

## VIDEOKALL, INC.

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Chief Executive Officer, VideoKall, Inc. USA

### **Problem:**

The cost of healthcare is skyrocketing; there are more patients and fewer providers and a demand to increase quality while still reducing costs. The number of people with chronic illnesses is soaring – according to the CDC, even 25% of children between the ages of 2 and 8 already have a chronic health condition such as asthma or obesity. Further, COVID-19 has added a layer of complexity that leads families to avoid doctors' offices altogether for fear of contracting the virus. Today, there are only two main options for much-needed primary and specialty care: in-person visits and video telehealth. In-person visits can be costly, time-consuming, and limited based on location. Video-only telehealth provides an attractive alternative for advice, but relies on patient reporting, which can be insufficient to diagnose or treat illness. What is needed is improved access for patients with better tele-diagnosis at lower costs.

### **Solution:**

VideoKall has developed scalable, technology-enabled healthcare solutions, which integrate hardware to assess and diagnosis patients, and software to facilitate virtual communications and track patient health information. The hardware features 11+ diagnostic tools that are deployed and monitored remotely via a Medical Provider Portal. Once a patient checks-in via the Patient Portal, they are connected through video with a medical provider who can then guide them through a physical exam. Custom hardware enables the company to use low-cost satellite communication channels, but still achieve high, TV-quality video necessary for medical staff to accurately assess their patients. The platform also has the flexibility to connect via fiber, Wi-Fi, or cellular. To round out the service, a patient-centric Mobile Data (Cingular Interactive), Hazeltine, dotWAP, and Ultrapro International. He started and sold his first venture, Fonetek, with cellphone pre-production prototype, to Lucky-Goldstar (LG) of Korea. A graduate of North-eastern University and Seton Hall University, he holds a BSEE, MSEE, and an MBA in finance and marketing. He served as Adjunct Professor

mobile app will enable the patient to identify unit locations and availability, and to track their medical history – staying connected via promotional materials and push notifications. The Cabin can automatic self-clean the instrumentation and self-sanitize the entire space after the patient has completed a session, leaving it free from germs and contaminants prior to the entrance of the next patient. These solutions replace many in-person medical appointments without sacrificing the essential information a provider needs to make a good medical assessment. The patient units are currently available in the Smart Medical Chair, and the Smart Medical Cabin. The chair has been evaluated by a medical system in Washington, DC.

### **Market:**

We have identified up to 330,000 potential US locations for our solutions based on availability of medical staff, potential customer volume, the need for healthcare access, and areas where the company has developed trusted contacts. Early targeting includes remote communities in Alaska and Virginia, mobile health clinics, and assisted living facilities using the Smart Medical Chair, and subsequently supermarkets with pharmacies, corporations, and senior living facilities for the Smart Medical Cabin.

### **Vision:**

VideoKall envisions a healthier world where a global network of medical providers uses continually evolving technology to improve the quality of life for all people at an affordable price and bring convenient access to primary healthcare to the places we live, work, and travel.

### **BIOGRAPHY:**

Charlie Nahabedian, has more than 40 years of management experience in telecommunications, systems and software development, information technology, manufacturing, and services marketing and management. He has held senior executive positions from Director to CEO at wireless and telecommunications carriers, and computer system companies in both small and large businesses. Mr. Nahabedian started his career at Bell Labs and AT&T, has received two patents and received a national award for "Outstanding Contributions in a Field of Science." His organizations have developed and/or supported such projects as the first cordless telephone, first coin telephone aboard the Metroliner, the first microprocessor-controlled business communications system, Picturephone Meeting Service, Disney's EPCOT WorldKey (interactive) Information Network, a small portable cellular telephone, and fiber and satellite facilities. He has also held senior positions in AT&T, Fonetek, Fidelity Capital, RAM

for eight years at Fairleigh Dickinson's Rothman Institute of Entrepreneurial Studies, and is CEO and co-founder of VideoKall, creators of CLINICSTOP®, the first unmanned micro clinic and first remote Smart Medical Chair — with a self-service platform for providing outpatient services, at points of convenience, at low-cost.



