

# medVC

Remote consultation tool  
for medical professionals



**FIWARE**  
Open APIs for Open Minds

**FICHe**  
Future Internet CHallenge eHealth



# Problem

Specialised medical services  
are location dependant



# Solution

Use innovative technology to deliver instant medical advice despite the distance

# medVC

- Remote consultations for doctors
- Audio-video collaboration
- Specialised medical services
- Designed for operating rooms, conference rooms, classrooms and doctors' offices
- Video from cameras, microscopes, endoscopes and other medical devices
- Remotely operate medical equipment
- FIWARE inside



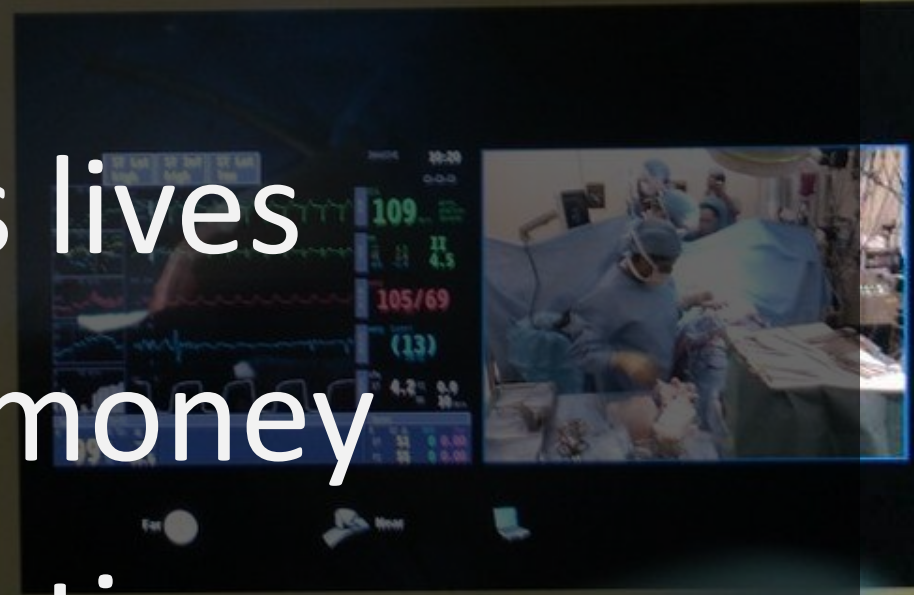


# Unique Value Proposition

Saves lives

Saves money

Saves time



# Competition

- Less functionality – (Cisco, Polycom, VSee)
  - no remote control of medical devices
  - no multiple video feeds
  - no support for 3D medical devices
- Far more expensive



# Market

## We start in Poland

- 850 hospitals
- 19.000 health centers
- 1% market share in 2 years

## European markets

- France
- Spain
- the Netherlands



# Revenue

- „As a Service” model
- Initial installation fee
- Monthly fee for usage and support
- Revenue in first 3 years:
  - 300kEUR
  - 900kEUR
  - 1700kEUR



# Current status

A photograph of surgeons in an operating room, wearing blue scrubs, masks, and caps, focused on a surgical procedure. The image is overlaid with a semi-transparent dark blue rectangle containing white text.

- First clients:
  - University of Lorraine clinical hospital, Nancy, France
  - School of Surgery, Nancy, France
- Experimental installations:
  - ENT department of Poznań University of Medical Sciences clinical hospital, Poznań, Poland



# Core team



Wojciech Józefowicz  
CEO



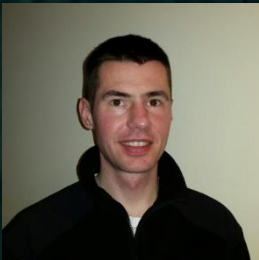
Piotr Pawałowski  
CTO



Sergiusz Zieliński  
FIWARE Specialist



Piotr Szymaniak  
Software Development  
Specialist



Przemysław Pater  
CMO



Wojciech Górecki  
CFO



# FICHe accelerator

- eHealth FIWARE accelerator
- Phase 1 – 15 kEUR – 80 SMEs
- Phase 2 – 50 kEUR – 40 SMEs
- Phase 3 – 152 kEUR – 20 SMEs

**FICHe**

Future Internet CHallenge eHealth



# NETICTECH in FICHe

- Currently in Phase 2 – received 65 kEUR
- Number 1 score after Phase 1 evaluation
- FIWARE GEs
  - Stream-oriented GE – Kurento
  - Object Storage GE – FIWARE implementation
- Using FIWARE Lab for development and trials
- Moving to commercial infrastructure provided by Poznań Supercomputing and Networking Center





# FIWARE acceleration tips

A photograph of surgeons in an operating room, wearing blue scrubs, masks, and caps, focused on a procedure. The image is overlaid with a semi-transparent dark grey box containing text.

- Go for it!
- It's angel money without giving away equity!
- It's OK to fail!
- Focus on your business not FIWARE
- Go with a new idea rather than shift your already prosperous business to FIWARE
- FIWARE is not Amazon yet, you are the ones that will make it so
- Find your nearest Internet Innovation Hub - PSNC
- Find your commercial FIWARE infrastructure - PSNC
- Join the community – FIWARE Association



## Contact

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