



AI workforce management for home health and hospice

Series A

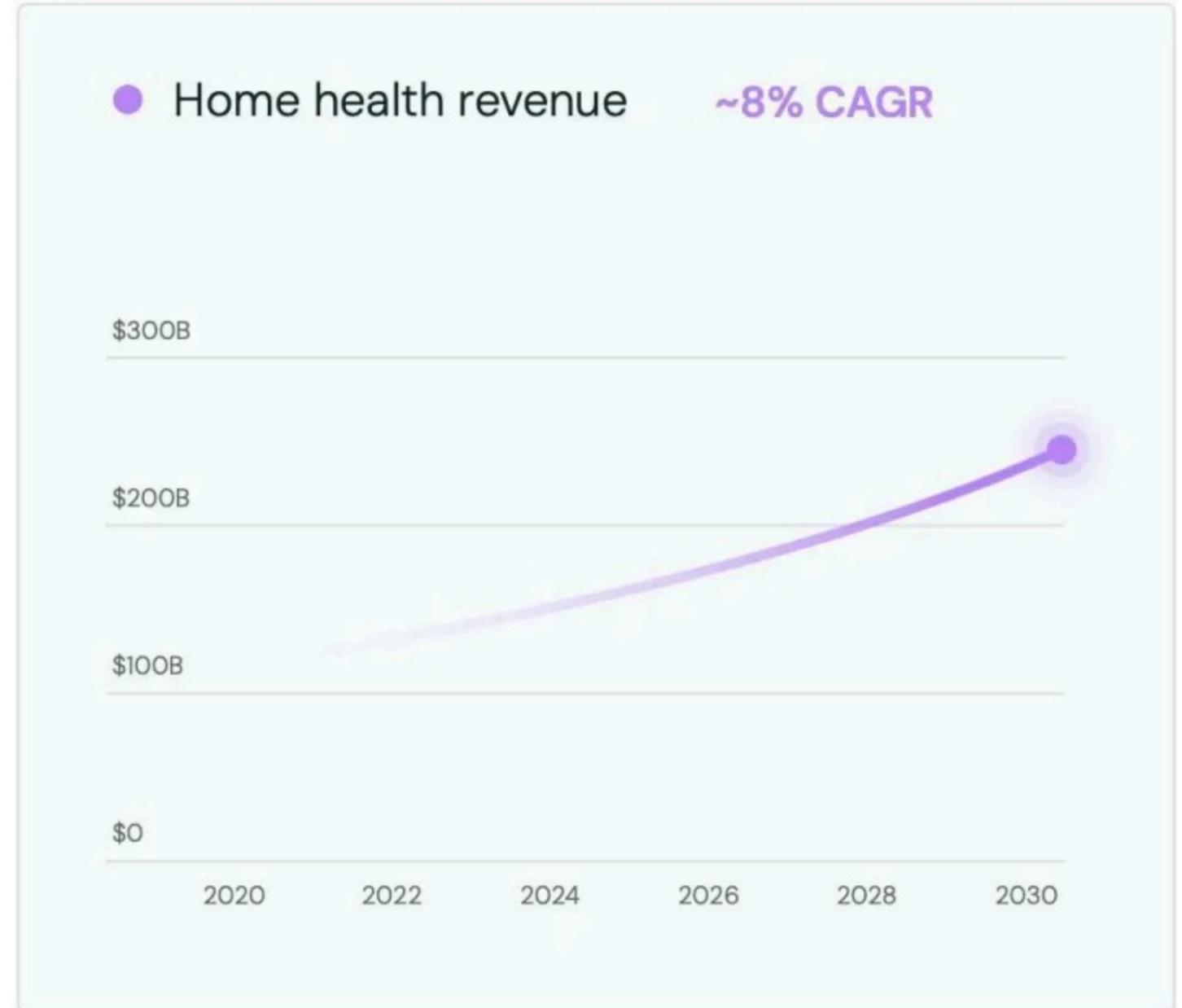
Home health is \$150B and exploding...

Silver tsunami:

27% growth in % of population **65+ by 2040**

Aging in place:

88% of seniors prefer to continue living at home



... but providers are massively constrained by a lack of clinical capacity...

Industry was **25% undersupplied before COVID**, with gap projected to grow to **33% by 2030**



... while clinicians spend less than half of their workday with patients

Providers spend **\$45B on labor costs for non-clinical activities**



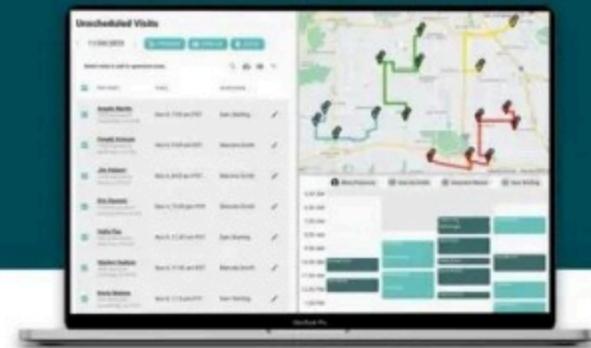
Axle's product solves 6 key provider problems...

AI scheduling

Which patients should each clinician see?

What days should those patients be seen on?

What times should those patients be seen at?



Workforce management

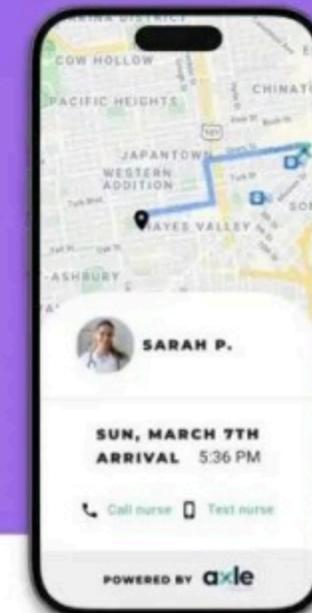
How many clinicians do we need in each area?

When should those clinicians work?



AI patient engagement

Is patient available when clinician arrives?



| ... and delivers massive customer value

AXLE IMPACT ▾

+17%

Increase in clinician productivity



-55%

Decrease in patient missed visits



-32%

Decrease in mileage costs



ROI FOR HOME HEALTH PROVIDER ▾

+8.5%

Increase in EBITDA

+7%

Increase in revenue

+1%

Increase in EBITDA

Annual NRR is 121% with incredible product love

 Cohort	1	2	3	4	5
1	100%	103%	108%	120%	122%
2	100%	109%	111%	117%	
3	100%	109%	110%		
4	100%	103%			
5	100%				

"We've looked at a lot of home health scheduling tools, and Axle is by far the best we've ever seen. Our clinicians love it, and they're more productive, so it's a win-win for everybody. Integration with HCHB is smooth and the route optimization saves my clinicians time every day. Strongly recommend."

Jeff Henderson

Director of Operations
Grand Care Health Services

Why now?

- ▶ **Interoperability regulations**

Regulations (CURES Act) and ecosystem evolution have enabled a modular product strategy



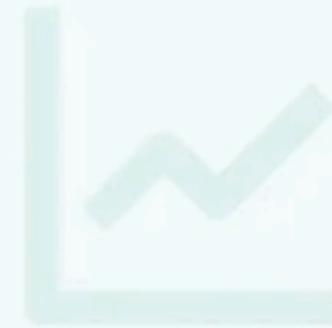
- ▶ **Labor gap**

Rising demand, stagnant supply, and declining reimbursements have left providers more constrained and desperate than ever



- ▶ **AI**

AI advancements have unlocked new product functionality and EMR integrations via RPA



The right team

Deep expertise across healthcare and technology



Backed by leading investors



We're raising \$10m Series A

\$1M

G&A

\$2M

S&M

\$7M

R&D

Appendix

The most advanced field operations product on the market

Smart Scheduling

Increase productivity and clinician utilization with smart scheduling that includes continuity of care prioritization (office-driven or clinician-driven)

Route Optimization

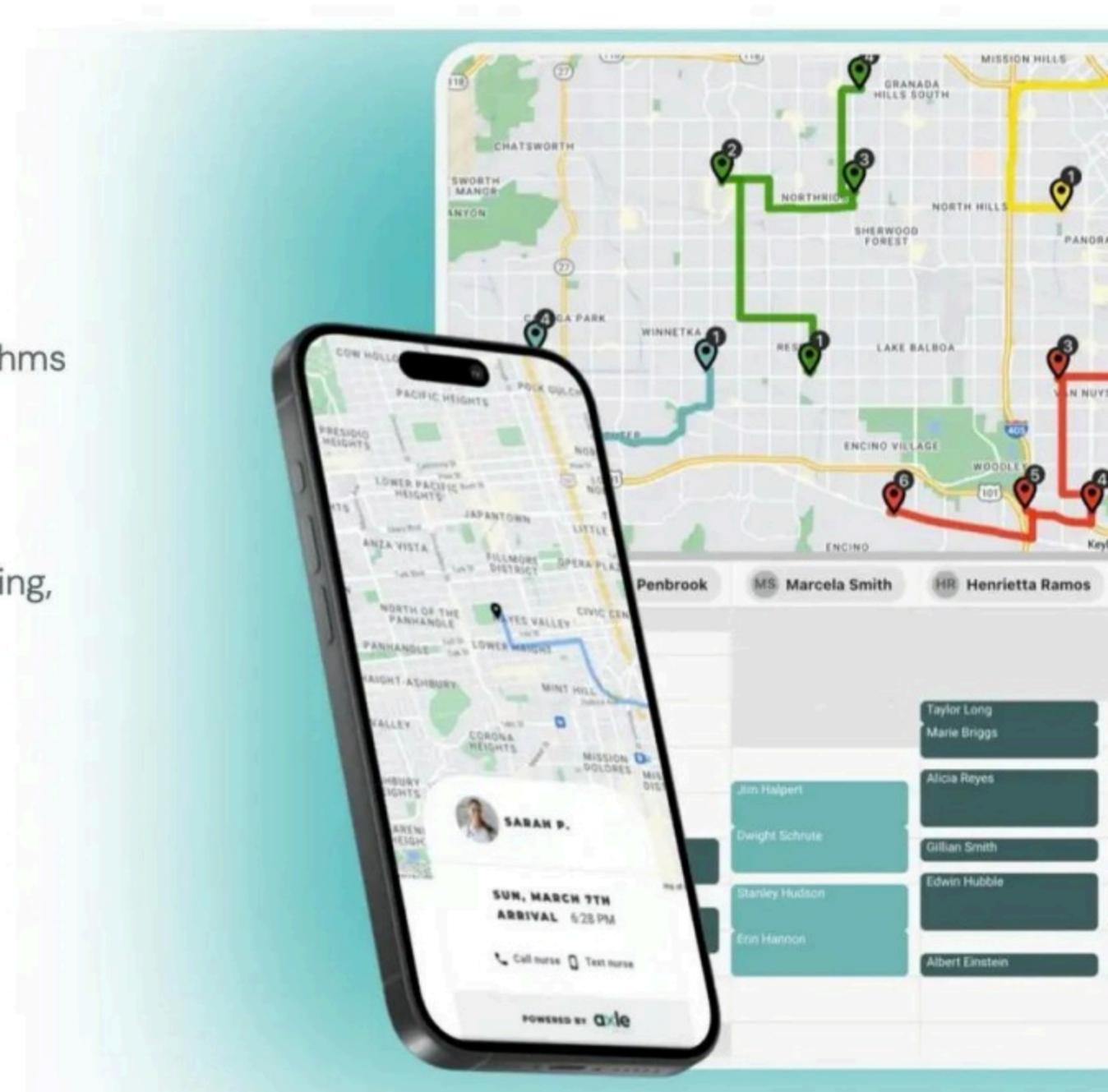
Reduce mileage and drive time with Axle's proprietary home health logistics algorithms (office-driven or clinician-driven)

Advanced Analytics

Optimize your business using Axle's predictive forecasting, real-time location tracking, and custom reporting suite

Patient Engagement

Reduce missed visits and improve patient experience with Axle's scheduling and messaging platform



Axle dedicated implementation manager and white glove onboarding makes implementation easy

Technical / Operational Scoping

- Axle and Client technical teams finalize integration requirements
- Axle dedicated implementation manager meets with Client operations teams to understand existing operational workflows and generate Axle workflow mapping doc

Technical Integration

- Axle technical team builds integration, with feedback from Client technical team

Account Configuration

- Axle implementation manager uses workflow mapping doc to generate proposed account configuration
- Client operations teams approve proposed account configuration
- Axle implementation manager configures Client account as specified

Initial Training / Rollout

- Axle implementation manager builds training materials for each user group, with input from Client operations team
- Axle implementation manager conducts "train the trainer" sessions for each user group
- Axle implementation manager leads initial training sessions for each user group

Full Training / Rollout

- Client operations team conducts remaining training sessions for each user group, with supervision / participation from Axle implementation manager as necessary
- Weekly/monthly check-in calls to gather end user feedback on account configuration and make any adjustments necessary

Axle automates manual work without disrupting EMR workflows

CURRENT STATE

EMR

Order authorized

Start of care or ongoing plan of care is entered into EMR and approved.

Manual

Who/ when for each visit

Office or clinician looks at schedule to figure out who and when to see the patient.

Manual

Patients notified/ reminded

Office or clinician calls patient to advise them of confirmed visit time or remind them of upcoming visit.

EMR

Visit is documented

Clinician sees patient and documents in EMR.

FUTURE STATE

EMR

Order authorized

Start of care or ongoing plan of care is entered into EMR and approved.

axle
HEALTH

Who/ when for each visit

Axle retrieves orders from the EMR, assigns the best clinician, day, and time, and writes that data into the EMR.

axle
HEALTH

Patients notified/ reminded

Axle automatically texts and/or calls each patient to advise them of confirmed visit time or remind them of upcoming visit.

EMR

Visit is documented

Clinician sees patient and documents in EMR.

Smart Scheduling

- Clinician-driven or office-driven route optimization and smart scheduling
- Reduces drive time and mileage / vehicle costs
- Automatically triggers notifications to patients when visits are scheduled
- Increase clinician satisfaction by simplifying routing / scheduling process

