

INVEST IN DUET

Revolutionize healthcare transportation services



duetinc.com San Jose, CA

Highlights

- 1 \$160K annual run rate, 240% YoY growth (2021-2022)
- 2 Pay customers in 8 different states
- 3 Very sticky product, with zero churn
- 4 \$100B market potential
- 5 Techstars portfolio company

6

Experienced and proven team runs a capital efficiency operation

Featured Investors



Techstars
Notable Investor

Follow

Invested \$120,000 ⓘ

techstars.com

Martin O, Managing Director

“Leading accelerator programs and early stage investor”



Arcanys One

Follow

Invested \$290,000 ⓘ

Alan Debonneville, Managing Director

“Global early stage investor”



Gale Wilkinson
Syndicate Lead

Follow

Invested \$1,000 ⓘ

“We like many things about the deal at VITALIZE: - The team has diverse range of experiences in product management, brand commercialization, startup co-founding and software development - Duet’s strength lies in their ability to combine a deep understanding of customer needs with a scalable platform, personalized support, and a focus on efficiency - Duet’s ARR is currently at \$150K - Existing investors include Techstars, Arcanys, LACI -the incoming COO has exit experience”

Our Founder





Jing Zhu Founder & CEO

15 year experience in product management across both technology and healthcare industries. Launched and managed products in 15 different countries that generated \$100M annual revenue. PhD from Cornell and MBA from UC Berkeley.

Pitch

Duet

Re-imagine healthcare transportation management

Jing Zhu, PhD
Founder & CEO
Dashboard Story, Inc.
(dba Duet)
www.duetinc.com

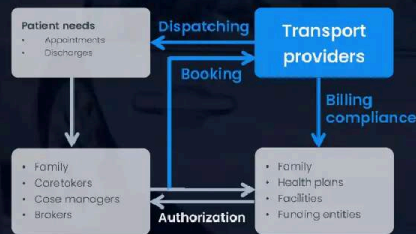
\$100B annual spending on healthcare transportation

3.2M Patients

57M People w/ disabilities

54M Seniors

Healthcare transportation service management is complex.



- Licensed, insured professional transport providers
- Multiple stakeholders
- Authorization based process

Problems

Low asset utilization, revenue

- Archaic, disconnected tools don't support real-time optimization

Cashflow distress

- Laborious, error laden reporting leads to lengthy payment cycle

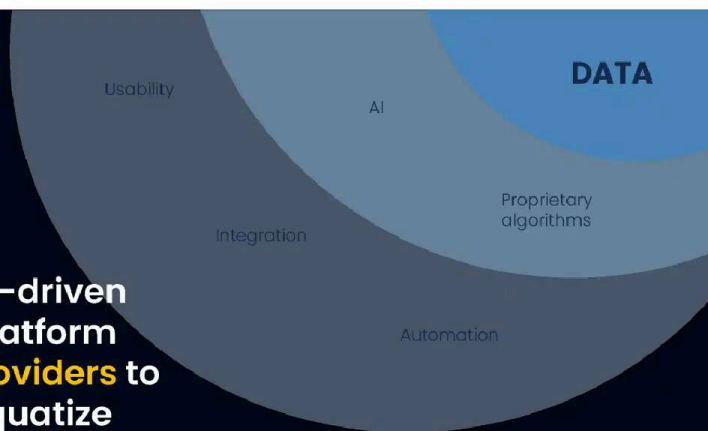
Poor service quality, fraud

- Lack of service visibility, measurement and enforcement



Duet

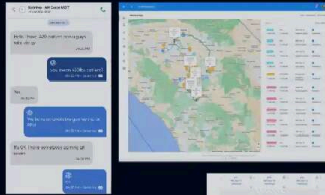
A robust **data**-driven technology platform empowers **providers** to modernize, equatize transportation services.



Empowerment with data and AI

Booking

- AI/LLM assisted, compatible with payor workflow
- Reduce costs and errors



Scheduling/Dispatching

- Auto-scheduling, algorithmic optimization
- Increase utilization and margin

Billing

- Integration, automation
- Better cashflow management



100% yoy growth since 2021



\$158K ARR
91% '22-'23



Market presence
8 states



Proprietary data
Rich, structured



39 releases
Sweeping changes



In-depth knowledge
Customers, market



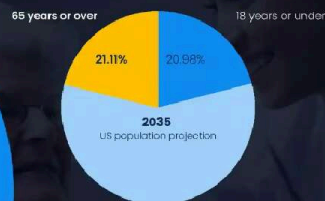
Industry network
Vertical partners

CAGR 7% growth

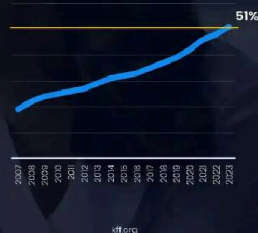
\$100B

Parties funding the services: managed care organizations, Medicare/Advantage, Medicaid, Veteran Affairs, workers comp, hospitals, care facilities, transit agencies, cities/counties/states, corporations, non-profit organizations, schools for students with specialty needs, individuals and families etc.

Aging population



Medicare Advantage adoption rate



Team (Techstars '21)

Decades of experience with major SV institutions



Jing Zhu, PhD

Founder, CEO

15 years in product mgmt,
generated \$100M annual rev.



Abraham Elmahrek

Technical Advisor, Investor

15 years in enterprise software,
data science and ML/AI.



Brian Gillis

COO (incoming)

10 years in strategy, sales and
business development.



Engineering team

5 full-time,

3 part-time

Advisors

Alan Debonneville

Advisor, Investor
CEO of Arcanys,
MD, Arcanys Ventures



Mike Hang

Advisor, Investor
CTO of Accruity
(2x exits)
ORACLE Caccruity FleetCardUSA

Dr. Bill Shapiro

Advisor, Investor
Chair, Dept of Anesthesiology
UCSF Mount Zion Hospital
UCSF Medical Center

Cliff Chambers

Advisor
Mobility planner, transit
consultant



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Partner with us

Jing Zhu, PhD
Founder & CEO
WWW.DUETINC.COM

Duet is the product name and Doing Business As (DBA) name of Dashboard Story, Inc.

