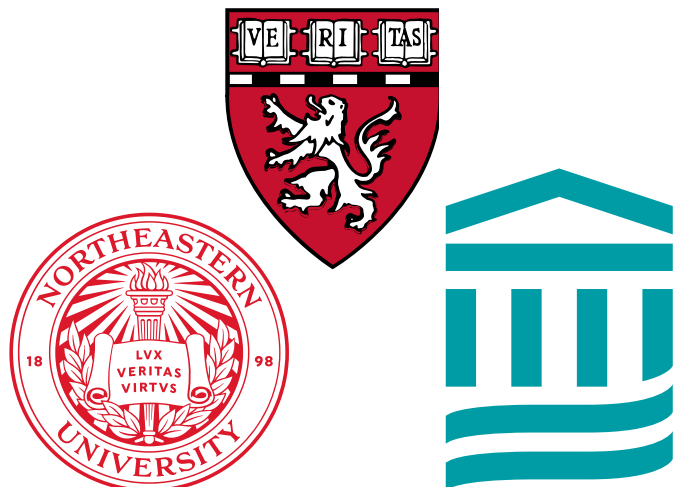




Medical Advisors



Dr. Eugene Buff, MD



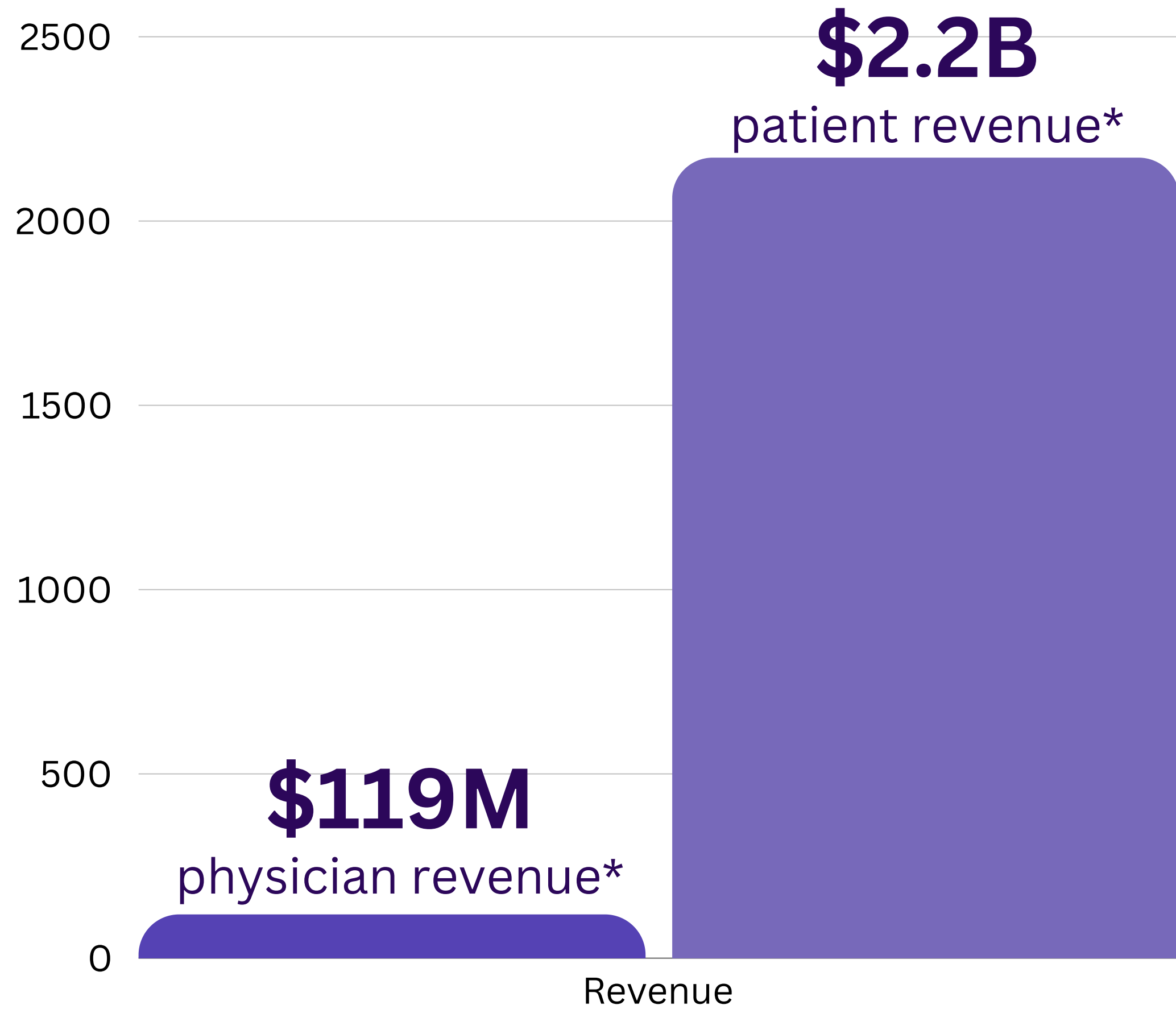
John Tremblay, VP



Dr. Eliot Jekowsky, MD



Financials



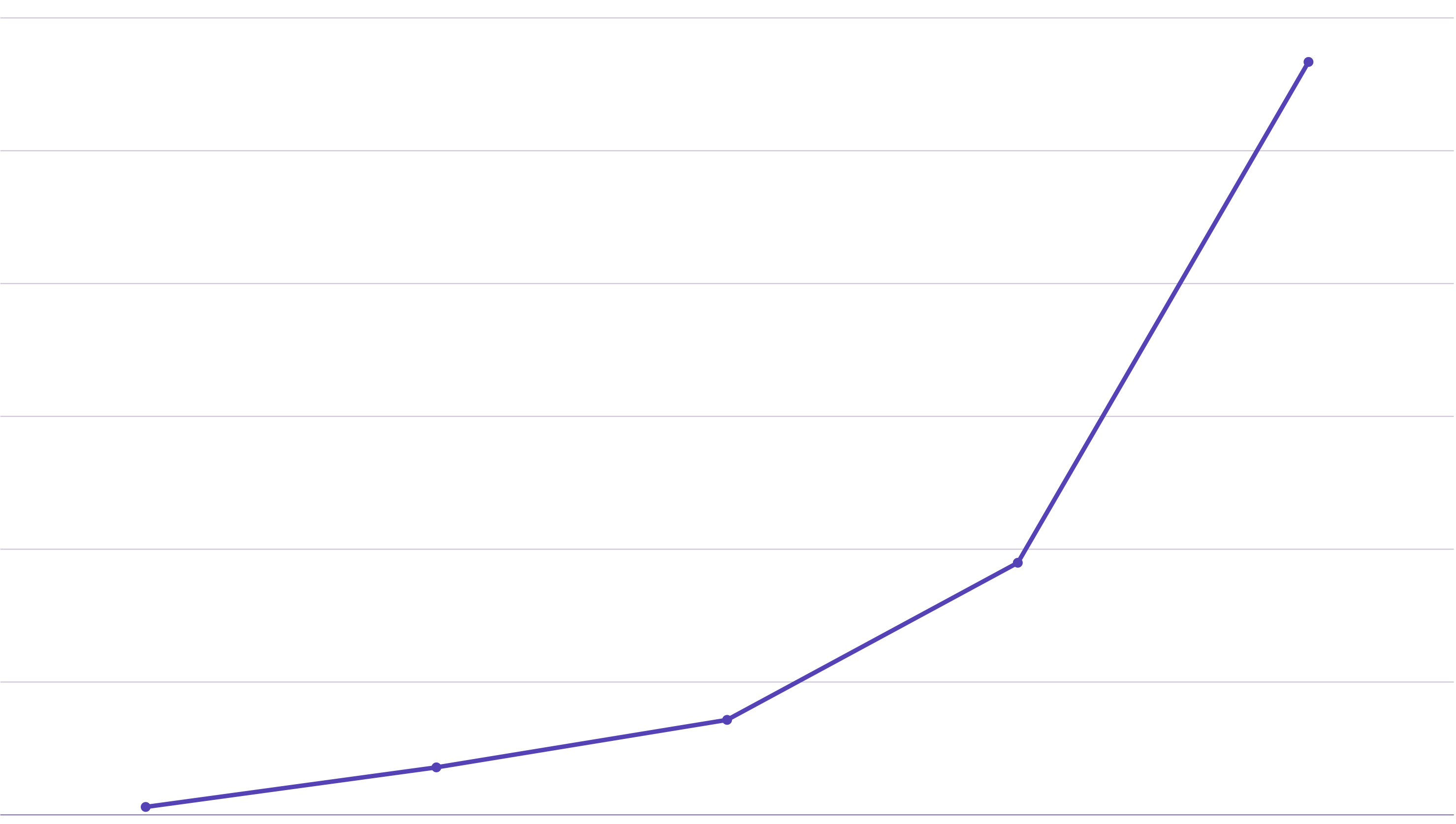
*TAM



■ Provider Revenue

1200.0
1000.0
800.0
600.0
400.0
200.0
0.0

Year 1 Year 2 Year 3 Year 4 Year 5





■ Patient Revenue

8000.0

6000.0

4000.0

2000.0

0.0

Year 1

Year 2

Year 3

Year 4

Year 5



Contact



evan@carewallet.me

(732) 477-4149

mycarewallet.com