Patient Orator Inc.
Kistein Monkhouse
P.O Box 556
Stormville, NY 12582
T 646-598-2809,
www.patientorator.com

Industry: Digital Health

Management: Kistein Monkhouse, *M.P.A* – Founder/CEO/Pres
Seeking to fill additional roles:
CTO
CMO
VP Finance
VP Sales

Team Members:
Mishal Khan, MPH Candidate
Process Improvement Lead

Nicole Robinson, MPH Candidate
Business Strategy Lead

Amy Stegemann
Administrative Assistant

Board: Seeking members

Number of Employees: 3
1. Administrative Assistant
2. Process Improvement lead
3.Business Strategy Lead

Finance:
Accounting/Tax:
Patrick W. O'Hara, EA,Tax Alternative Group LLC

Funding to Date:
Founder: $35,000

Financing Sought: $750K
Use of Funds
20% Product Development
40% Marketing/Sales
30% Team
10% Legal/Other

Intellectual Property:
Trademark

Legal:
Foundry Law Group - For IP and/or other legal protection

Business Description:
Patient Orator Inc. has developed the Patient Orator ™ app, a HIPAA-compliant software product for automated voice and text symptom documentation that bridges communication gaps between underserved people who are chronically ill and their healthcare providers.

Market Opportunity /Unmet Need:
Eleven million Medicaid patients live with two or more chronic illnesses. Communication breakdown between this patient population and their providers, contributes to 30% of medical malpractice claims, resulting in costs of $1.7 billion from 2009-2013 (CRICO Strategies). This communication breakdown also reduces medication/treatment adherence and causes 27% hospital readmission; disproportionately impacting racial and ethnic minorities. Until now, there was no easy way for patients with underrepresented identities to have their voices heard and feel safe in communicating their medical and social problems without the risk of stereotyping and bias.

Products / Services – Launched & Pipeline:
Patient Orator ™ provides a structured storytelling approach (verbal or electronic) to make symptom documentation easier for the most vulnerable population. Our easy-to-use app leverages natural language processing and interfaces to help ensure medication compliance, health appointment turnout, and access to local resources leading to better overall health management and care coordination. Physicians and their teams will benefit from our solution by having more complete information on the patient, which will lead to more positive patient-physician interactions and malpractice reductions.

Commercial/Technical Milestones:
Revised version with improved user experience (completed 4/2021); integration with one E.H.R and dashboard for community organizations (08/2021); sales to one key payer organization (12/2022).

Competition/Competitive Advantages/Customer Benefits:
Our user-friendly interface and in-app social determinants of health (SDOH) assessment and assistance; along with natural language processing, and voice capabilities sets us apart. Competitors offer fragmented SDOH features (Patient Wisdom and others only offer symptom documentation (Wellframe/ Caring Village)

Financial Projections:
Patient Orator will sell to 4 national and 1 regional commercial Managed Medicaid Organizations (MMOs) with a total of 7.9MM lives; at $1 per member per month (patients use at no cost). In 2022, we will reach 250,000 users (3.2% of lives from 5 target payers) with patients primarily from states with the highest number of Federally Qualified Health Centers (NY, NY, NM, TX, and CA).

	2022	2023	2024	2025	2026
Revenue	3.8M	3.9M	4.9M	6.3M	8.1M
Growth Rate	3%	1%	4%	6%	8%
Gross Profit	2.3M	3.2M	4.3M	5.7	7.4M
Gross Margin	3.18	3.14	3.15	3.17	3.20