



## Delivering Medical IoT as-a-Service

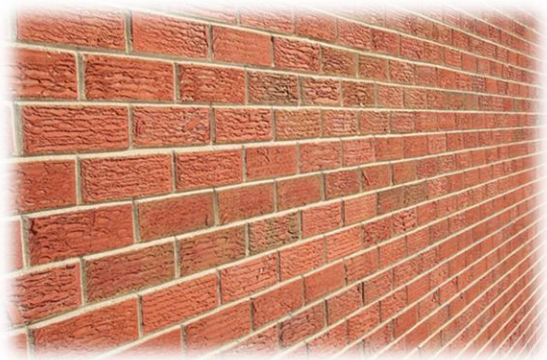
Gilles Lunzenfichter, CEO and Co-Founder

# M+ HCPs can NOT Seamlessly Collect Remote Device Readings

2



Device Readings @ Home



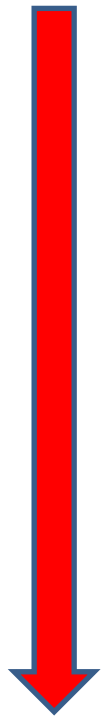
Health IT Systems

HCPs : Health Care Professionals



# Why are Remote Device Readings so Hard to Collect by HCPs

3



**Device Connectivity**

**Device Management**

**Device Assignment**

**Device Interoperability**



**Self-  
Measurement**

**In Consumer  
Apps**

**Many Device  
Silos**

**Clunky Pairing  
with Gateway**

**NO Managed  
Deployment**

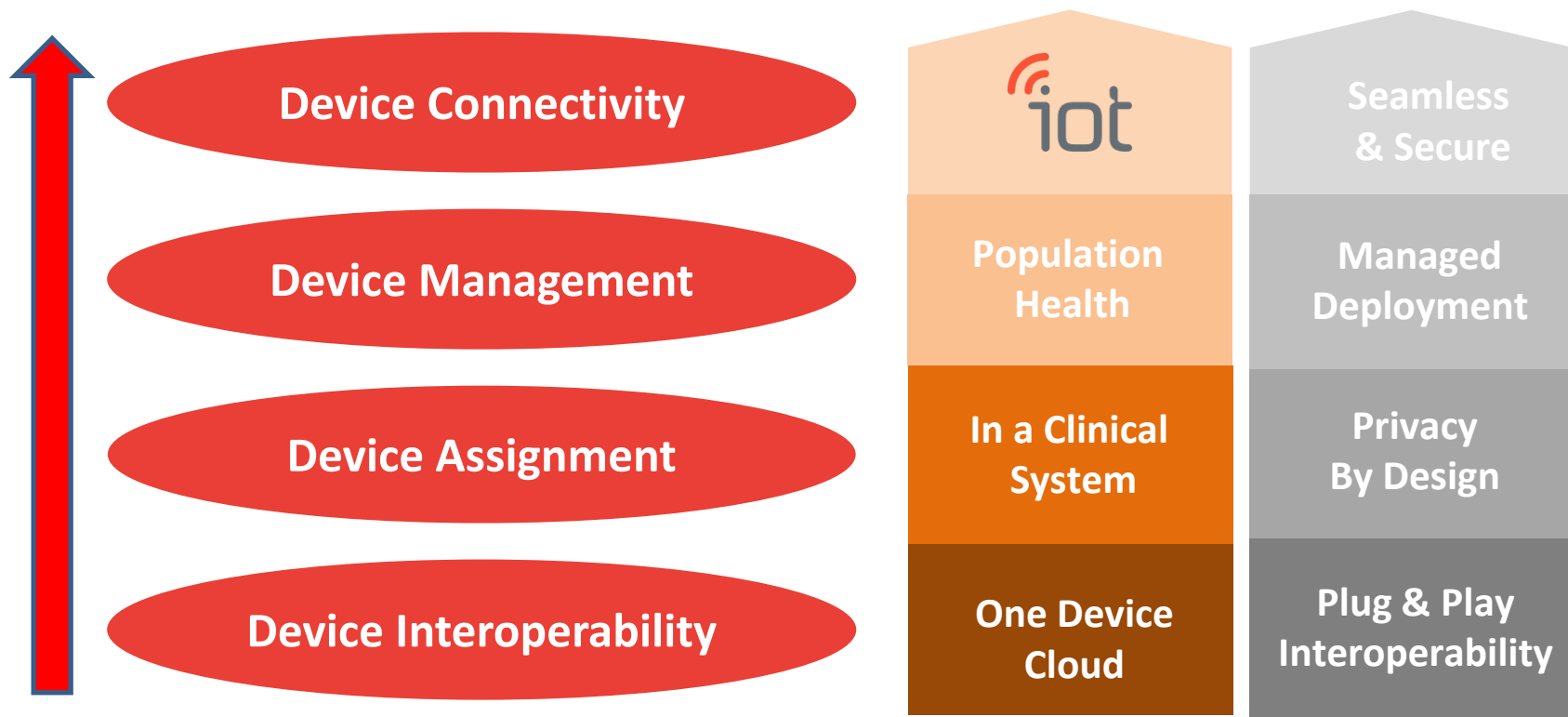
**Privacy Risk  
By Design**

**Interoperability  
Nightmare**

RPM : Remote Patient Monitoring

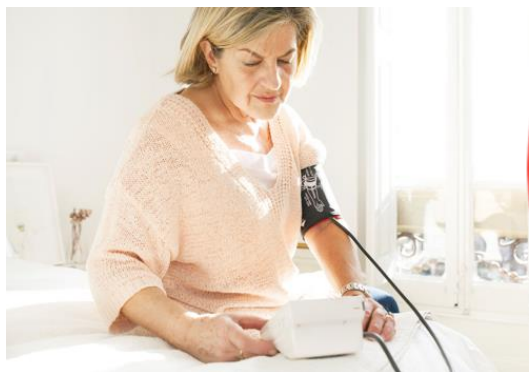
# M+ How to Keep Device Deployment Simple and Secure at Scale?

4

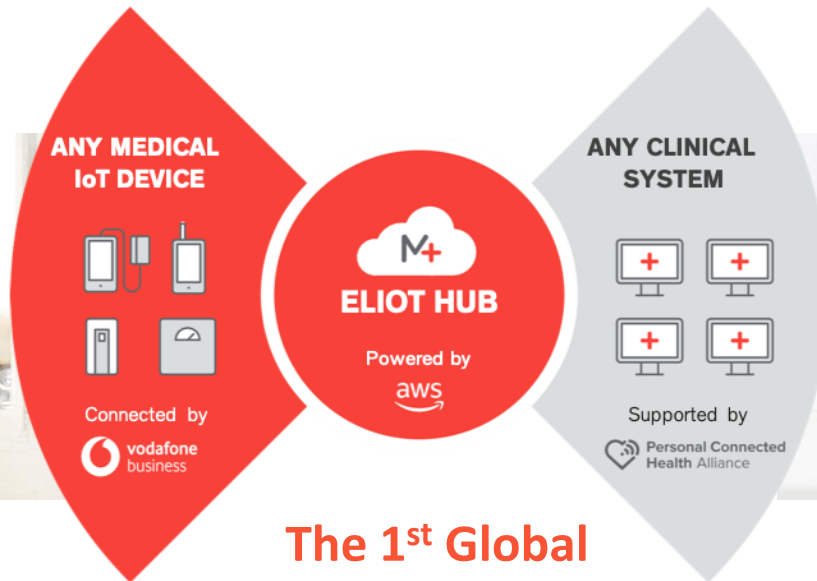


# M+ Putting the Internet of Things (IoT) to Work for Care Teams

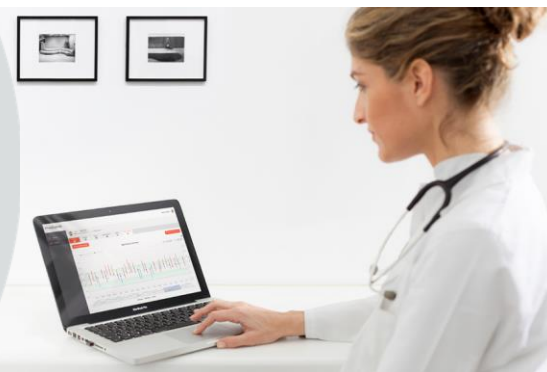
5



Zero Touch Device  
Configuration



**The 1<sup>st</sup> Global  
Medical IoT  
Vendor Agnostic  
Device Cloud**



Device Assignment in a  
Health IT Platform

# M+ Devices: Keep it Simple and Secure for Care Teams & Patients

6

Cellular-enabled



**BP & BG Monitor (2in1)**



**Weight Scale**



**ECG Recorder**



**BG Monitor**

+ Ketone, HCT & Hb,  
Uric Acid, Cholesterol



**Gateway**

Bluetooth connected



**Pulse Oximeter**



**IR Thermometer**



**BP Monitor**



**Other Bluetooth  
Devices Paired and  
Kitted in Factory**



# M+ Hub: Deliver Plug & Play Interoperability w/ Health IT Systems

7

## Local Health IT Systems ✓



## Global Health IT Systems ⚙️



## University Hospitals ✓



## EU Research Projects ✓



## ANY CLINICAL SYSTEM



Supported by



# M+ Hub: Enable Vendor Agnostic Device Management at Scale

8

842

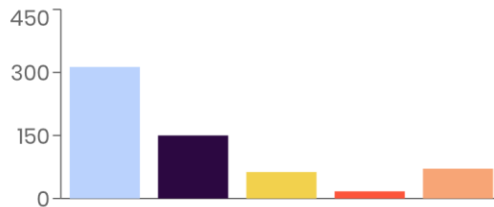
Devices

102272

Measurements

## Alerts

- Has pending changes
- Behind on syncing schedule
- Battery voltage low
- Signal strength critical
- Signal strength low



## Sync Activity

Available for 621 devices



OK Critical

## Battery Health

Available for 841 devices



OK Warning Critical

## Signal Strength

Available for 841 devices




OK Warning Critical





# An Experienced International Team



**Gilles Lunzenfichter**   
**Co-founder, CEO**

30 years of sales & marketing experience in enterprise IT at Oracle, Business Objects, Novell, and VMware. His last role was EMEA Marketing Director for VMware.



**Martin Ruch**   
**Chief Technical Officer**

25 years of experience as a development engineer and project manager at Siemens and William Demant Holding (Bernafon).



**Benjamin Sollie**   
**Chief Financial Officer**

7 years of experience in Finance, Accountancy, strategic advisory and M&A. Benjamin holds an MBA of ESCP Business School.



**Dennis Lottero**   
**Chief Strategy Officer**

45 years of medical IoT experience with a demonstrated history of strategic product and business development in the health care industry. Notable role: Director Global Business Development IoT Health Solutions at Vodafone



**Lionel Cavalliere**   
**VP BD – France**


25 years of international experience in business development and marketing in High-Tech Companies. His last role was EMEA Director IoT marketing for VMware.



**Andrew Barker**   
**Manager BD – NEMEA & CRO**

25 years of international experience in delivering technical and commercial projects and partnership in healthcare. His last role was Manager Industry Partnership Programs at Medtronic.



**Robin Kleiner**   
**Manager BD - DACH**

5 years of strategy and business development experience in the eHealth and pharmaceutical industry. Roles in soigneur-moi AG and OnlineDoctor AG.



**Gabriela Yu-Ying QIU**   
**Integration Manager**

5 years of experience in operations and quality management in electronics products industry.

## M+ Robert Madelin as an Investor and Non-Executive Director

10



Robert Madelin is the Chairman of FIPRA International Ltd, where he advises on all things European Union, notably IT and life sciences, technology, research and innovation, health, trade and investment, food and drink.

British by birth, French by marriage, Robert was educated in England, and is a graduate from both the University of Oxford, and the French Ecole Nationale d'Administration.

Before joining Fipra in 2016, Robert served over 35 years as a UK and then a European Union public servant. He was a trade negotiator for over 20 years, and a European Commission Director General for 12 at DG CONNECT and DG SANCO.

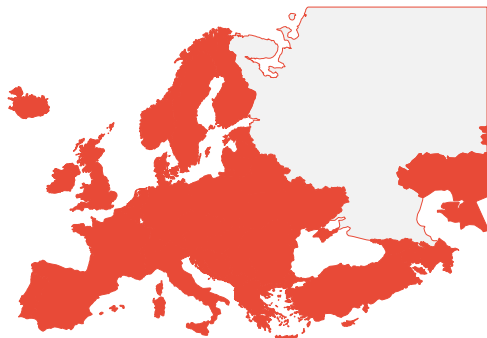
# M+ Ready to Conquer a Global Market

11

Europe ✓

Middle East ⚙️

USA ⚙️



THALES





M+edisanté

FROST & SULLIVAN

## Enabling Technology Leadership Award

Remote Patient Monitoring  
GLOBAL

**Empowering Connected Care**

Gilles Lunzenfichter, CEO and Co-Founder