



**Connected
Health
Standard
for Visionaries**

www.stel.life

**Bluetooth & Cellular
Home Vitals Hub**

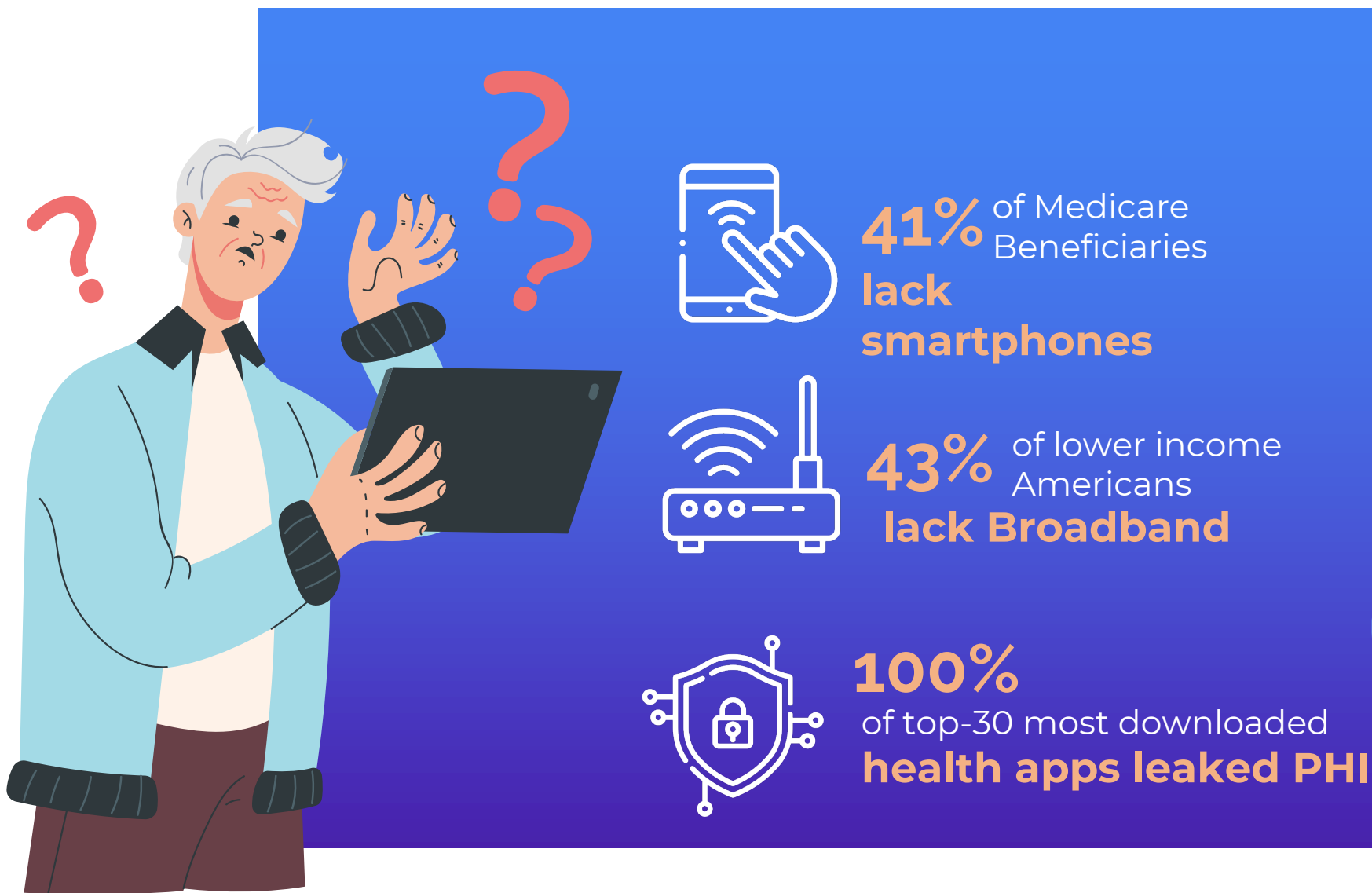


**Simple
for Patients**

**Sustainable
for Care Teams**

Sid Kandan, CEO | sid@stel.life | @sidkandan

As we move forward, who is left behind?



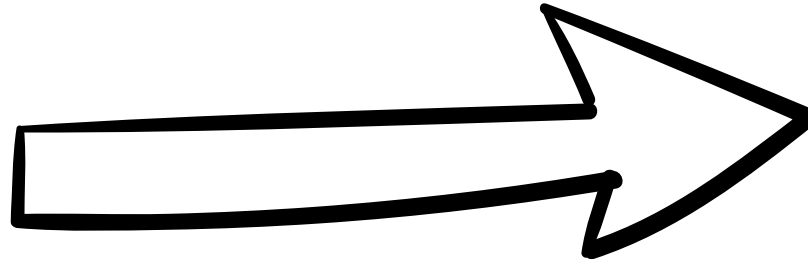
75% Health System Leaders unhappy with Digital Health Strategy

EHR usability and IT leadership impact Staff's likelihood to leave



Ideal Flows for Patients and Care Teams

Patients
measure vitals



Care Teams
use EHR or
preferred platform



Epic  Allscripts  Cerner

Stel is Infrastructure for Care at Home

Patients
measure vitals



Hub receives vitals -> sends data to EHR



Care Teams
use EHR or
preferred platform



Epic Allscripts Cerner

For Patients,

No Bluetooth

Complications



Patented Device Connectivity

US Pat. 11,165,866 + Pat. 11,246,026

**"SECURE AND PASSIVE WIRELESS COMMUNICATION
WITH BLUETOOTH VITALS DEVICES"**

***Patients simply
Measure
Vitals***



For Patients,

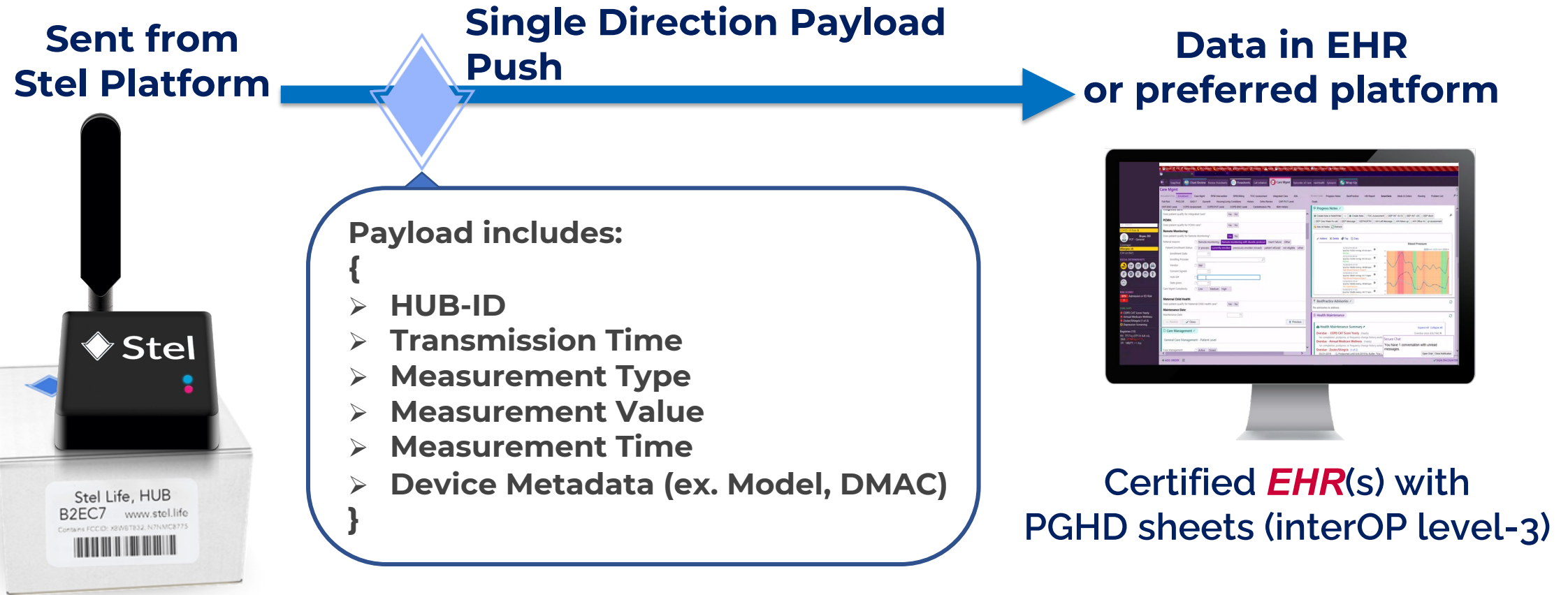
No Broadband Required



**Low-Bandwidth Optimization +
Multi-Carrier Cell Connectivity**
Works in places cellphones struggle



No PHI passed to Stel



**Stel never receives data from Customer's system.
Customer maintains Patient ID ↔ HUB ID Association.**



**One Hub supports
multiple care
pathways.**

**Stel standardizes
integrations
for current + future
programs**



Home Surveillance
RPM-Lite

Increased
Ambulatory
Acuity

Post Inpatient
Increased Acuity

Supporting Customers Across the Care Continuum

Basic State
of Wellness
at Home

New
diagnosis of
chronic
illness in
ambulatory
setting

Specialty
home
nursing +
services
(palliative,
infusion
etc.)

Hospital at
Home -
Acute
episode of
new or
chronic
illness

Diagnosis
of
condition
s
requiring
surgery

Acute
inpatient
episode of
illness
requiring
post acute
care

Post Acute
episode of
care
requiring
continued
care at
home



Simplifying Supply Chains

**Hundreds of Devices integrated –
Flexibility to choose the best devices for patients**

Most integrations complete within days

Scales:



BPs:



Glucometers:



POXs:



Custom Stel Integrations:



Wholesale Rates

Scales (Depending on brand):

\$20-Vive Health, \$55-Indie, \$63-A&D,
\$110 - Bariatric

BP:

\$30-Vive Health,
\$47-A&D, \$55-IndieHealth, \$60-Omron

POX:

\$18.75 - Wellue,
\$90 - ChoiceMed, \$150 - Nonin

Thermometer:

\$25 – Kinsa oral, \$50 – Kinsa forehead,
\$90 - ForaCare

Glucometers:

Strips + meter often covered by Formulary

Millions of Vitals Transmitted!

from vulnerable patients experiencing the digital divide

Health Systems



Device Standards Partners



Virtual Care Orgs



Case Study:

60 High Risk CHF Patients

50%
reduction

in 30-day
all-cause
readmissions

83%
reduction

in 7-day
all-cause
readmissions

100%
reduction

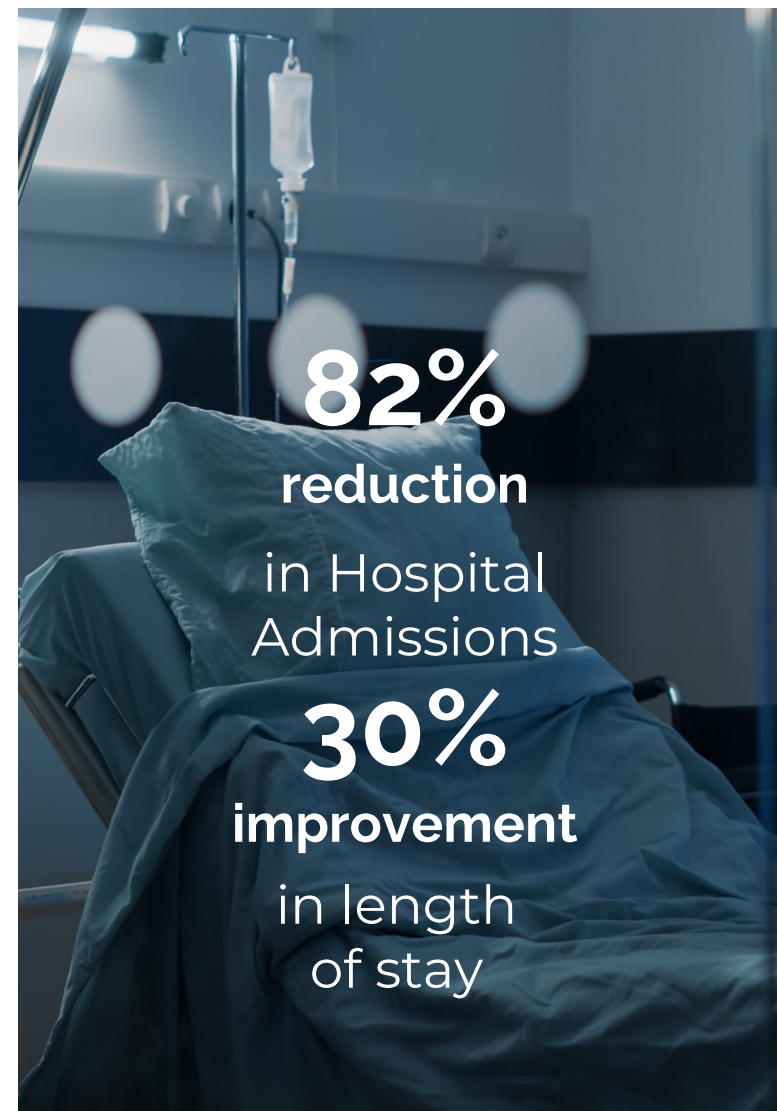
in 3-day
all-cause
readmissions

Pay for Value
Estimated Savings:

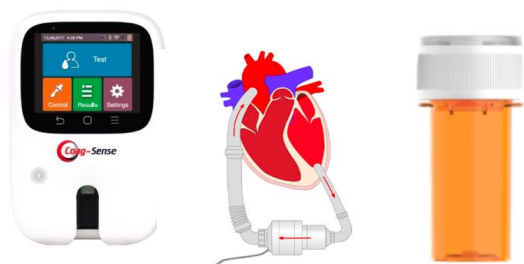
\$63,357

Fee for Service
Estimated Revenue:

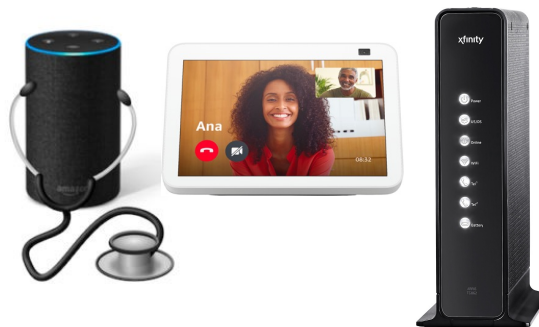
\$58,680



Device Ecosystem



Sidewalk / Matter



EHR + A.I. Ecosystem



Stel is Infrastructure for Care at Home

Patients use devices



Stel Nodes receives vitals



Nordic/Fanstel Hub
Released: 2021

Concept nodes (in test)



Hubs w/ module:

Nordic BT (840)

Nordic Call (9160)

ExpressIf (ESP32)

Zephyr Systems

Home Hubs



Stel services route data to EHR and preferred care platform

Platforms

lucernhealth.



EHR



Health Apps





Stel Life Leadership



Sid Kandan
CEO



Rebecca O'Shea, MBA
Customer Success



JoAnne Resnic, MBA, RN
Implementation



Arthur Spector, MS
Platform



Kien Trung
Firmware





Appendix

\$3T+ annual US health spend is
on people with chronic conditions

155M US Adults
have at least 1 chronic condition

43.2M US Adults over 65
have at least 1 chronic condition

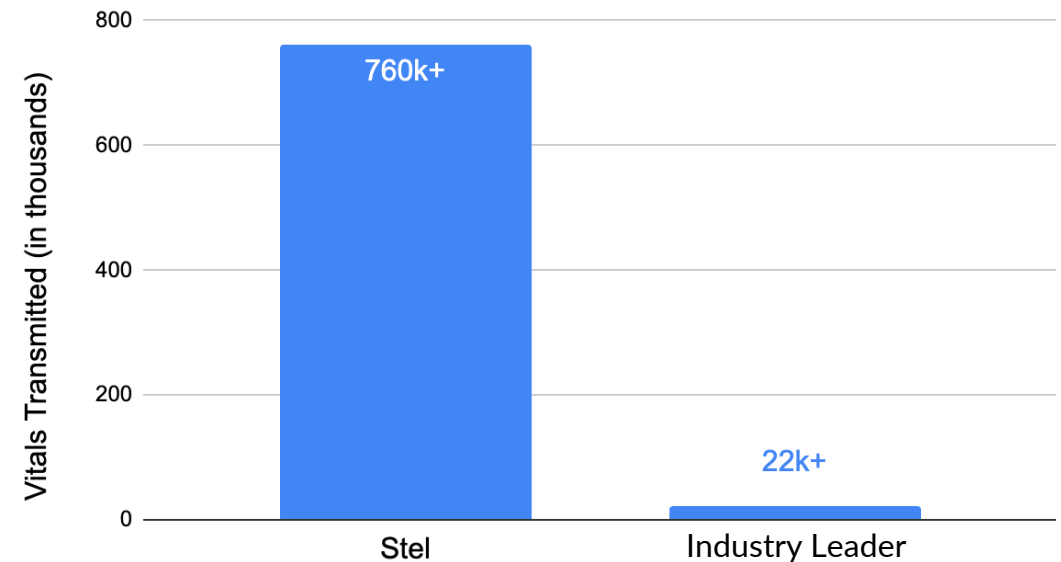


75% OF HEALTHCARE LEADERS AREN'T HAPPY WITH THEIR DIGITAL HEALTH PLANS

Only 6% of the health systems surveyed have a "fully developed" digital health strategy, while 31% say their strategy is "slightly developed" and 16% don't even have a plan.

Health systems are being pressured by the post-pandemic healthcare landscape to develop a digital health strategy, but they're often overwhelmed by the market, unable to sift through the options to find the right vendors and have problems aligning internal stakeholders to a good strategy.

Vitals Transmitted in 2021 (Stel vs. Industry Leader)



US Pat. 11,165,866 + Pat. 11,246,026

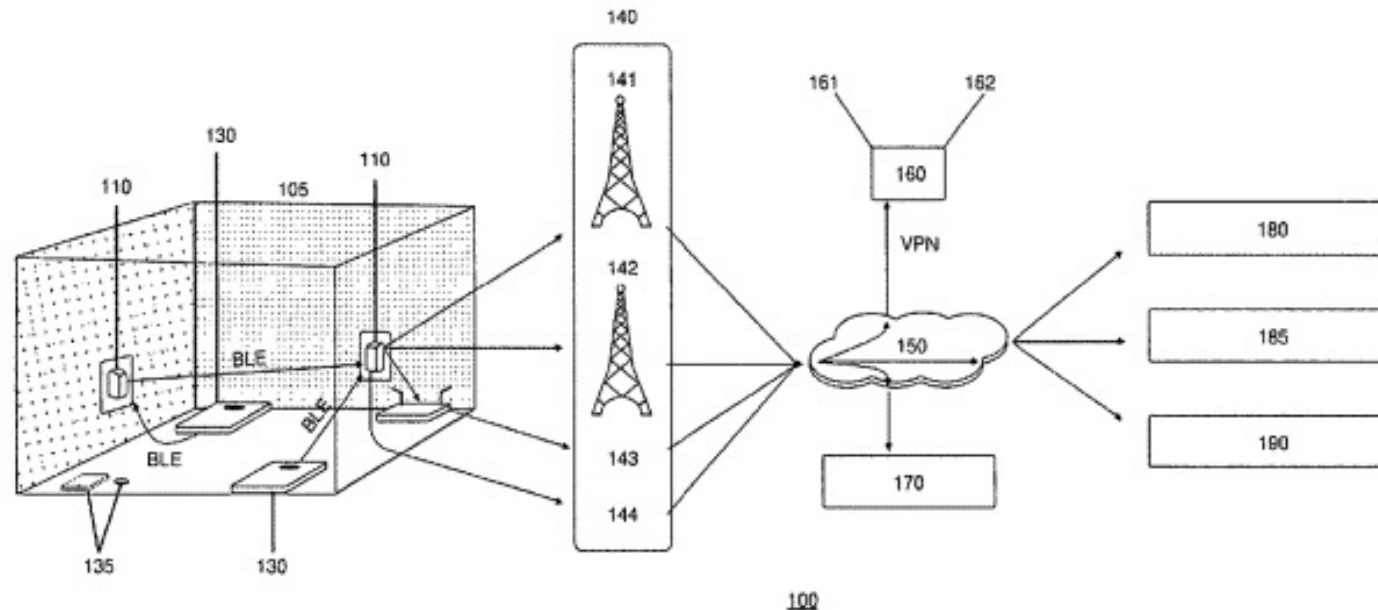
METHOD AND APPARATUS FOR SECURE PASSIVE WIRELESS COMMUNICATION WITH BLUETOOTH VITALS DEVICES



US011165866B2

(12) **United States Patent**
Kandan et al.

(10) **Patent No.:** **US 11,165,866 B2**
(45) **Date of Patent:** **Nov. 2, 2021**





Case-Study: Enhanced RPM Enrollment - CHF

Mature RPM Program with goal to increase vitals transmission within 48 hours of discharge

- RPM kits stored on units
- On- demand patient video education
- Patient readmission risk scores reviewed at 90 days post enrollment in RPM
- Patients returning to baseline discharged back to their primary care provider
- Patients at risk continue RPM with referral to advance care management and planning

Outcomes:

- ✓ Vital signs transmission within 48 hours of discharge increased by 3%
- ✓ Patients initiating RPM vital sign transmission within 48 hours of discharge had 4% return to hospital rate
- ✓ Comparatively, patients with vitals transmission > 48 hours of discharge had a 14.4% return to hospital rate



Case-Study: Leveraging RPM to Improve Capacity

RPM Program leveraged to provide safe discharge to home of COVID-19 patients with an oxygen requirement of up to 4 liters per minute

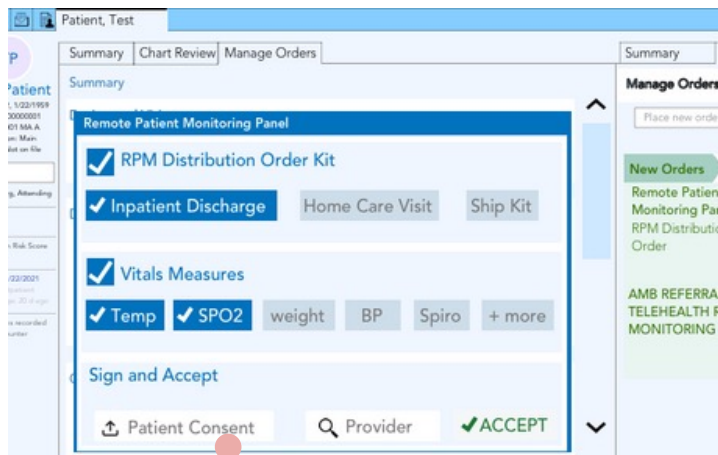
- 56 patients with acute hypoxic failure requiring weaning from oxygen at home were provided a pulse oximeter and a Stel Vitals Hub at the time of discharge
- Capacity for approximately 50 new patients was created allowing for the admission of 50 new patients
- 77% of enrolled patients successfully attended their 14-day hospital discharge follow-up
- 88% of patients already transitioned off oxygen at the time of appointment

Total Hospital Days Saved:
376

Total Direct Savings Costs:
\$412,472

Total New Admissions:
50

Stel Simple Workflows



Order starts from physician

1) Patient Enrollment

Patient plugs in Hub and uses vitals

2) Patient Setup @ Home

Ongoing monitoring

3) Staff Monitors

Patient completes program

Hubs cleaned and redeployed

Return + Reprocess Hub

Patient returns hub, keeps vitals devices



Normal Values

Abnormal Values

Notify Provider



◆ Stel Simple Support (no need for Genius Bar)

1) Confirm Hub is Connected

Searching for Cellular -
Blinking Red



If Hub is **Blinking Red** for more than 1 hour,
please unplug and replug unit closer to
window.

Connected to Cellular -
Solid Red



If Hub is **Solid Red** it is connected
and ready for use

(Optional – free hub portal) see hub status

Stel Life Management Hubs Measures

HUB#123456 ✓

Connection Status

2) Confirm measure taken near Hub

Hub Received Data from Device -
Solid Blue



If the **Blue light** turns on, the Hub received data
from the vitals device.
If the **Blue light** does not turn on, please
retake measurement closer to the Hub.

Transmitting Data to Records -
Blinking Blue



Data will only transmit to records if the Hub
is connected to cellular.
Otherwise, data is saved on Hub until the
Hub is connected to cellular.

(Optional – free hub portal) re-process measures

Reprocess

	Status	Time	Type	MAC Address	Hub ID
✓	🔄	8/26/2021, 9:41:31 PM	bloodpressure	AB:BC:CD:12:23:34	1111111
✓	🔄	8/26/2021, 9:41:25 PM	bloodpressure	AB:BC:CD:12:23:34	2222222
✓	🔄	8/26/2021, 9:25:26 PM	temperat	Measurements queued for reprocess	

Two-sided Network

