



ZiffyHealth

स्वास्थ्य पर सबका अधिकार!

Recognized and Awarded by:



Last Mile Delivery of Quality HealthCare

BHARAT Focused IOT Enabled Wholistic Health-tech Platform

Incubated @



The Most Innovative Healthcare Sol. provider



Winner Of The Award:-
**“Most Innovative Healthcare
Solution Provider
Of The Year”**



Topnotch Foundation

**Award Presented by
Lara Dutta (Miss Universe) &
Ravi Kishan, at Sahara star
Mumbai**

Valuable Recognition



ZiffyHealth e-Clinic



Stepping towards Recognitions & Glory!

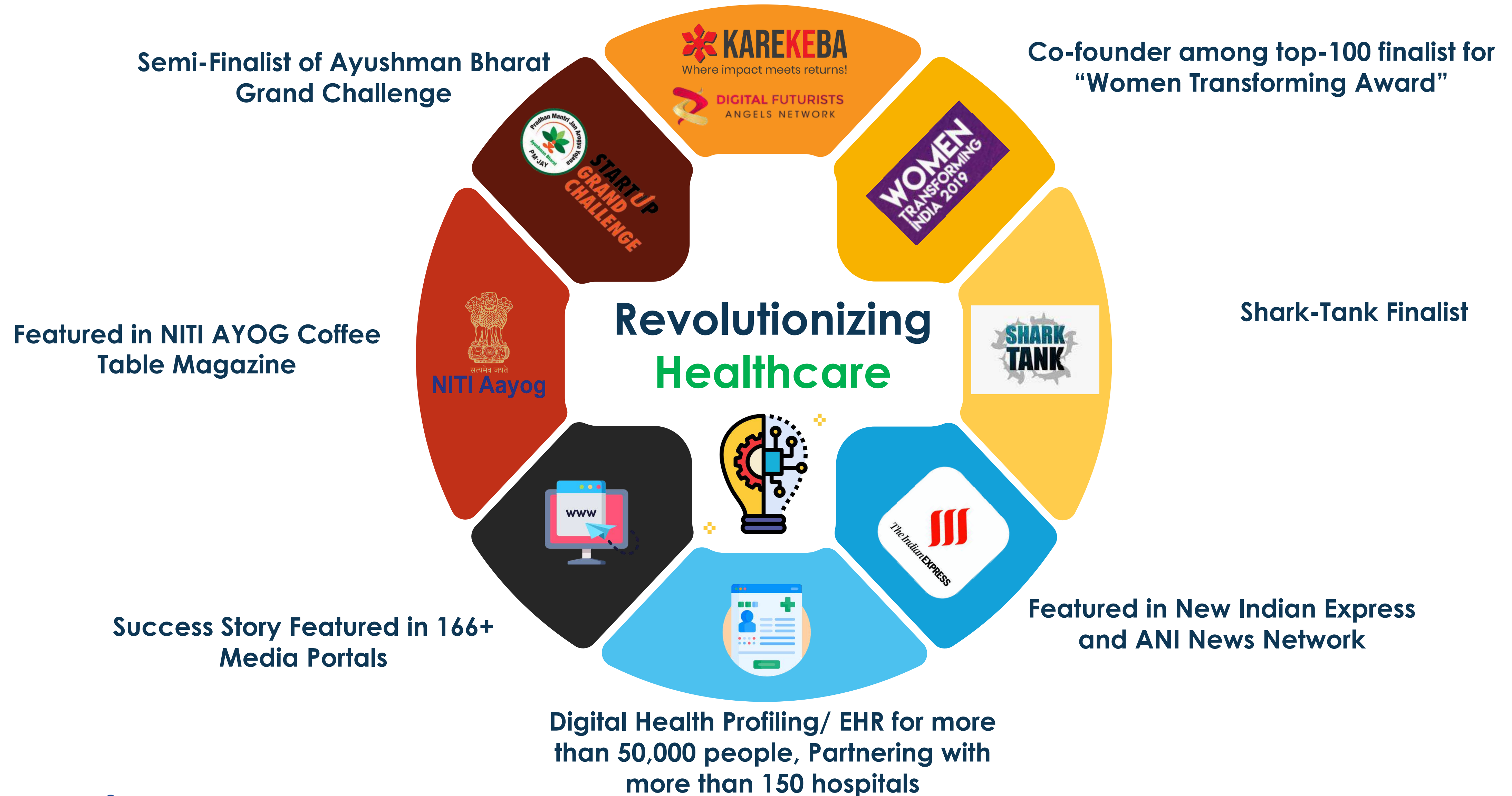
Featured in:

Coffee Table Magazine

for Healthcare
Innovation

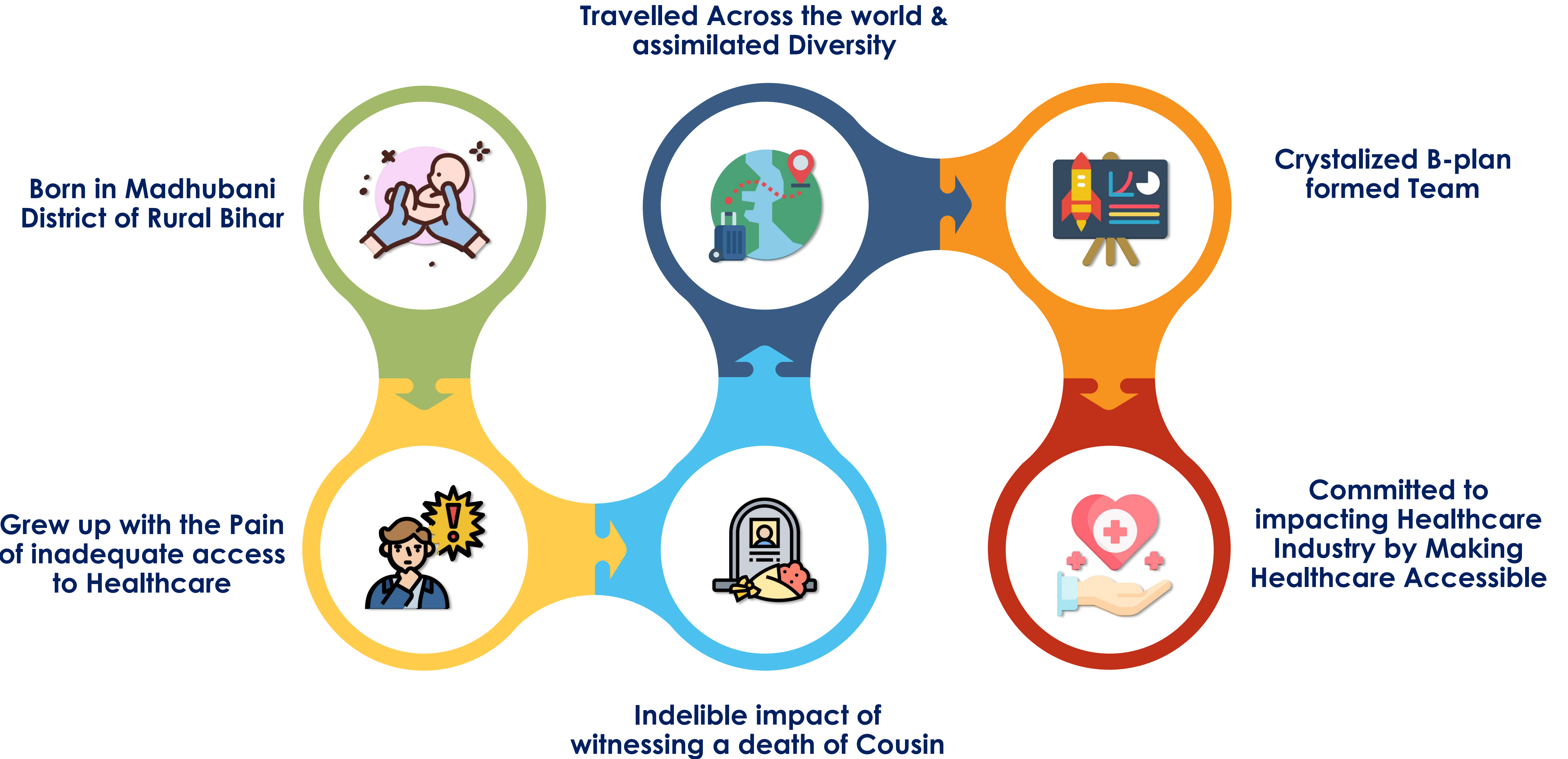


Funded (Pre-Series-A) by KareKeba, DFAN



Our Achievements

My Story



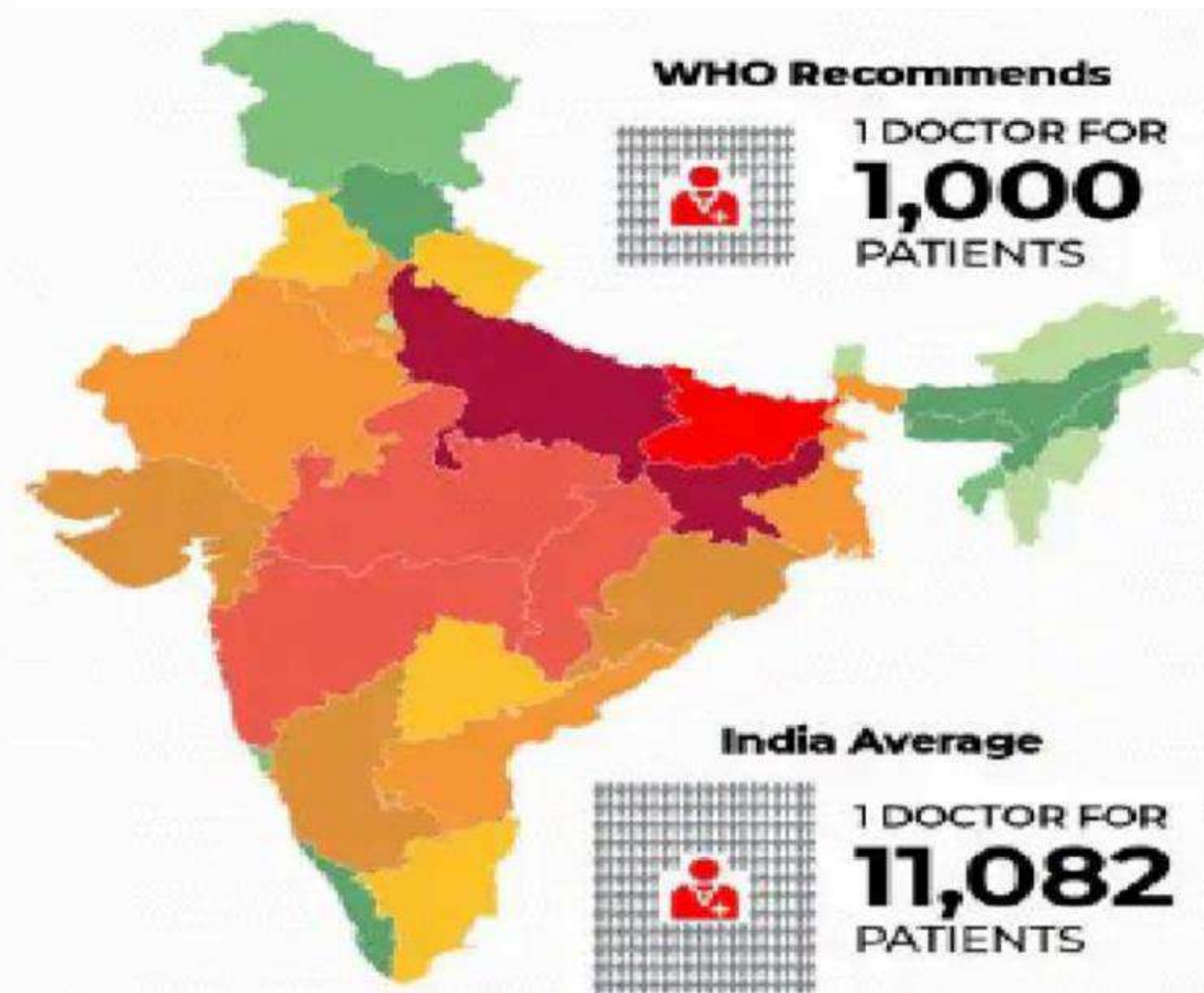
and we move on.....

ZiffyHealth's Journey so far..



Rural Indian Healthcare Pain Points

Doctor Patient Ratio



PEOPLE PER DOCTOR	
Bihar	28,391
Uttar Pradesh	19,962
Jharkhand	18,518
Madhya Pradesh	17,192
Maharashtra	16,996
Chhattisgarh	15,916
Karnataka	13,556
Odisha	12,744
Chandigarh	12,624
Gujarat	11,475
Rajasthan	10,976
West Bengal	10,411
Andhra Pradesh	10,189
Haryana	10,189
Punjab	9,817
Tamil Nadu	9,544
Telangana	9,343
Uttarakhand	7,911
A & N Islands	7,653
Kerala	6,810
Daman & Diu	5,593
Assam	5,395
Nagaland	5,386
Meghalaya	4,791
Himachal Pradesh	4,639
D & N Haveli	4,459
Goa	3,883
Jammu & Kashmir	3,060
Tripura	3,038
Lakshadweep	2,699
Mizoram	2,458
Sikkim	2,437
Arunachal Pradesh	2,417
Puducherry	2,384
Manipur	2,358
Delhi	2,203

80% of doctors in India serve only 28% of the nation's population

The disparity in Supply & Demand of Doctors

Telemedicine is ineffective due to a lack of health data flow in real-time

ZiffyHealth Solution: e-Clinic/ h-Kiosk

Bridging the gap between online and off-line consultation

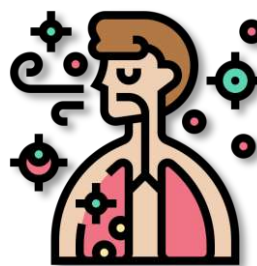
- Live access of 6 Vitals to Doctors during Online Consultation



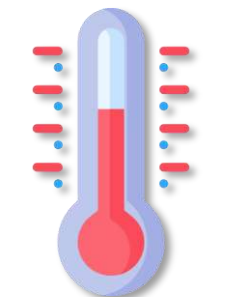
Blood
Glucose



Heart
Rate



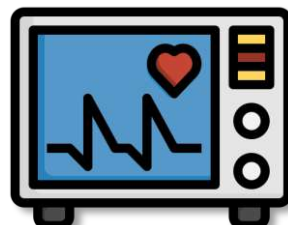
Respiratory
Rate



Body
Temperature



Blood
Pressure

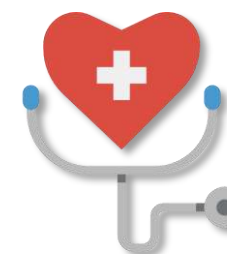


ECG

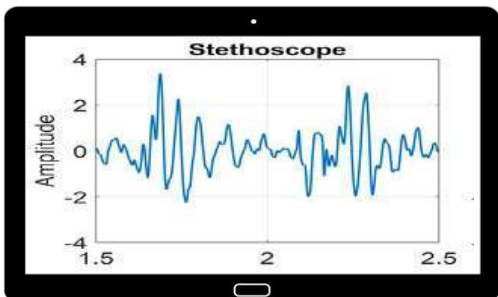


LVD (Live Vital Device)

- Live access of Heart and Lungs Sound to Doctors



Cardio &
Pulmonary Sounds

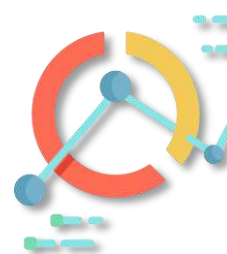


Live Stethoscope
Graphs for Heart



Bluetooth enabled
Stethoscope

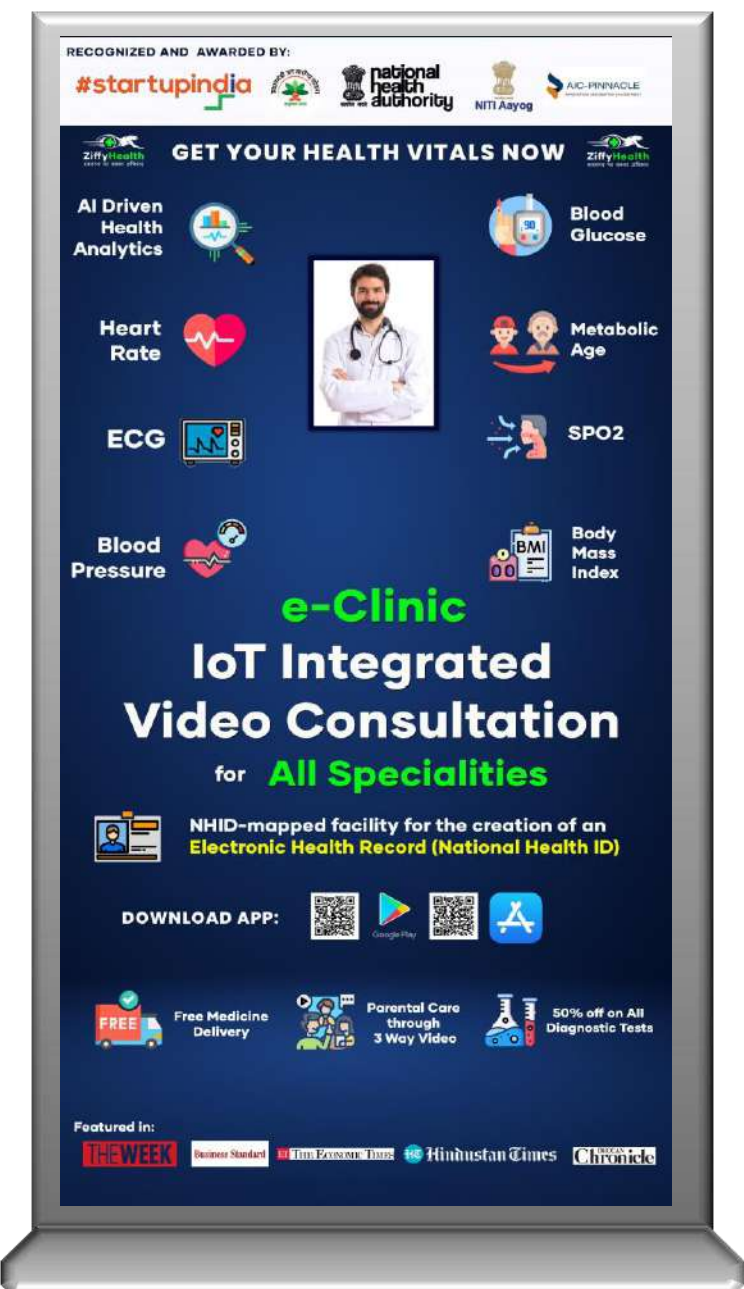
- Patient Historical Medical Data in HL7 Format



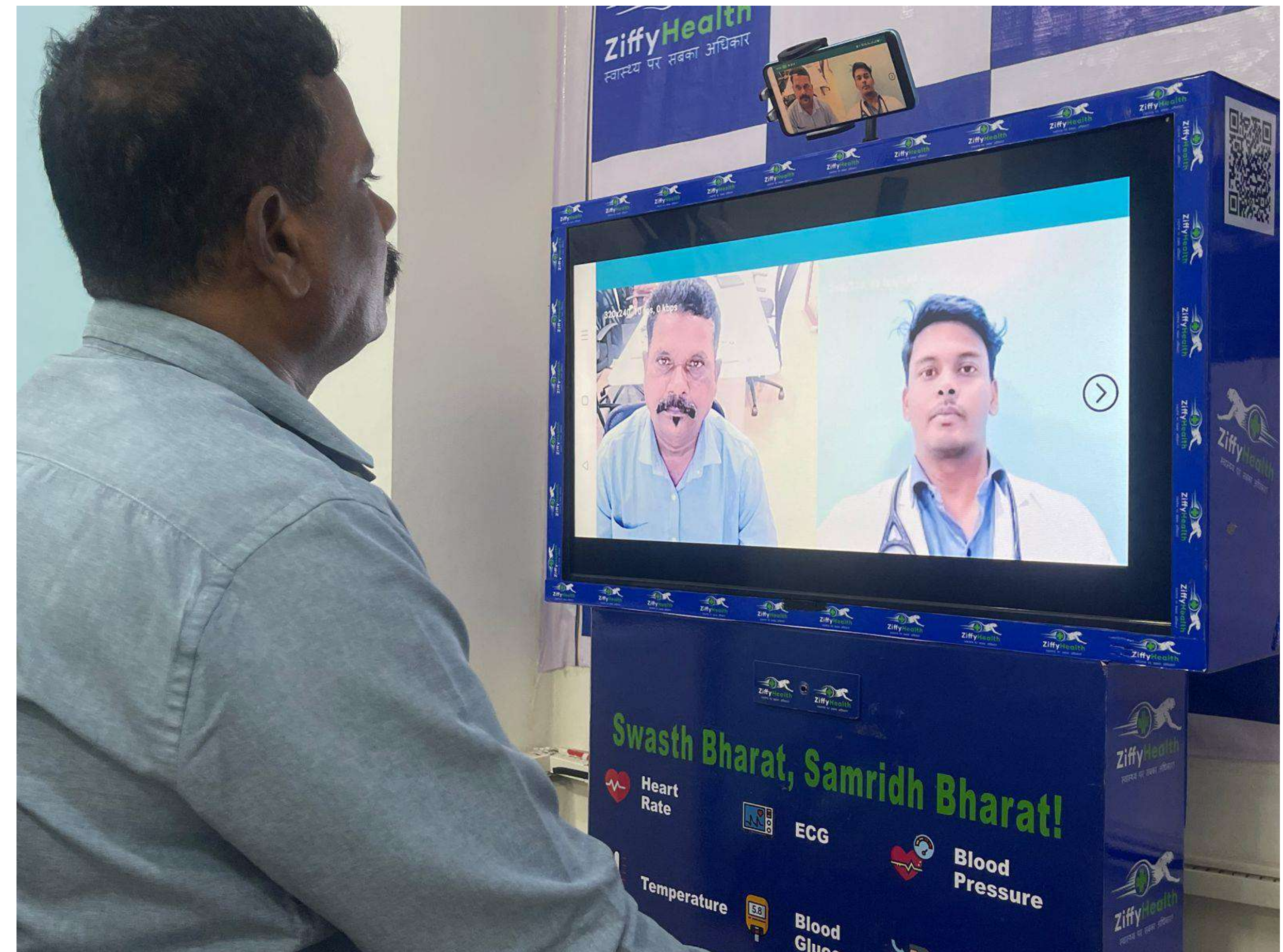
Health Trend
Analytics



Historic Trends with OCR technology



High-tech Solution:- 100% Customer Satisfaction

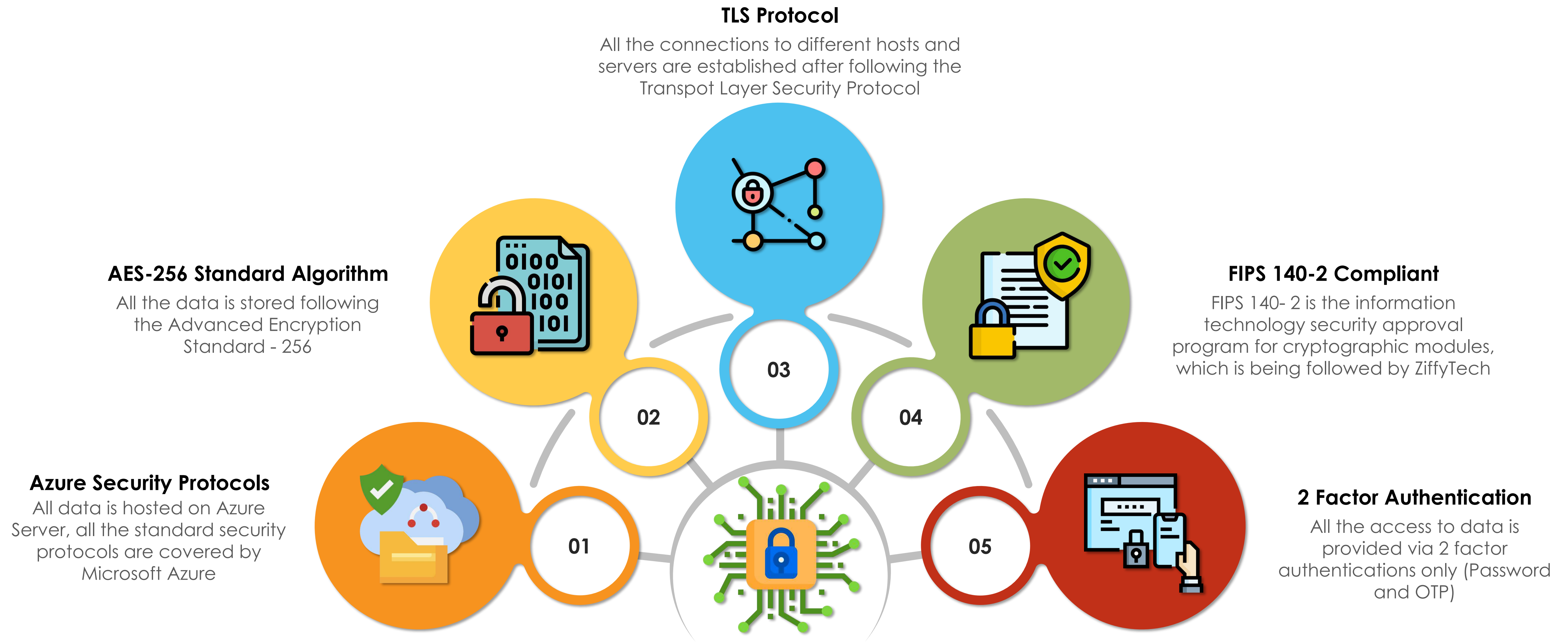


Demo Video



HealthCare Data Security

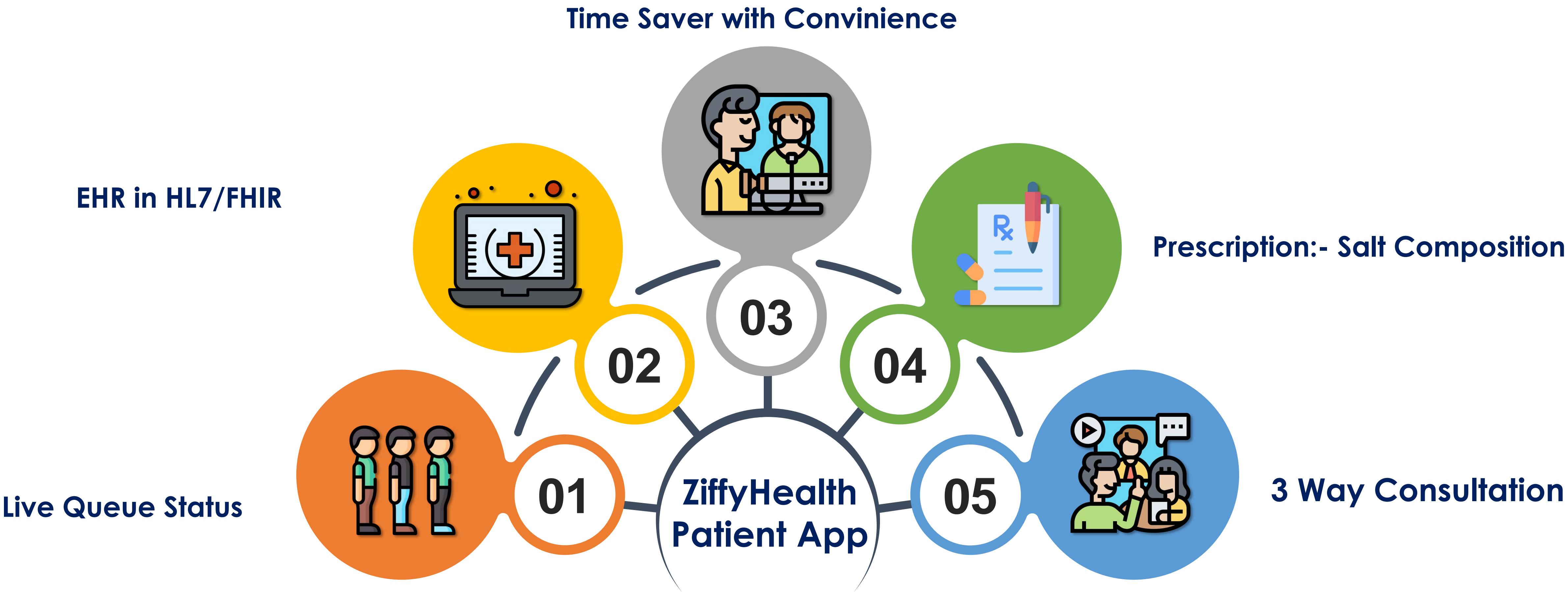
ZiffyTech has developed a robust healthcare data protection program goes beyond the established compliances for HealthCare Industry. A glance at the followed protocols below:



Competitor Profiling : ZiffyHealth delivering a Unique Punch with E-Clinics

							
Video Consultation	✓	✓	✓	✓	✓	✓	✓
E-Prescription	✓	✓	✓	✓	✓	✓	✓
Medicine Delivery	✓	✓	✓	✓	✓	✓	✓
Live Vitals Access	✗	✗	✗	✗	Manual Input	Manual Input	✓
Historic Trend Analysis	✗	✗	✗	✗	✗	✗	✓
3 Way Video Consultation	✗	✗	✗	✗	✗	✗	✓
Smart SOS	✗	✗	✗	✗	✗	✗	✓
Medical Loan, Insurance	✗	✗	✗	✗	✗	✗	✓
Branding for Doctors and Hospitals	✗	✗	✗	✗	✗	✗	✓

What makes ZiffyHealth Universe better than its competitors?



Superior Customer Journey through Innovative Technology and Delivery Process!

What makes ZiffyDoc better than its competitors?



- ✓ Reduces Time
- ✓ Enhances Convenience

Voice Clinical Notes



- ✓ Deeper Analytics
- ✓ Easier diagnosis

Patient Historical Data in EHR



- ✓ Flexibility
- ✓ Time conversion in money

Idle Time into Consulting

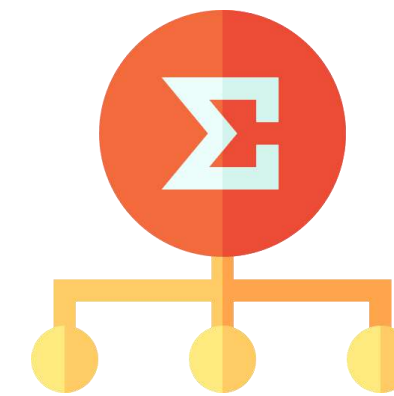
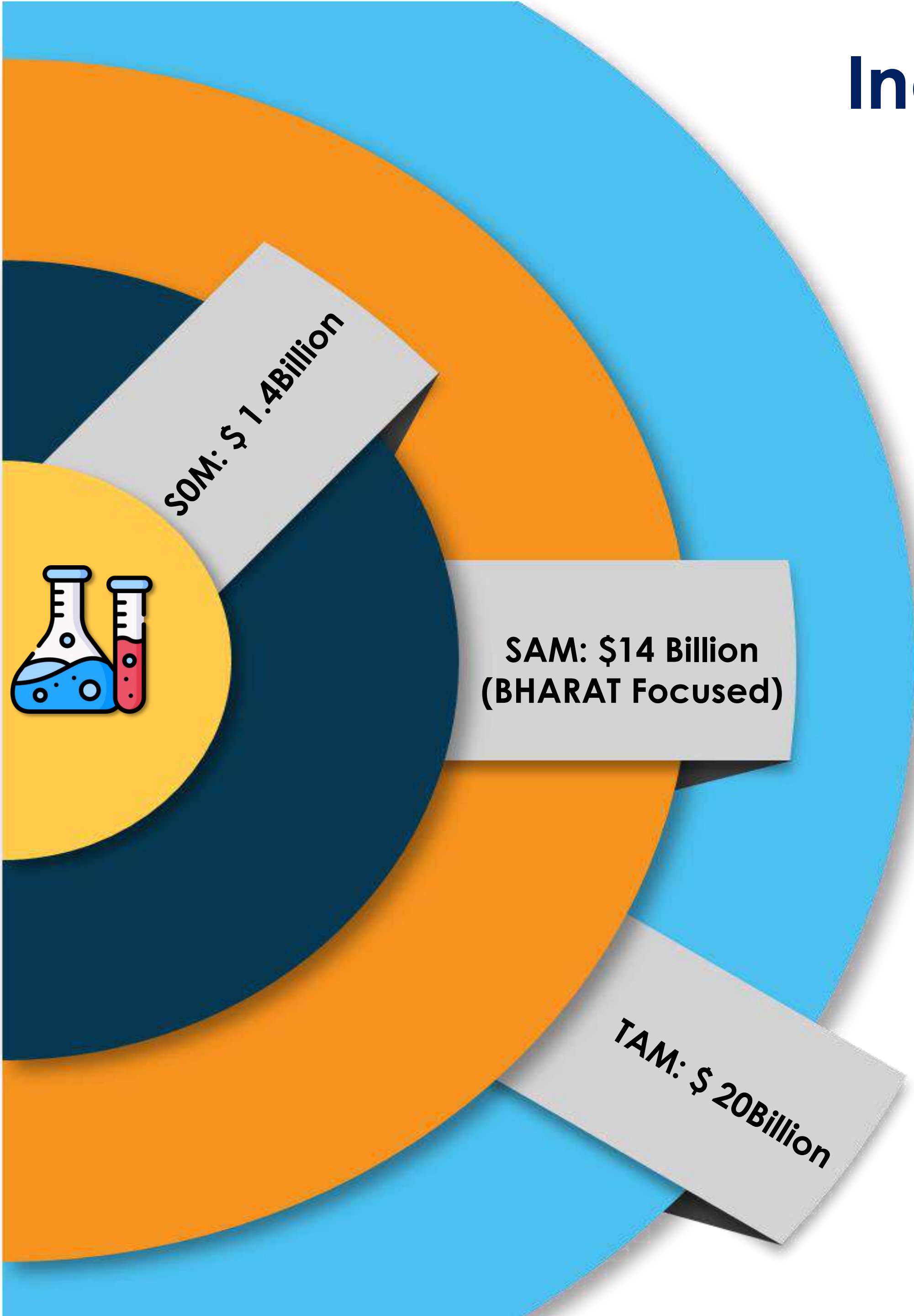


- ✓ Branding
- ✓ Digital Foot-print

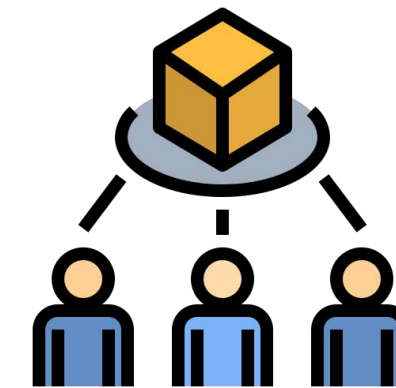
Microsite & Digital Promotion

Cuts down PPET (Per Patient Engagement Time) by 20%
Revenue Booster and Time Saver!

Indian Market Size



Total Addressable Market

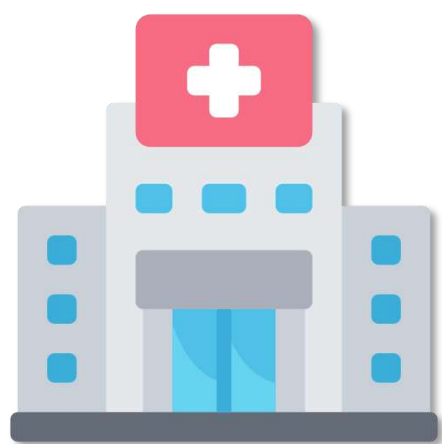


Serviceable Available Market



Serviceable Obtainable Market

Customer Segmentation



Hospitals and Clinics



E Clinic Solution



Urban Citizens and Corporate Employees



Digital Home Healthcare



Rural and Semi-Urban Citizen



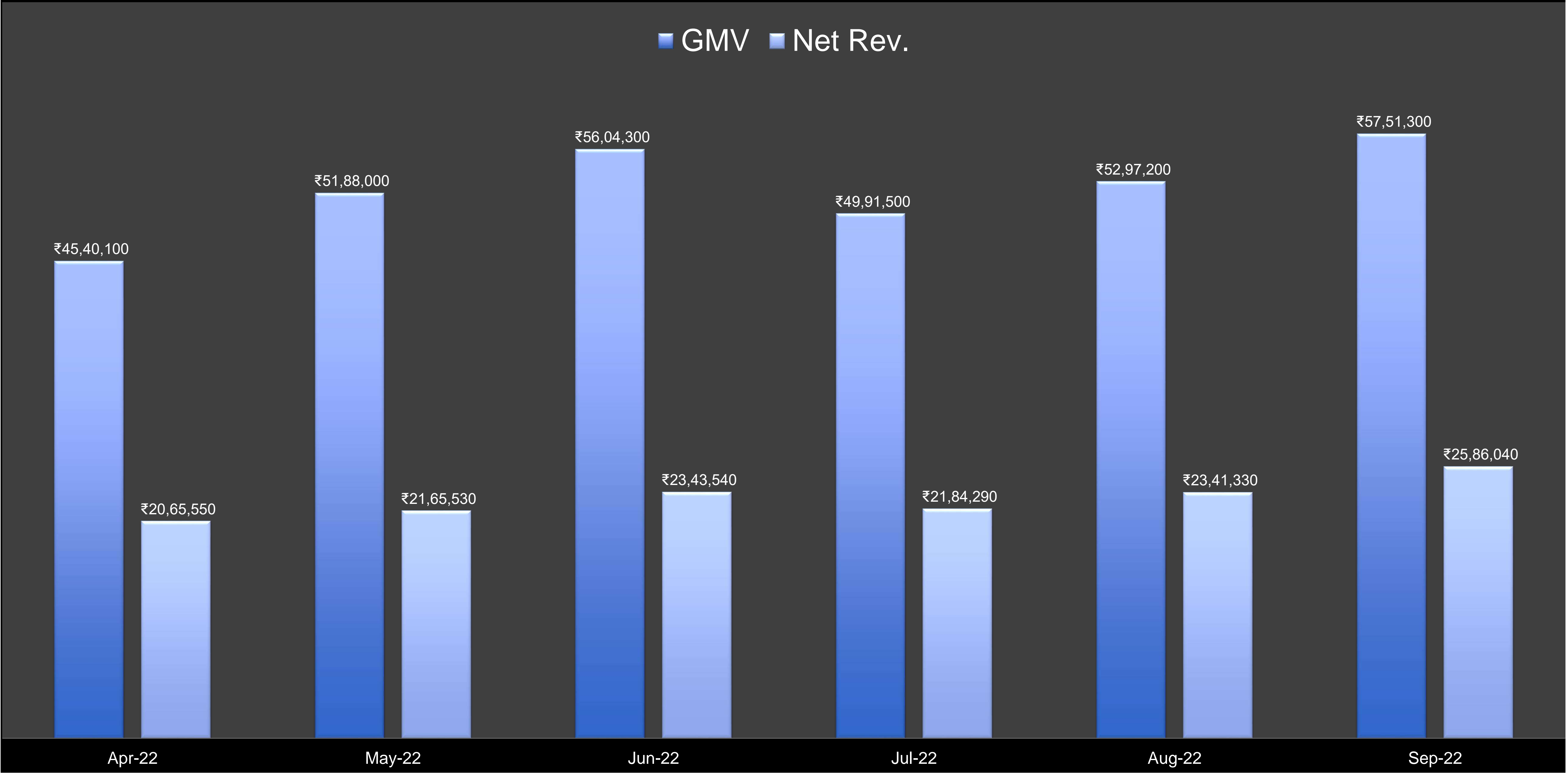
Making Healthcare Accessible



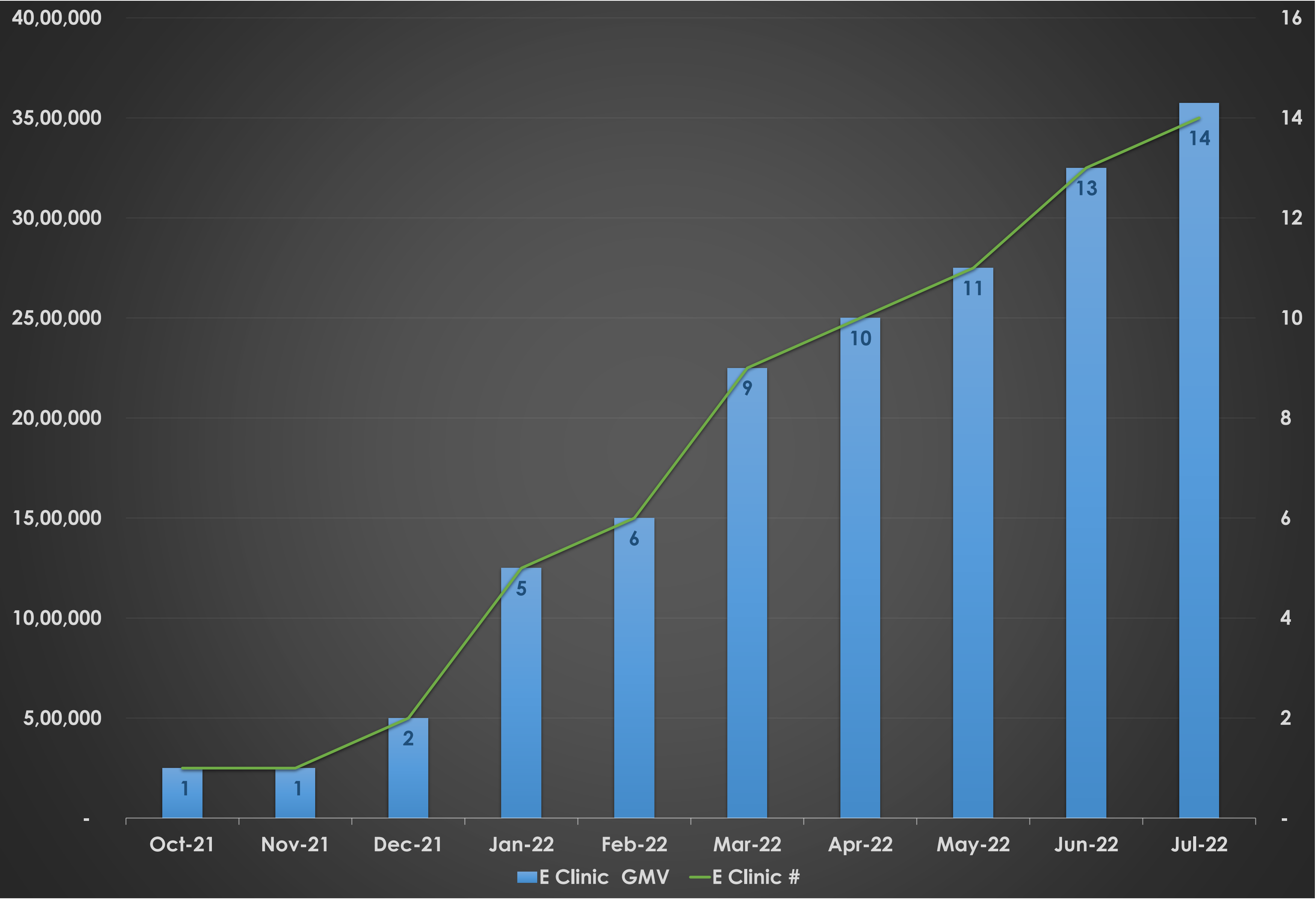
Unit Economics

Sr. No.	Product/Service	Channel	Frequency	Rev./Margin	ZiffyHealth	Franchisee
1.	e-Clinic Installation	B2B	One Time	1,25,000/-	25%	N/A
2.	Vitals	B2C	Each consultation	100/-	20%	80%
3.	Diagnostic Tests	B2C	Each Case	40%	30%	10%
4.	Medicine sales	B2C	Each Case	15%	7.5%	7.5%
5.	Platform renewal	B2B	Annual	Rs.10,000/-	Rs.10,000/-	N/A
6.	Advertisement for Hospitals/Docs	B2B	Monthly	Rs.2,000/- Per Subs	80%	20%
7.	Health package + Sampurna Suraksha Kavach	B2C	Monthly	Rs. 1,500/-Per Package+ Rs.149/PM	80%	20%

FY 2022-23:- Q1 PERFORMANCE



E Clinic Net Sales Figures at a Glance



85

E-Clinics established since October 2021

INR 1.50+ Crores

GMV Booking
done through E Clinic Sales

250

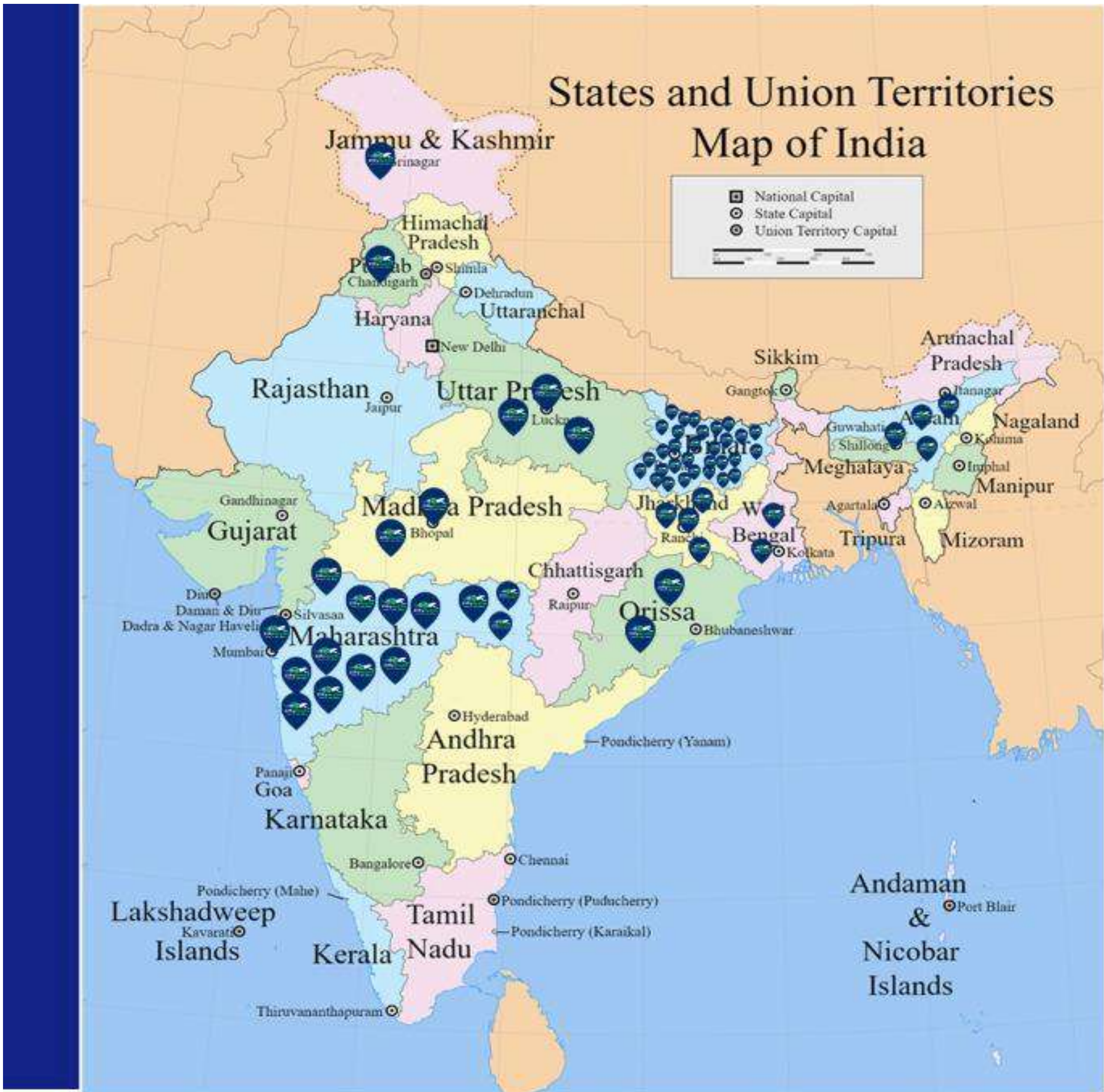
FY 2022-23

1000

FY 2023-24

Target # of E-Clinics for
Next 2 Years

ZiffyHealth Footprint



ZiffyHealth
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RECOGNIZED AND AWARDED BY: #startupindia, National Health Authority, Ministry of Health & Family Welfare, Government of India

GET YOUR HEALTH VITALS NOW

AI Driven Health Analytics

Heart Rate

ECG

Blood Pressure

Blood Glucose

Metabolic Age

SPO2

Body Mass Index

e-Clinic
IoT Integrated
Video Consultation
for All Specialities

NHID-mapped facility for the creation of an Electronic Health Record (National Health ID)

DOWNLOAD APP: [QR Code]

Free Medicine Delivery

Personalized Care through 3 Day Video

50% off on All Diagnostic Tests

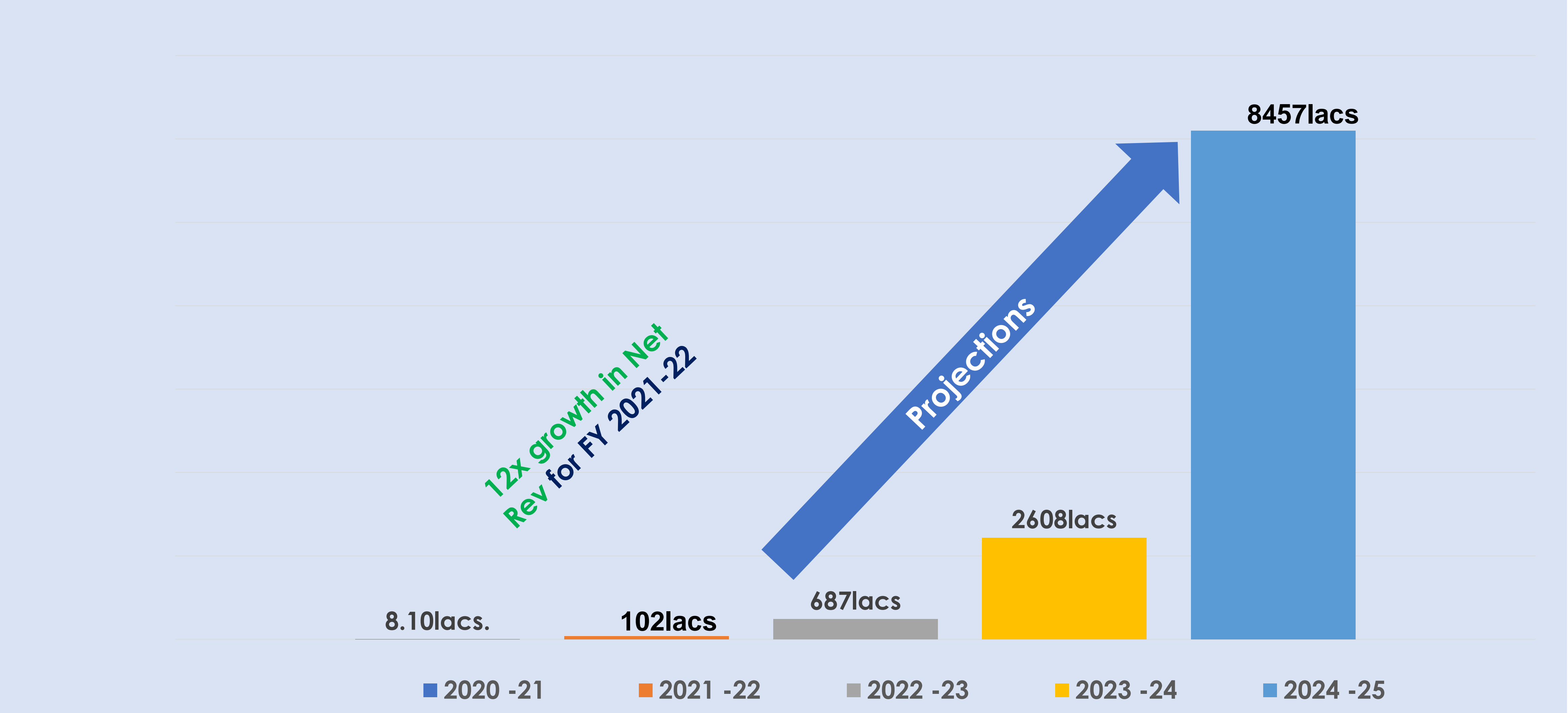
Swasth Bharat, Samridh Bharat!

Heart Rate, ECG, Blood Pressure, Temperature, Blood Glucose, Respiratory Rate, Cardiac Pulmonary, Health Analytics, DCR (HL-7 / FHIR)

IoT Enabled Video Consulting

ZiffyHealth
स्वास्थ्य पर सबका अधिकार!

Net Revenue Projection



We expect to hit the Net Rev bench-mark of INR 100 Crore by end of Financial Year 2024-25

ZiffyHealth: Fact Sheet

1,32,348

Registered
Users



5,610
Doctors

7 National
Labs



55



Corporate
Clients

Diagnostics/ EHR

14,751



Video Consultations

5,864



50,094

Total Appointments



32,870

App Downloads

INR 2.3 Million

June 2022
Sales



Bootstrapped Amount

INR 2 Crore



MAJOR CUSTOMERS











New Partners – Multiple Avenues!

	In advanced stage of processing to open 100 E-Clinics across 8 States for 3-Years Project		Received an invitation to be Tech-Partner for CSR:- Partnering with NGO, Sangati
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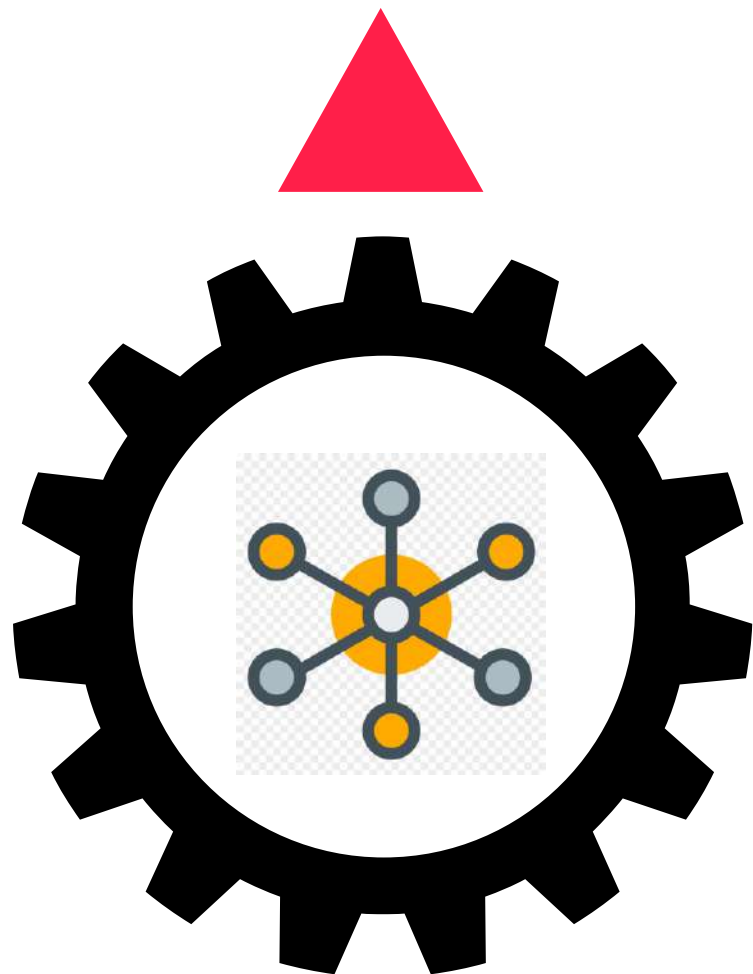
CSR Tie-ups and Ongoing initiatives

	Health Partner to provide healthcare package for privileged customers of Pune		Establishing 5- corporate e-Clinics in Mumbai, Delhi, Kolkata, Bangalore and Chennai Negotiation stage for Ziffy Health-package for car buyers		In advanced talks to open 100 E-Clinics across 8 States
	In advanced talks to open 100 E-Clinics across 8 States		Serve their corporate clients with ZiffyHealth Doctors:- Rs. 50k x 10 doctors x 12Month x		<ul style="list-style-type: none">Running Ziffy e-Clinic in 6-storesExpansion proposal for all 500-stores

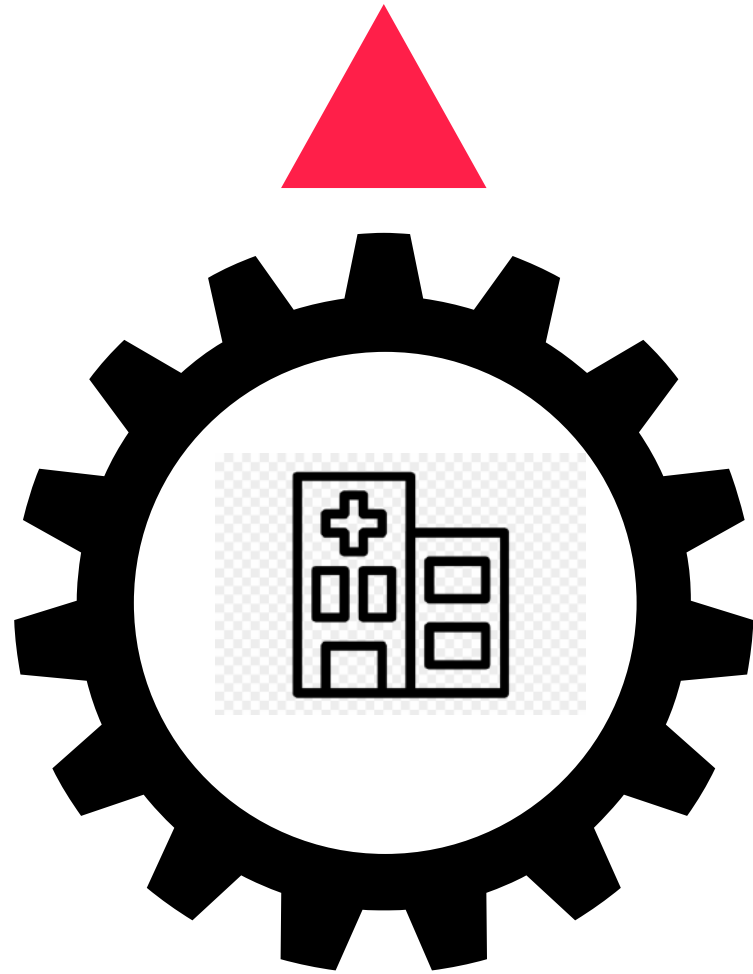
Corporate HealthCare Associations

Go to Market & Scale-Up Strategy

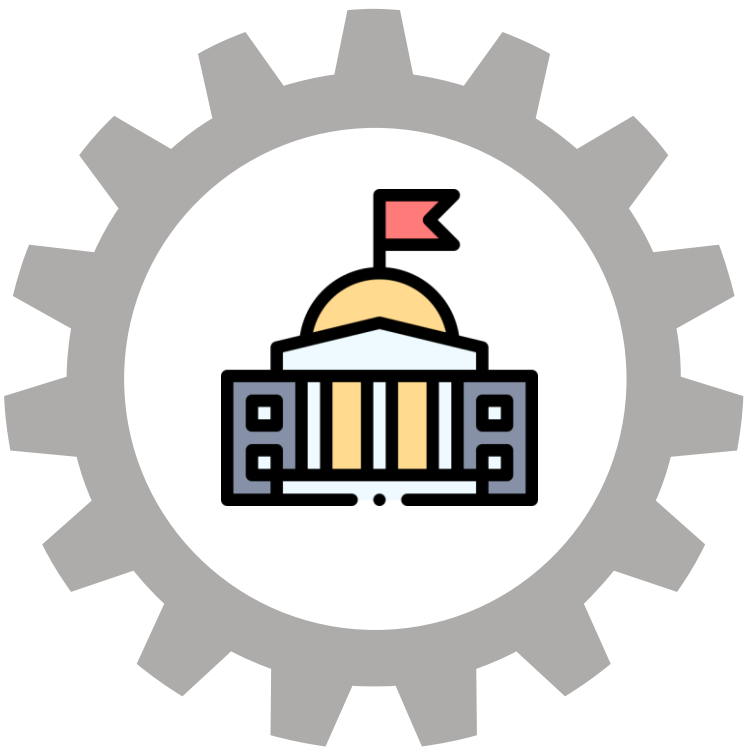
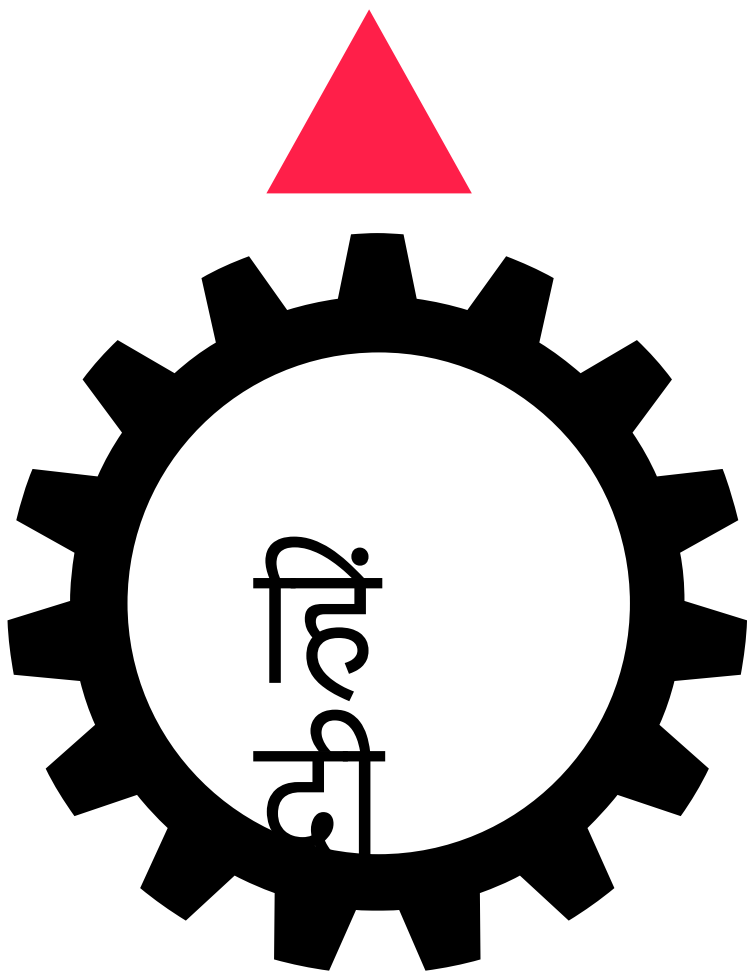
**Hub & Spoke
e-Clinic Model**



B2B
Doctors, who are
transferred from 1-
location to another



ZiffyHealth App In Hindi
Speak the Client's
Language



B2G
State Governments

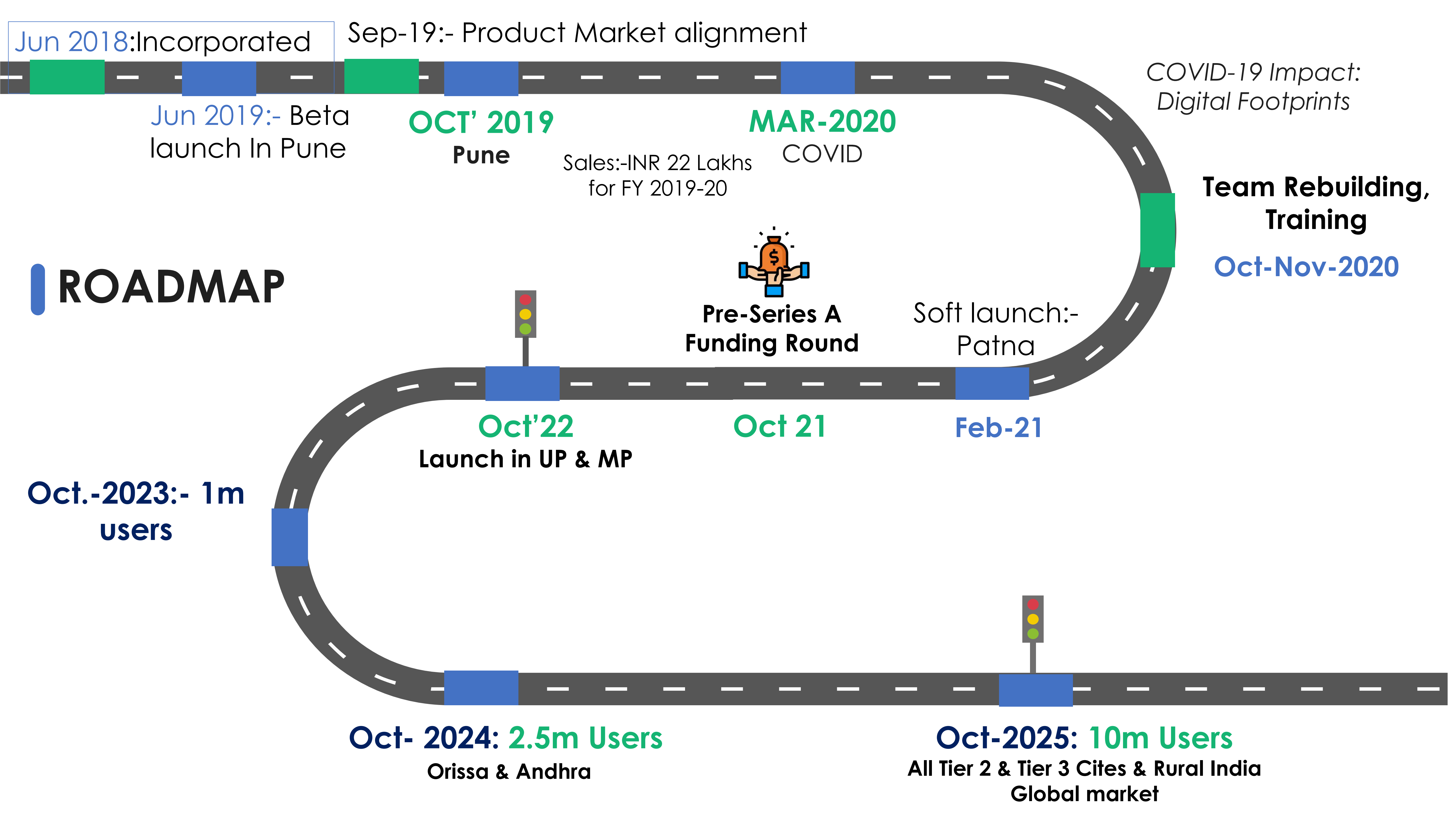


**Rural Medical
Practitioner Partnering**



Pharmacy Partnering
Converting Pharmacy shops
as Virtual Consultation
Center through EVC and
Diagnostic

ROADMAP



Financial Snapshot



Total Planned
Expense for
2022 -23

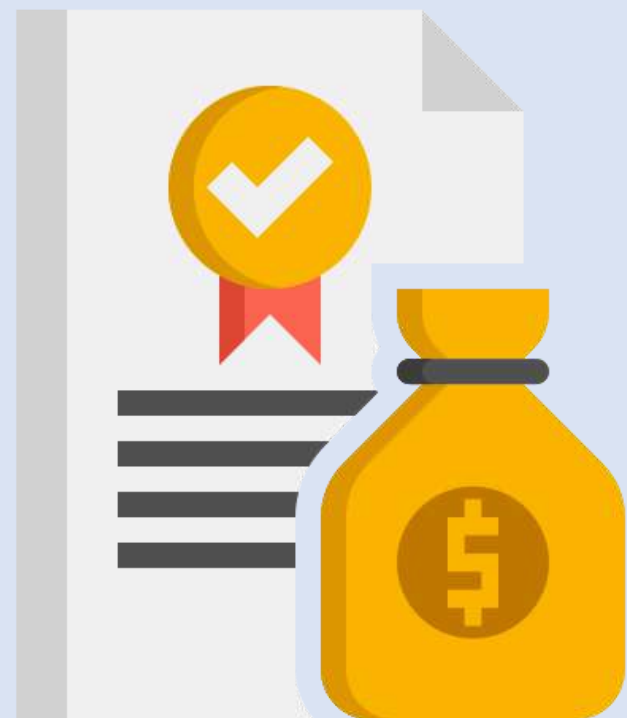
INR 11 Crores



Total Estimated
Revenue for FY
2022 -23

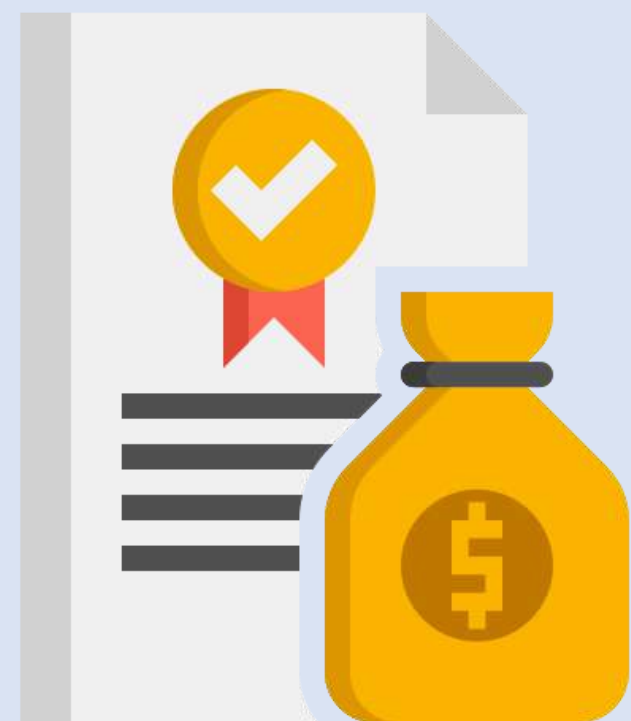
INR 7 Crores

OPEX:- 8.5Cr
CAPEX :- 2.5Cr.



Funding Needed = INR 4 Crore

CCD Round



Funding Needed for CCD Round = **INR 4 Crores**



CCD Round Offering

- 20% Discounted Valuation, pegged to VC Round
- Timeline – Next 6 -12 Months
- Current Valuation:- Rs. 68Cr. (4x growth since Seed Round)



Floor

INR 40 Crores (17 Crores * 3x)



Cap

INR 85 Crores (17 Crores * 5x)



Objective

- Runway for 6-8 Months
- Establishment of 150 E Clinics

Commitment:- Rs.1.0Cr, Fund Realized:- Rs.50Lacs, Agreement Signed:- 30lacs

Core Team



Kasturi Jha

Chief Operations Officer

- Bachelor in Business Administration
- 15-years of entrepreneurial experience
- Selected among top-100 Women Transforming India Award-2019 and 2022 - NITI Ayog and UN
- Leading the flawless operation of Team Ziffy with hands-on experience



Captain Indra Kumar Jha

Chief Executive Officer

- 20+Years experience in leadership roles of cross-functional and multicultural teams
- Mumbai University Nautical Science Graduate, Studied at Thunderbird School of Business Management, USA and I.I.M.-Rohtak
- Result oriented performer, lateral thinker & Motivator
- Set the vision and lead the team from Ground Zero!



Yogesh Thakur

Human Resources and Compliance

- Ex-Army man, 10+ years of experience in the entrepreneurial journey in the healthcare IT space
- Extensive expertise in Hospital Management and Diagnostic management IT processes
- Enabling the company to deliver market aligned products
- Assisting in Legal and statutory compliance



Core Team



Nilesh Pandey

Data-Science, AI & ML

- Engineering graduate with 8+ Years of entrepreneurial experience in the IT space.
- Value infusion through cloud deployment and digital marketing domain
- Having expertise of OCR, ML, Deep-Python, Hive, Spark, SQL, No SQ, HBase, Hadoop, Big-data
- Data Science management and AI expert



Abhimanyu Singh

Chief Technology Officer

- Gold medalist IT Engineer from VIT-Vellore
- 10 Years+ experience in IT leadership
- Big Data technologies Expert
- Domain specialist in ACE (Analytical Calculation Engine) and Data Analytics Engine



Aditya Gupta

Product Director

- 10+Years IT industry experience in Product Role
- Ex- AVP Barclays, MBA-Lucknow-IIM Lucknow
- Winner of Gartner Data and Analytics Excellence Award for Customer Channels Enhancement
- Winner of DMA Gold Award for Mobile Customer Campaigns



Advisory Board



Vikram Gupta

- Co-Founder Leading Edge Communication Pvt Ltd
- Co-Founder & CEO – DFAN, Skilled in Global Delivery IT Strategy, Data Center, Management, and Pre-sales
- Strong business development professional



Dr. Vishnu D. Mane

- Surgeon and General Physician with 6+ Years of Experience in Medical Practice
- Infusing hands-on experiences of doctors' fraternity to keep innovating solutions



Rajesh Ranjan

- 15 Years of Experience in Investment Banking, IPO, Startup Mentoring
- CFA Level-1 and MS in Finance
- On the helm of Financial Engineering



Sanjeeva Shivesh

- IIT-D graduate and MBA, Cranfield:- Explorer, Experimenter, Entrepreneur, Educator
- Ex- Managing Director of Smart Wave and Founder at Multiple Start-ups.



Dr. Ajay Jha

- MBA- Colorado State University
- Startup Coach & Mentor, Professional Speaker,
- Business Consultant
- Over 20 years of experience in global economic development and entrepreneurship projects across the industries

A close-up photograph of a silver stethoscope resting on a green textured surface. In the background, the Indian national flag (saffron, white, and green horizontal stripes with the Ashoka Chakra in the center) is visible, slightly out of focus. The lighting is bright, highlighting the metallic sheen of the stethoscope.

स्वस्थ भारत, समृद्ध भारत!