

**Aermed, Inc.**

608 West 148th Street New York,  
NY 10031

Will Alston

T: (301) 503-7791

<https://getaermed.com>

[will@getaermed.com](mailto:will@getaermed.com)

The Aermed logo consists of the word "Aermed" in a white, sans-serif font, centered within a solid blue rectangular background.

**Industry:** Digital Health

**Management:**

Abhas Arya, Software Engineer,  
Snapchat; Founder, CEO

Will Alston, Former Senior Associate  
and Digital Health PM, PwC; Founder,  
President

**Board:** TBD

**Scientific Advisors:**

Dr. Luz Silverio, MD, Clinical Assistant  
Professor and Assistant Program  
Director in Emergency Medicine,  
Stanford

Dr. Eric Mukherjee, MD, PhD,  
Resident, Vanderbilt University  
Medical Center

**Number of Employees:** 2

**Finance:** Stage – Pre-Seed  
Accountant: TBD

**Financing Sought:** \$500k-1 mill

**For:**

- 2 Founder Salaries
- 1 Part or Full Time Software Engineer
- 1 Part-Time Salesperson
- API Licenses
- Conference Travel
- Marketing

**Legal:** Drew Eckl & Farnham

**Business Description and Company Background:**

Aermed was founded in 2020, drawing on our founders' personal experience with leukemia and collaboration with UCSF. Our core products are a patient care companion app to survey patients and educate them about their and an EHR-native physician report which provides a longitudinal summary of their patients, intended to save time and drive crucial decisions and conversations.

**Market Opportunity / Unmet Need:**

Despite the proven usefulness of patient reported data monitoring in chronic disease care, only 20% of hospitals do so because existing solutions are too complicated, frustrating, or inconvenient for providers and/or patients.

**Products/Services – Launched & Pipeline:**

We have an MVP for our customer app, a prototype for an Epic-integrated provider interface, and a working Epic integration.

**Commercial / Technical Milestones:**

Achieved: Started and Incorporated (January 2020), Built initial patient MVP (April 2020), Initiated IRB with UCSF (May 2020)

Pending: Initial Pilot Study (Q2 2021), Follow-Up Pilot Study (Q3/4 2021), Initial Sales (2022-23)

**Competition / Competitive Advantages / Customer Benefits:**

Leading competing products focus on patient reported data monitoring include Twistle, Vivify, PatientIQ. Most EHR companion apps offer similar functionality, but they are poorly designed for everyday patient usage and not optimized for clinical integration. Considering only the U.S. we estimate a TAM of \$650M in oncology and \$3B+ across all chronic conditions.

**Financial Forecast (Unaudited):**

Our planned revenue model is to charge hospitals or clinical research organizations on a per-patient basis for patient monitoring, with the provider dashboard being free. Over time, we plan to also offer advanced analytics and/or clinical decision support for a fixed fee. We believe we can become profitable working with a single large cancer center or several small to mid-sized hospitals given that, as a SaaS business, we have margins over 90% on each sale.

We are not submitting a financial table at this time due to the early-stage nature of our company.