



**Lab Sensor
Solutions**



Healthcare Sensors As A Service
**REAL-TIME CRACKING
TECHNOLOGIES**

Melissa

WAS
MISDIAGNOSED



Blood Drawn



Temp. Profile Violated



Results Wrong

Sample spoiled and test failed



Spoiled Samples



BILLIONS
SPENT
ON LAB
AUTOMA



LITTLE
SPENT TO
PREVENT
SPOILAGE

\$1.6

Basted due to spoiled samples



Lab Sensor Solutions solves this problem

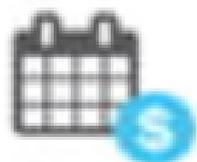


Solution

MONITOR LOCATION & TEMPERATURE TELEPRESENCE



Subscription Business Model

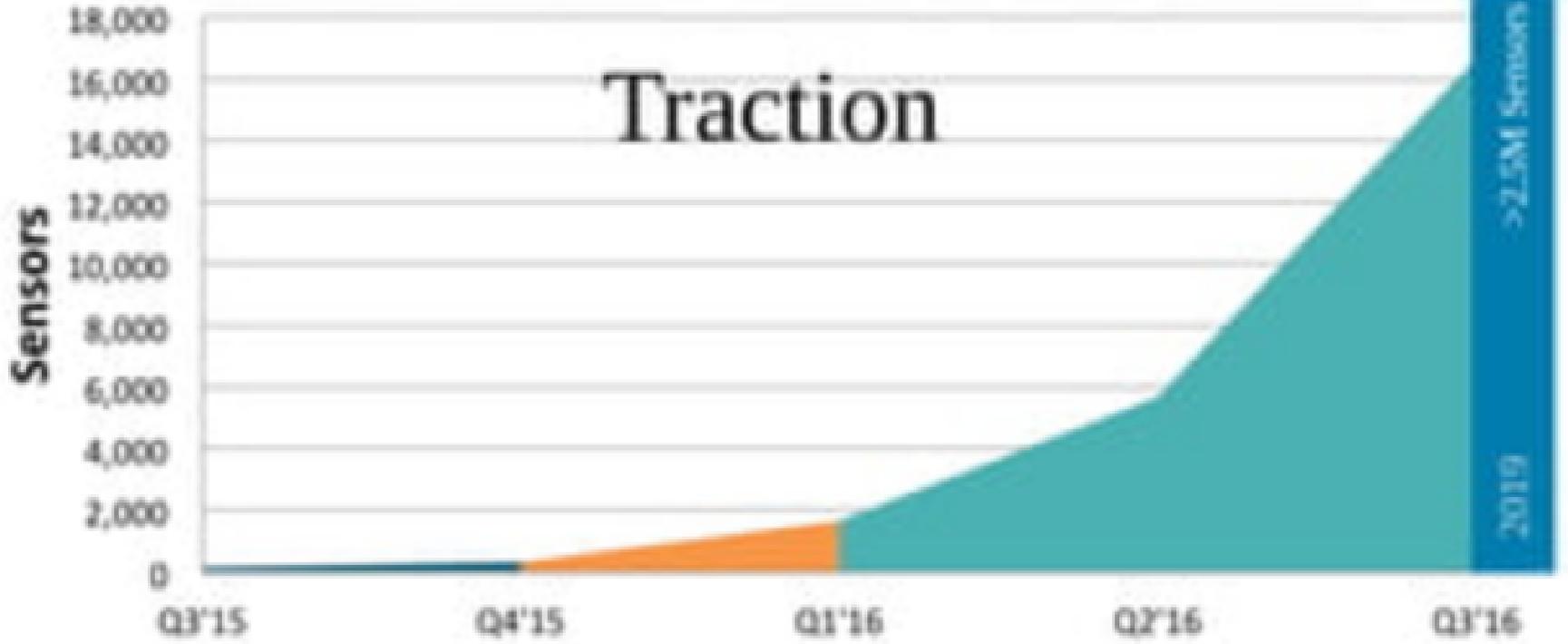


\$25
PER
MONTH



85
GROSS
MARGIN

Traction



2019
>2.5M Sensors

■ Customers

■ Trials

■ Pipeline

3 customers
120% increase from 0

6 trials (1,000)
1,500 sensors

33 leads
17,000 potential

↳ 135 sensors

↳ 1,500 sensors

↳ 17,000 potential

Disruption In Healthcare



REIMBURSEMENT

NT FOR Value



NDC Volume



A diagram illustrating a shift in reimbursement. On the left, four blue boxes, each containing a white plus sign, are arranged horizontally. Below each box is a small red triangle. This is followed by an equals sign and a blue box containing a white dollar sign. This entire dollar sign box is enclosed within a red circle with a diagonal slash through it, indicating that this model is being rejected or is no longer applicable.



Lab Sensor Solutions



Geoff Zawolkow
CEO



Jarie Bolander
COO



Daniel Paley
EVP
ENGINEERING



Brad Jung
EVP SALES



COMPAQ



ION TORRENT

Rambus





Healthcare Sensors As A Service
**REAL-TIME TRACKING
TECHNOLOGIES**

Melissa

WAS
MISDIAGNOSE



Blood Drawn



Temp. Profile Violated



Results Wrong

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Spoiled Samples



BILLIONS
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AUTOMA



LITTLE
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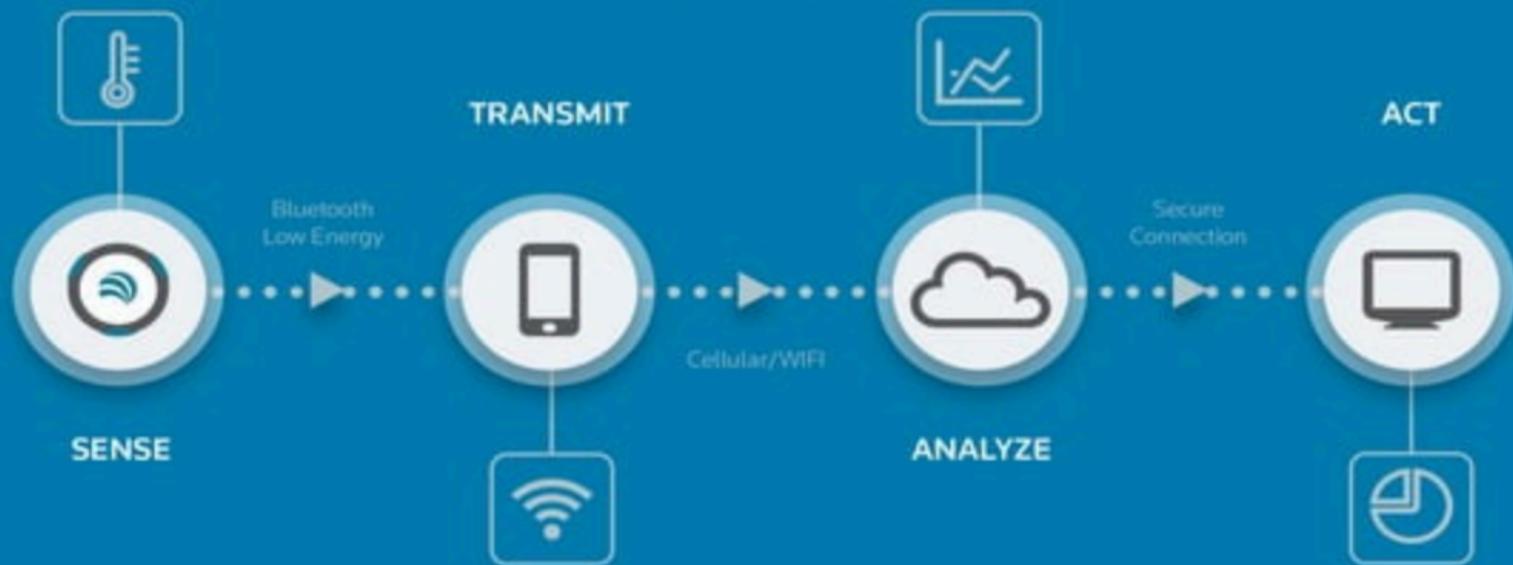


Lab Sensor Solutions solves this problem



Solution

MONITOR LOCATION & TEMPERATURE TO ENHANCE



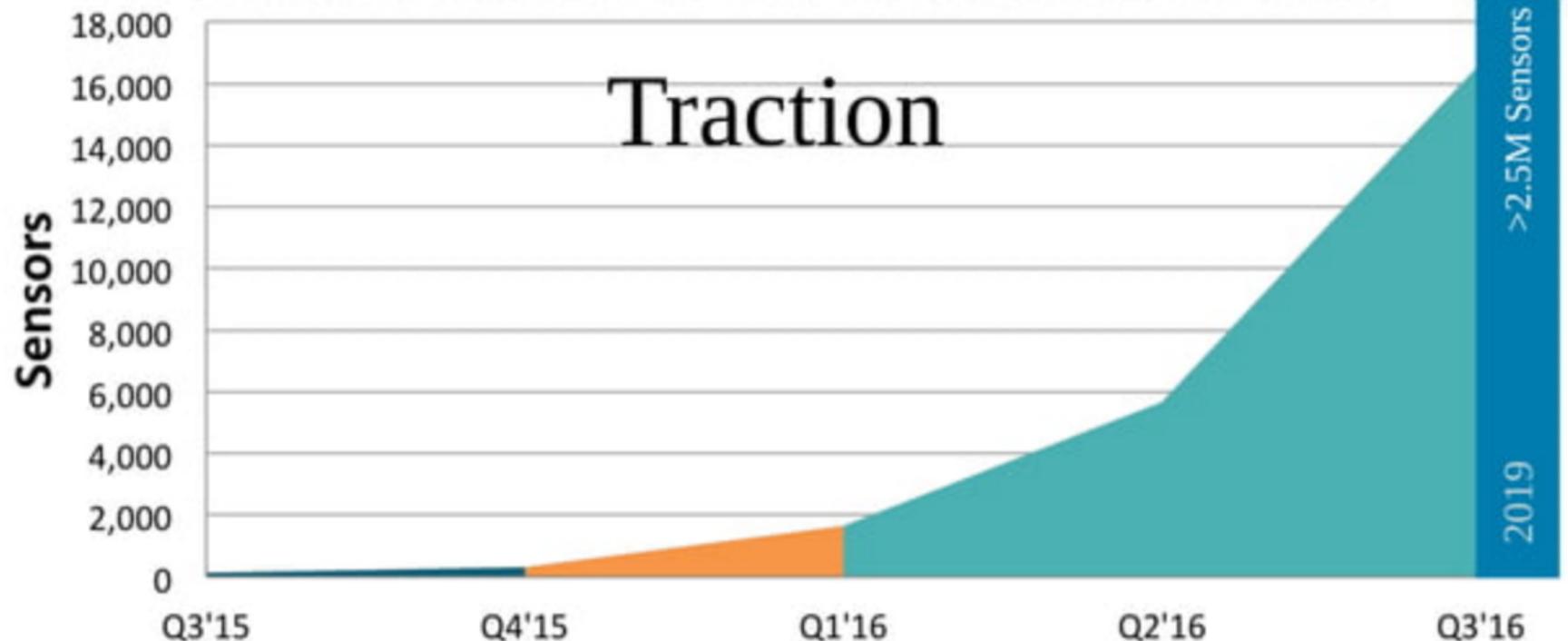
Subscription Business Model



\$25
PER
SENSOR
PER MONTH



85
GROSS
MARGIN



■ Customers

3 customers
REPRESENTING

125 sensors

■ Trials

6 trials TURN
INTO

1,675 sensors

■ Pipeline

22 labs
REPRESENTING

17,000 potential

Disruption In Healthcare



REIMBURSEMENT FOR Value



NOT Volume





Lab Sensor Solutions



Geoff Zawolkow
CEO



Jarie Bolander
COO



Daniel Paley
EVP
ENGINEERING



Brad Jung
EVP SALES
&
MARKETING



COMPAQ



ion torrent
0 ★ ▲ ○ × □ + %

Rambus



Passion For Saving Lives

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