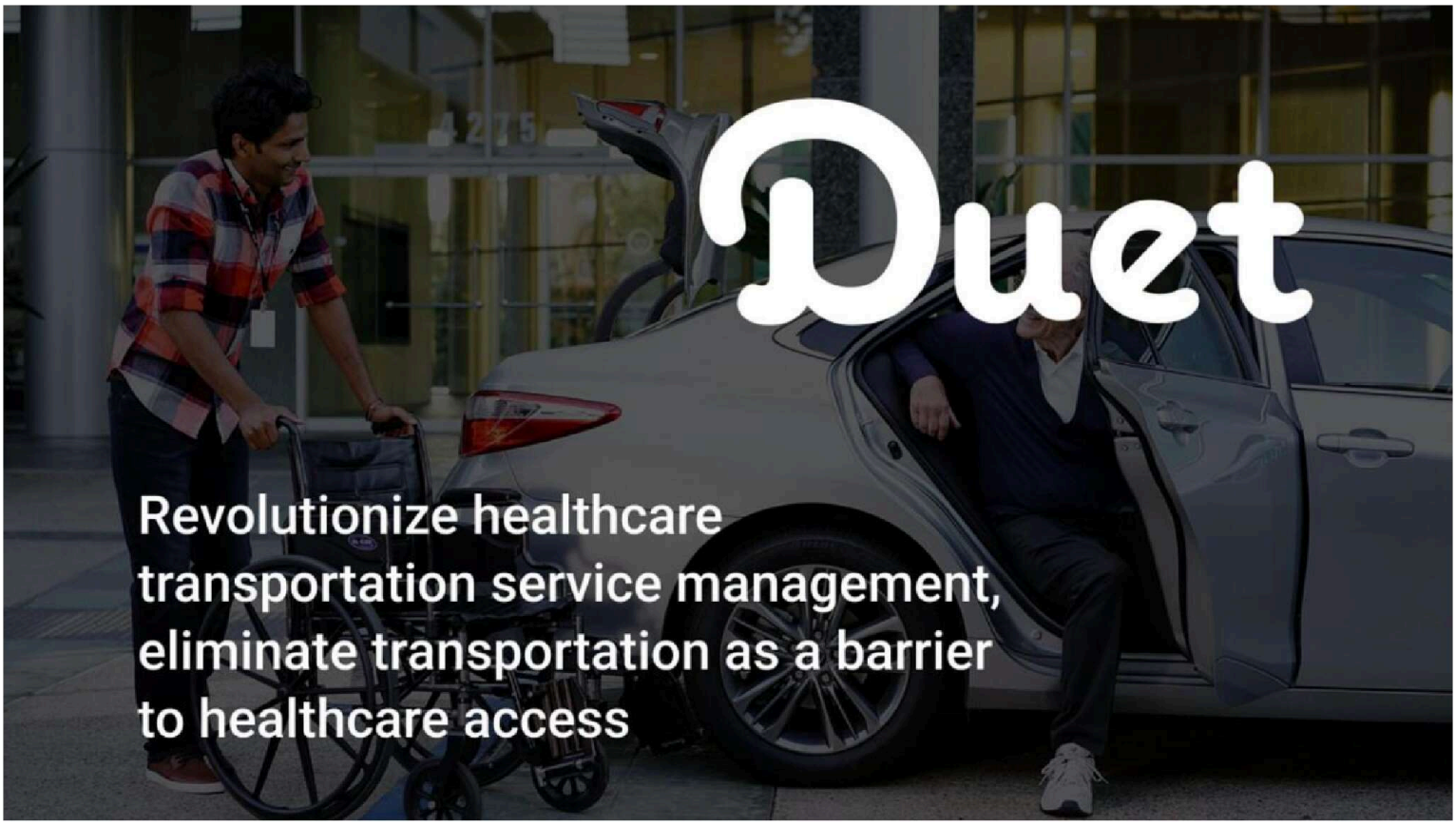


DUET

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
Invested $120,000

Follow

Notable Investor
techstars.com

Martin O, Managing Director
“Leading accelerator programs and early stage investor”

Arcanys
Invested $290,000

Follow

Global early stage investor
arcanys.com

Alan Debonneville, Managing Director
“Global early stage investor”

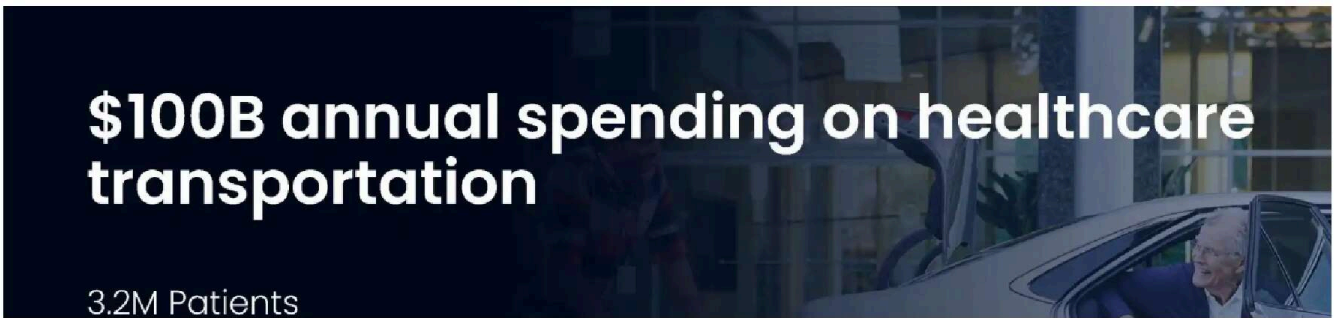
See more investor reviews

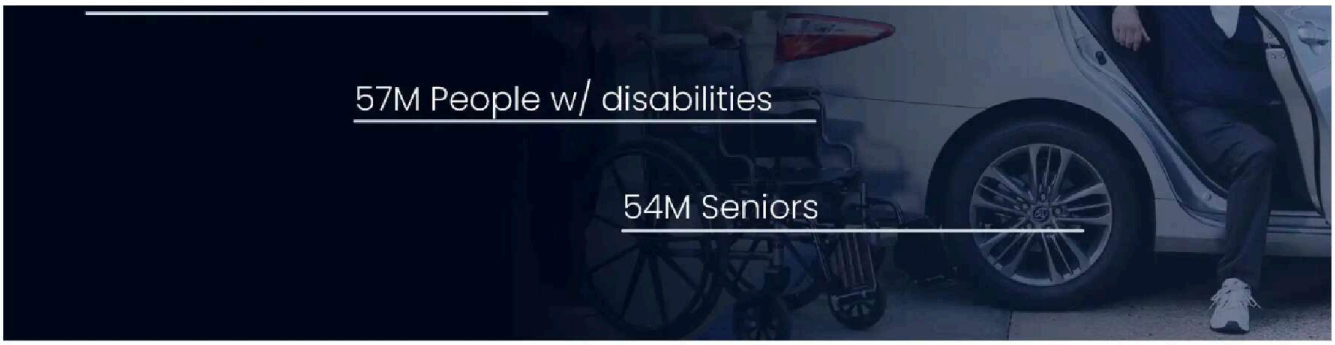
Our Founder

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.

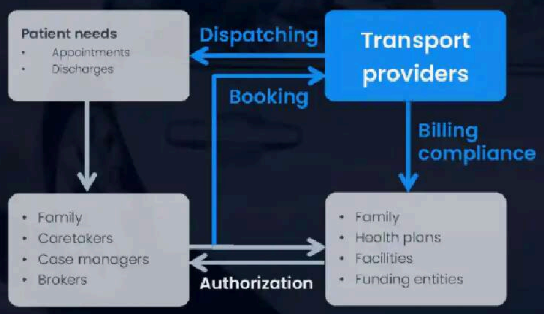
Pitch





Including access transportation

Healthcare transportation service management is complex.



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

Problems

Low asset utilization, revenue

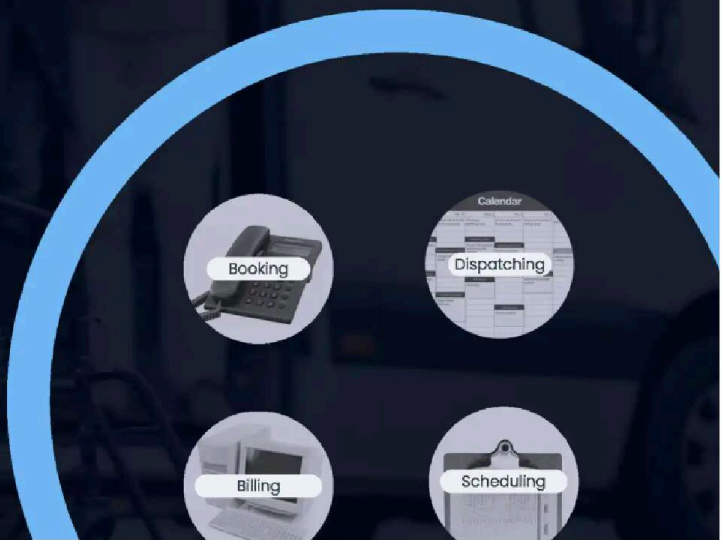
- Archaic, disconnected tools don't support real-time optimization

Cashflow distress

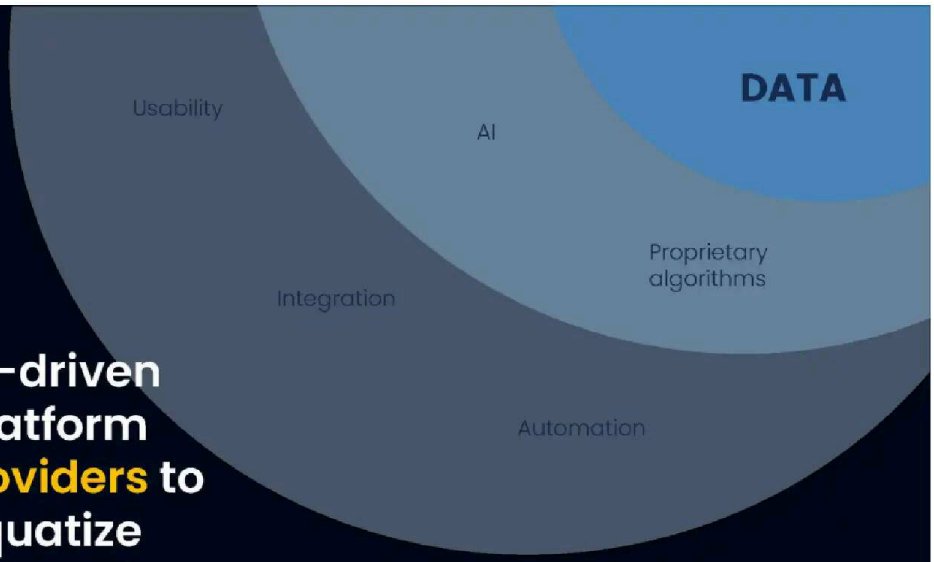
- Laborious, error laden reporting leads to lengthy payment cycle

Poor service quality, fraud

- Lack of service visibility, measurement and



Duet

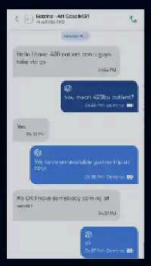


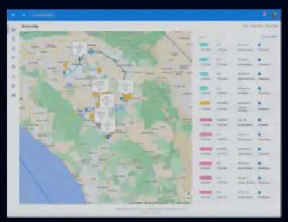
A robust data-driven technology platform empowers providers to modernize, equatize transportation services.

Empowerment with data and AI

Booking

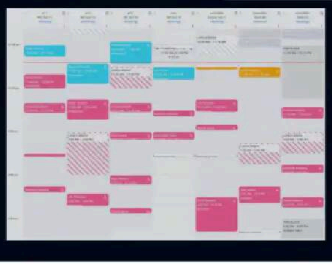
- AI/LLM assisted, compatible with payor workflow
- Reduce costs and errors





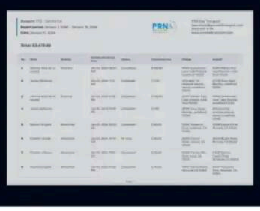
Scheduling/ Dispatching

- 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

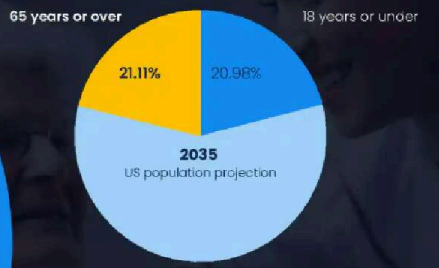
Industry network
Vertical partners

CAGR 7% growth

$100B

Parties funding the services:
managed care organizations, MedicareAdvantage, 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

Advisors

Alan Debonneville
Advisor, investor
CEO of Arcanys,
MD, Arcanys Ventures

Jing Zhu, PhD

Founder, CEO

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

intel Abbott Cornell University Berkeley

Brian Gillis

COO (incoming)

10 years in strategy, sales and business development.

HARVARD UNIVERSITY

Abraham Elmahrek

Technical Advisor, Investor

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

cloudera Berkeley

Engineering team

5 full-time,

3 part-time

Mike Hang

Advisor, investor

CTO of Accrualify

(2x exits)

ORACLE accrualify FleetCardsUSA

Dr. Bill Shapiro

Advisor, investor

Chair, Dept of Anesthesiology

UCSF Mount Zion Hospital

UCSF Medical Center

Cliff Chambers

Advisor

Mobility planner, transit consultant

mobility

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.