

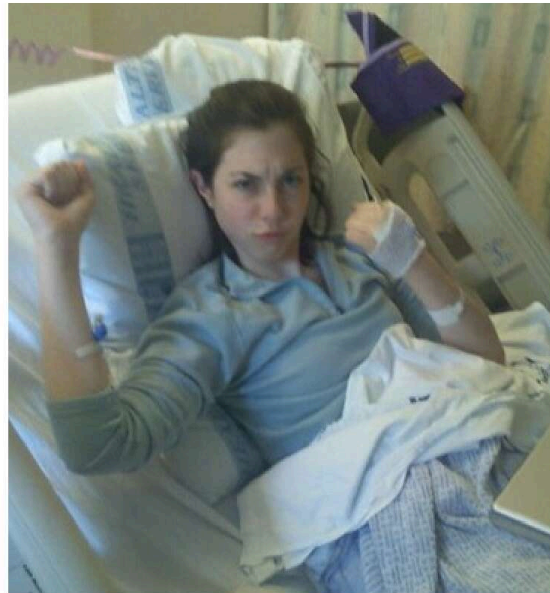
The background features several abstract, rounded geometric shapes in shades of teal and grey. A large grey shape is on the left, and two teal shapes are on the right, one above and one below the main text.

# Wingspan Health

get a full picture of your health

# Team

## ENGINEERING



Susanne Fortunato



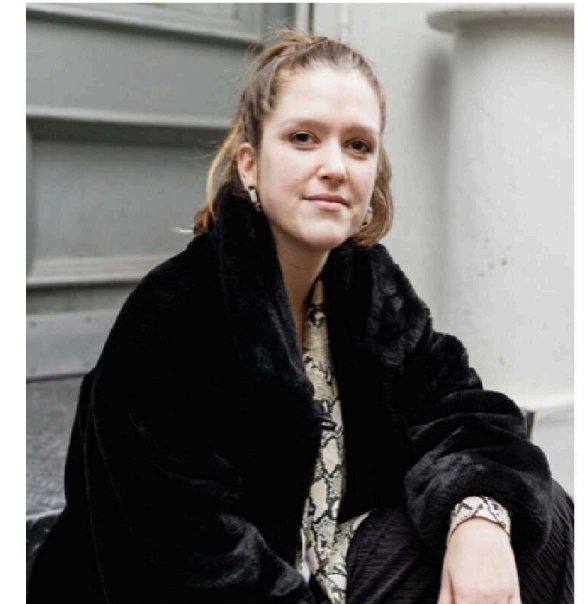
## MEDICAL



Quinn Wang, MD



## GROWTH



Gabrielle Pedriani



# Patient Problem: Hard to Answer Simple Questions

When was my last tetanus shot?

Am I due for a pap smear?

Is my blood pressure normally this low?

Did all that exercise make me healthier?

How much did it cost when I had strep?

Am I being screened for everything I should be?

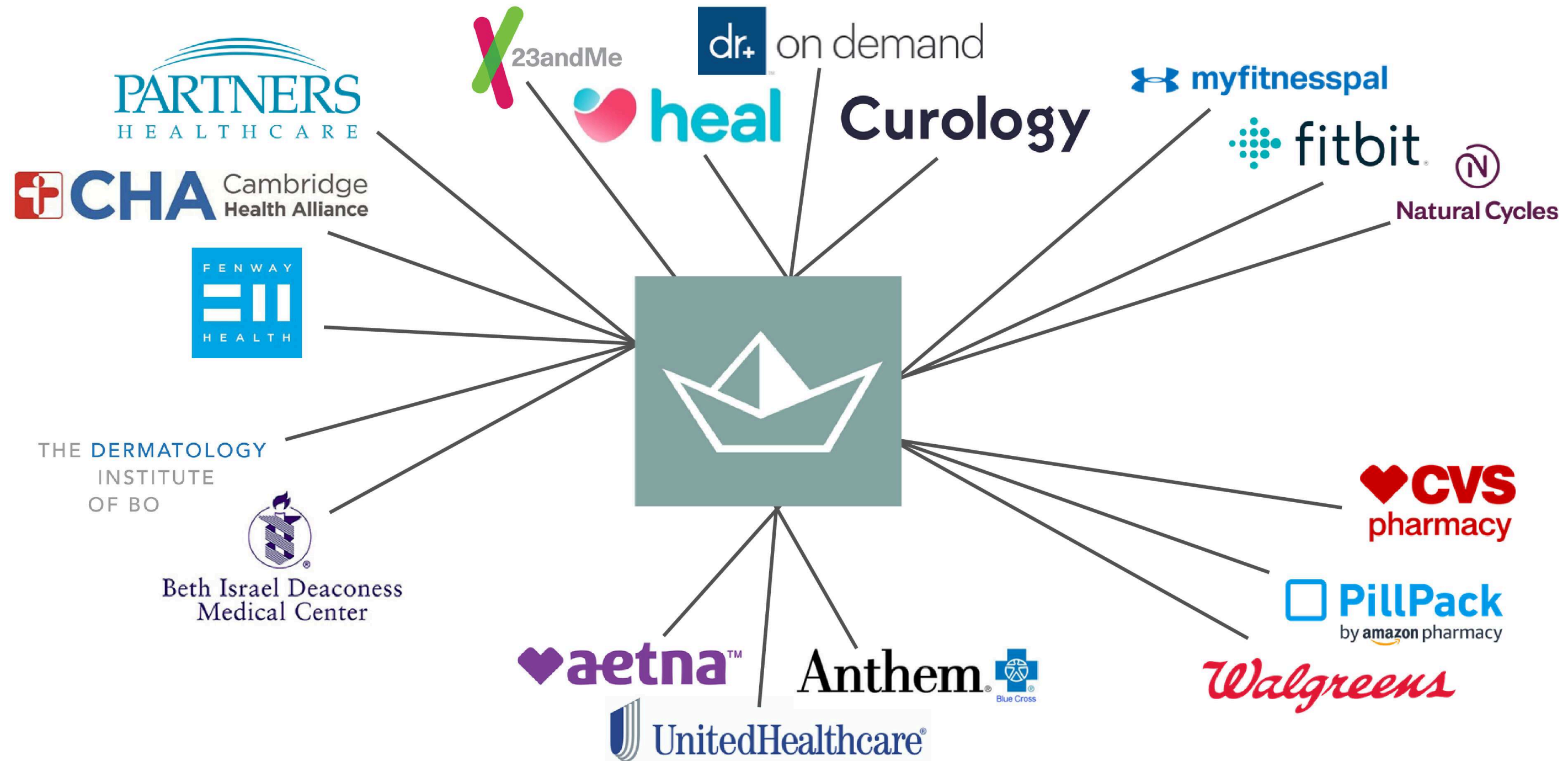


# **Research Problem:**

## **Flawed Data = Flawed Conclusions**

Clinical & claims data rarely connected  
No way to know if patients took prescribed meds  
3-5% of patient IDs are corrupted  
25+% missing medication data  
30+% missing lab data  
No additional wellness data  
Can't tell when data is incorrect or incomplete

# The Solution



**Include patients in data aggregation to create true longitudinal records**

[Dashboard](#)[Conditions](#)[Medications](#)[Vital Signs](#)[Results](#)[Cardiac](#)[Metabolic](#)[Hormonal](#)[Blood Counts](#)[Sexual Health](#)[Add'l Screenings](#)[Imaging](#)[All Results](#)

## CHOLESTEROL TEST RESULTS

Adults at average risk of developing coronary artery disease should have their cholesterol checked **every five years**, beginning at age 18. More-frequent testing might be needed if your initial test results were abnormal or if you already have coronary artery disease, you're taking cholesterol-lowering medications, or you're at higher risk of coronary artery disease.

Show  entriesSearch: 

Date	LDL	HDL	Triglycerides	Total Cholesterol	Ratio
2015/10/03	77	86	64	177	
2019/09/13	110 <span>high</span>	89	77	203 <span>high</span>	

Higher levels of LDL raise your risk of heart disease

Showing 1 to 2 of 2 entries

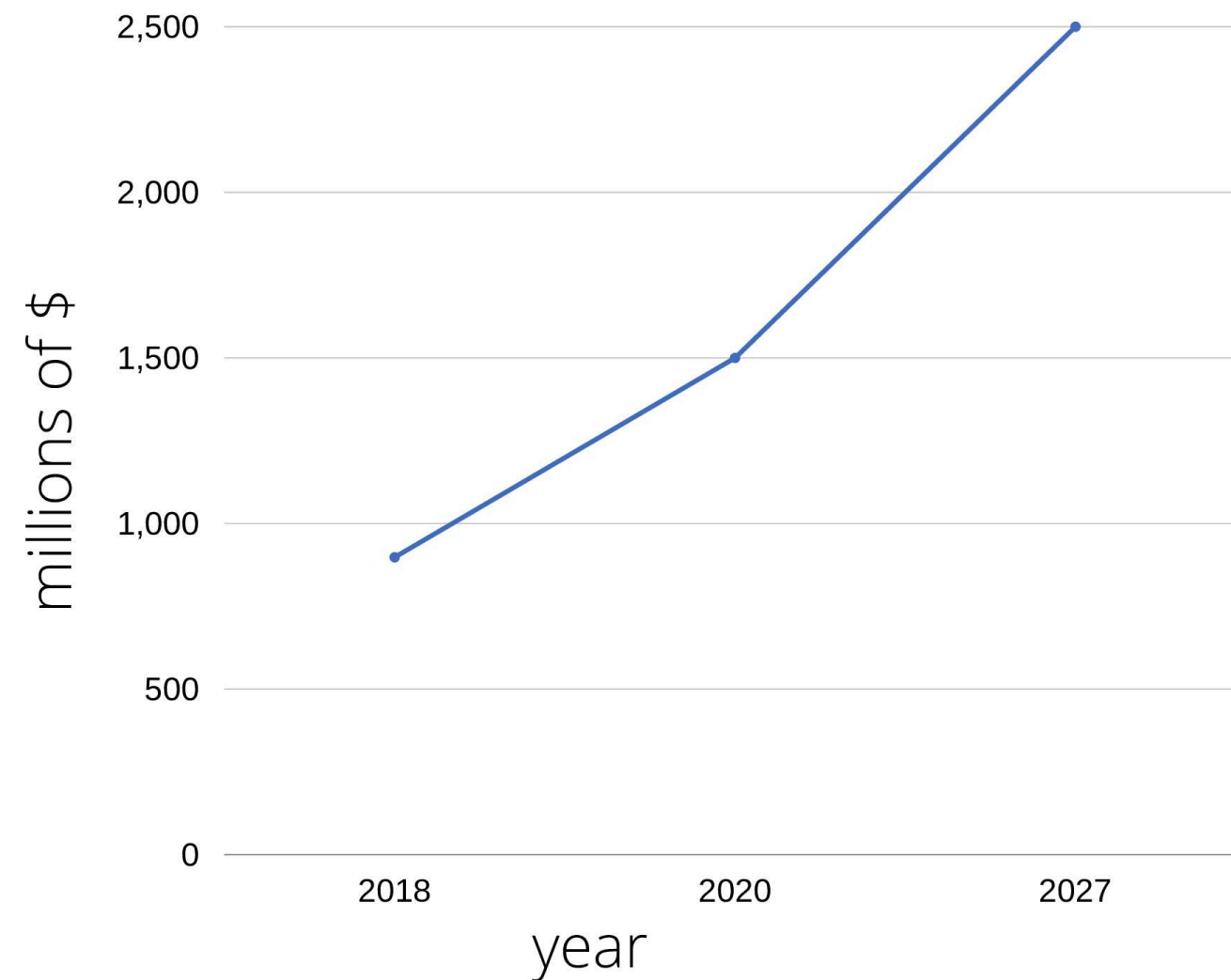
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## OTHER CARDIAC BLOOD TESTS

Substances in your blood can help your doctor determine if you have heart failure or are at risk of developing plaque deposits in your arteries (atherosclerosis). It's important to remember that one blood test alone doesn't determine your risk of heart disease. The most important risk factors for heart disease are smoking, high blood pressure, high cholesterol and diabetes.



# Patient Registry Data Market



**898M in 2018**

**2.5B in 2027**

**12% CAGR**

**Data Licensing Agreements:**

One time data delivery,  
500k ARR avg deal size

# Data Sales

## License

One time data  
delivery  
500k ARR avg deal  
size

## DaaS

Annual contracts,  
quarterly fee  
Quarterly data refresh

### Market Standards:

- Data is packaged by disease area
- Number of patients varies by disease
- Preference for clinical & claims data
- Structured data only (labs, meds, claims)
- Low tech delivery platform



# Data Product Competition

	WINGSPAN	Iqvia	Optum	GNS	OM1	OneRecord	Backpack Health
Clinical Records	✓	✓	✓	☐	✓	✓	✓
True Longitudinal Record	✓	☐	☐	☐	☐	✓	✓
Unique Patient IDs	✓	☐	☐	☐	☐	✓	✓
Can Communicate with Patient	✓	☐	☐	☐	☐	✓	✓
Claims Data	☐	✓	✓	✓	✓	☐	☐
Linked Clinical & Claims	☐	☐	☐	☐	✓	☐	☐
Wellness Data (fitness, food)	☐	☐	☐	☐	☐	☐	☐
Medication Adherence	☐	☐	☐	☐	☐	☐	☐
Symptom Tracking	☐	☐	☐	☐	☐	☐	☐
Genomic Data	☐	☐	☐	☐	☐	☐	☐

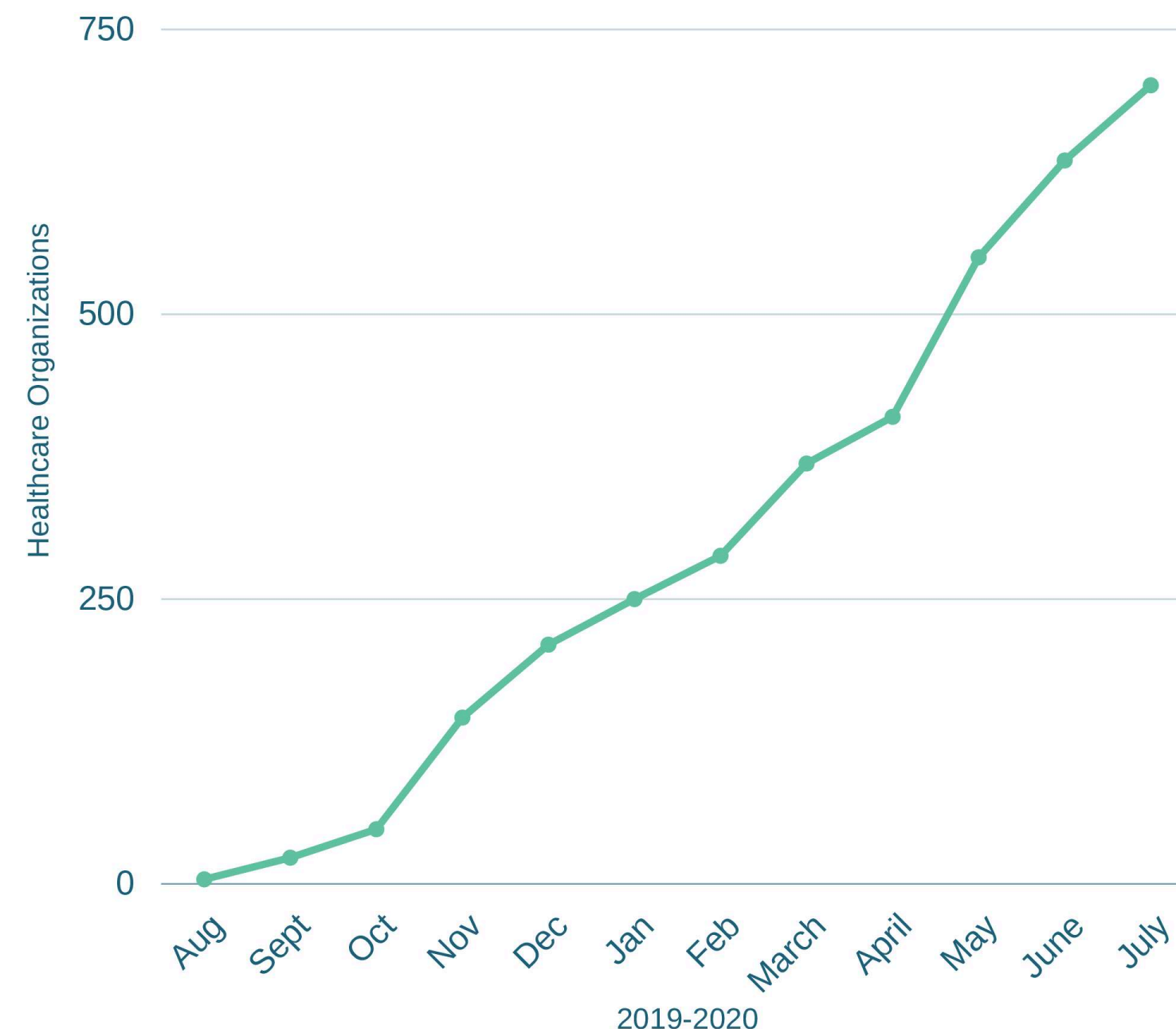
# User Product Competition

	WINGSPAN	Apple HealthKit	OneRecord	Backpack	PicnicHealth
Big Picture View (data mapping)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Data Integration	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	manual for user	manual for company
High Coverage w/o FHIR legislation change?	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Epic	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cerner, Allscripts	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Others	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Auth Cycle	1 time	every 2 days	every 2 days	<input type="checkbox"/>	1 time
Wellness Data	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Free for User	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
web based	<input checked="" type="checkbox"/>	iPhone only	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>



# WE'VE GOT DATA

300+ HEALTHCARE ORGS  
INTEGRATED IN <6 MONTHS  
700+ IN <1 YEAR





# Next 6 Months

## USER GROWTH

5,000 Active Users

30–40% MOM growth  
(continued)

## PRODUCT

90% coverage of US  
health systems

New data sources:  
health insurance,  
fitness/nutrition,  
consumer health