



**Connected
Health
Standard
for Visionaries**

Bluetooth & Cellular Home Vitals Hub




**Simple
for Patients**

**Sustainable
for Care Teams**


www.stel.life

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As we move forward, who is left behind?




41% of Medicare Beneficiaries **lack smartphones**



43% of lower income Americans **lack Broadband**



100% of top-30 most downloaded health apps **leaked PHI**



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
view data in EHR
and/or preferred platform



Stel is Infrastructure for Care at Home

Patients measure vitals



Hub receives vitals -> sends data to EHR

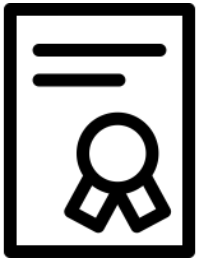


Care Teams view data in EHR and/or preferred platform



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



For Care Teams

Sustainable Tech Everyone Loves



Sent from
Stel Platform

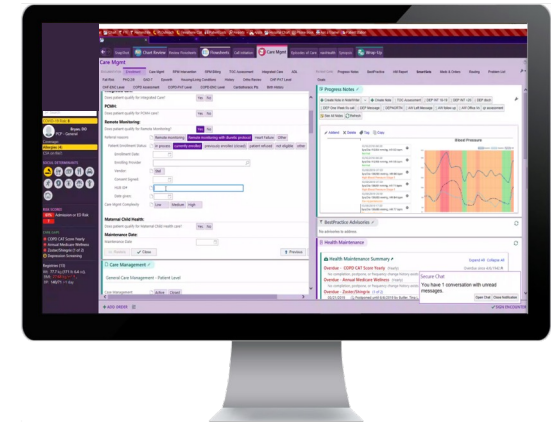
No PHI shared with Stel

Data in EHR
or preferred platform



Payload includes:

- HUB-ID
- Transmission Time
- Measurement Type
- Measurement Value
- Measurement Time
- Device Metadata (ex. Model, DMAC)



Certified **EHR(s)** with
PGHD sheets (interOP level-3)

Tools built on preferred existing standards,
not vendor forced workflows in separate platforms

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 Customer's Integrated Delivery System 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
conditions
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

Requested Integrations added 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:

\$20 - 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



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

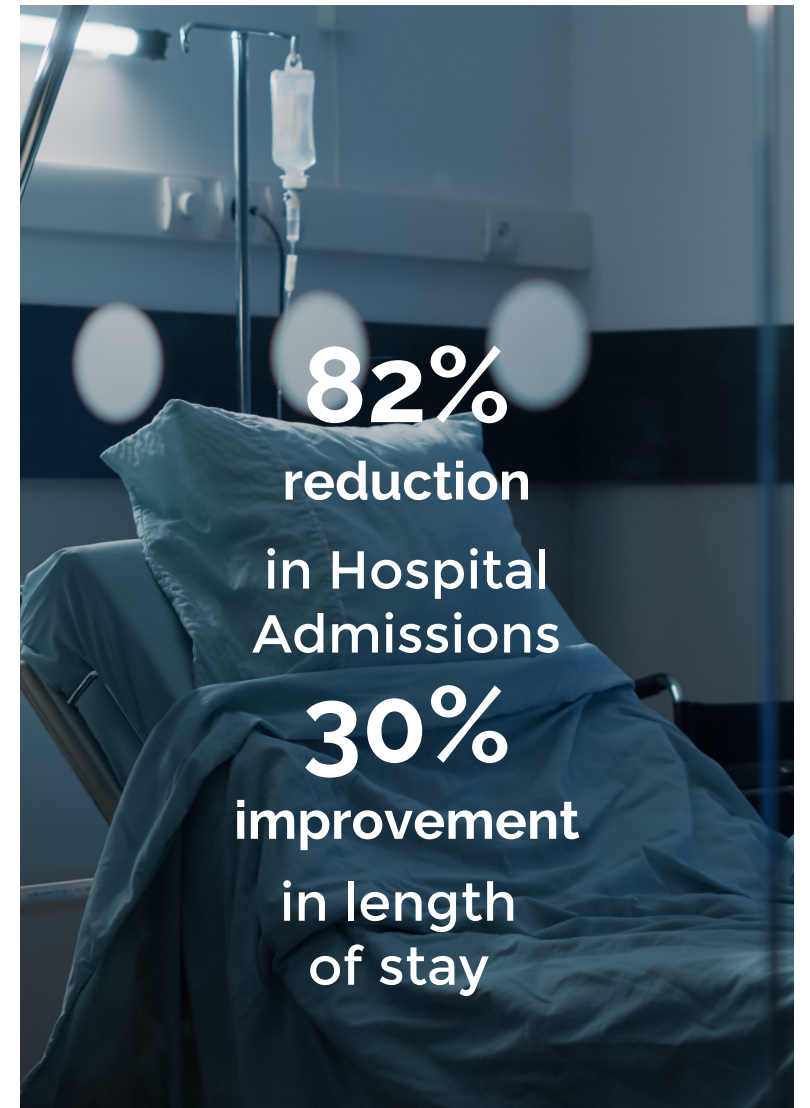
in 3-day
all-cause
readmissions

Pay for Value
Estimated Savings:

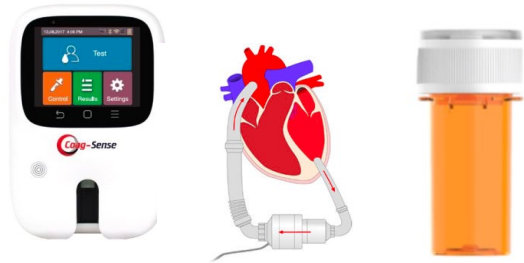
\$63,357

Fee for Service
Estimated Revenue:

\$58,680



Device Ecosystem



WiFi6 Nodes

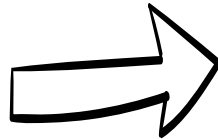


EHR + A.I. Ecosystem



Stel is Infrastructure for Care at Home

Patients use devices



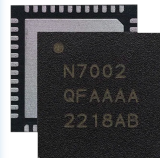
Stel Node receives data

Cellular Hub

Nordic/Fanstel Hub
Released: 2021



Concept nodes (in test)



Hubs w/ module:

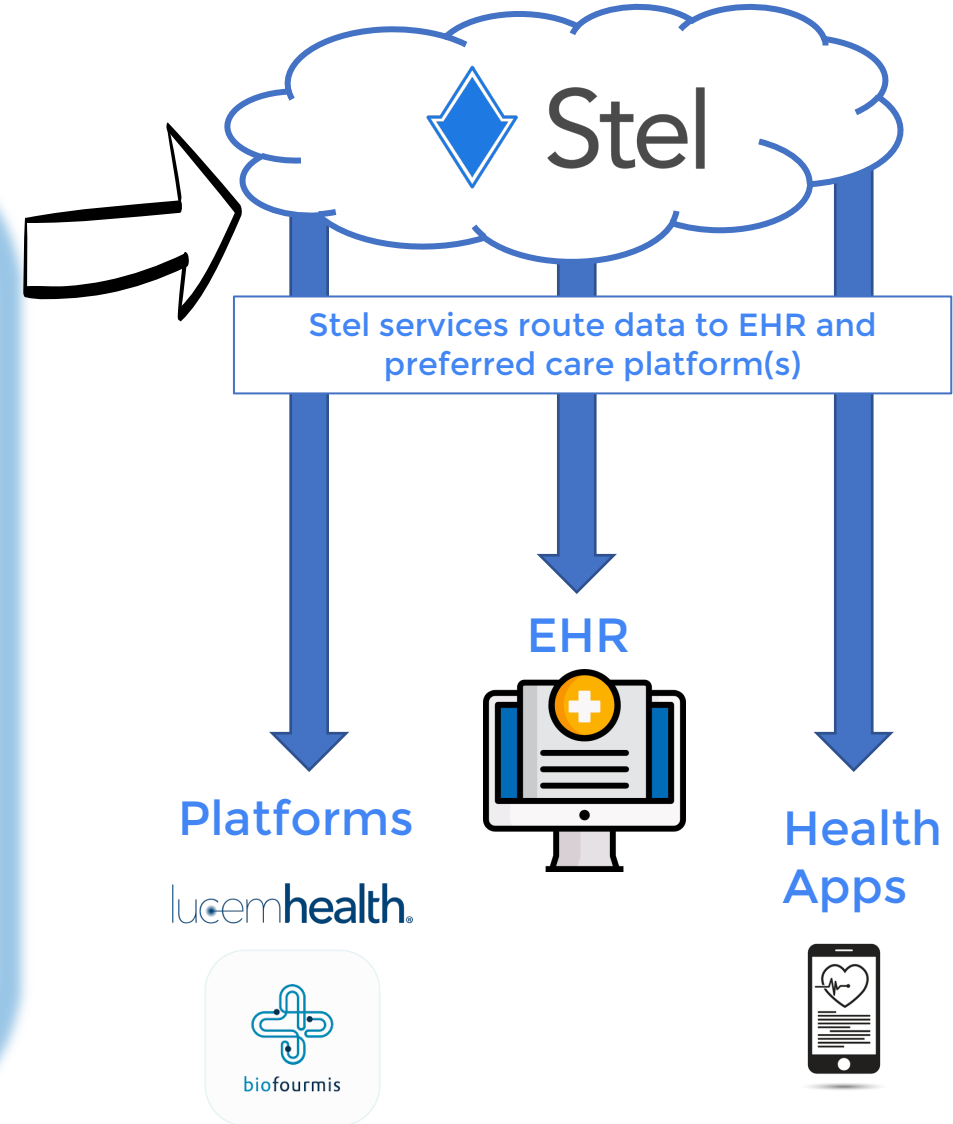
Nordic BT (840)

ExpressIf (ESP32)

Nordic Call (9160)

Zephyr Systems

Home Hubs





Stel Life Leadership



Sid Kandan
CEO



Sandy Gomberg, DNP, RN
COO



Rebecca O'Shea, MBA
Customer Success



Kien Trung
Firmware



JoAnne Resnic, MBA, RN
Implementation



Arthur Spector, MS
Platform





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

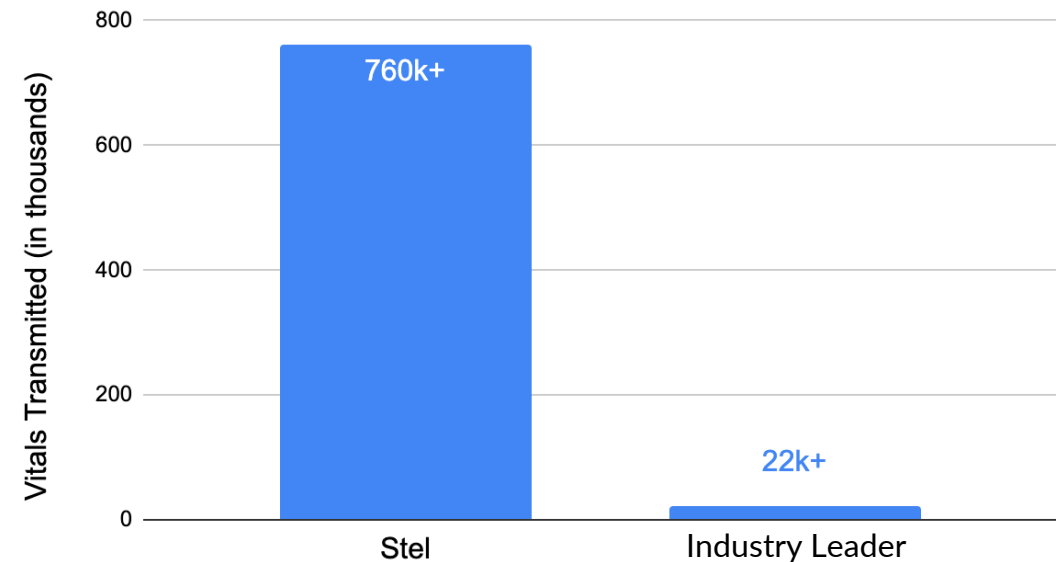


75% OF HEALTHCARE LEADERS AREN'T HAPPY WITH THEIR DIGITAL HEALTH PLANS

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

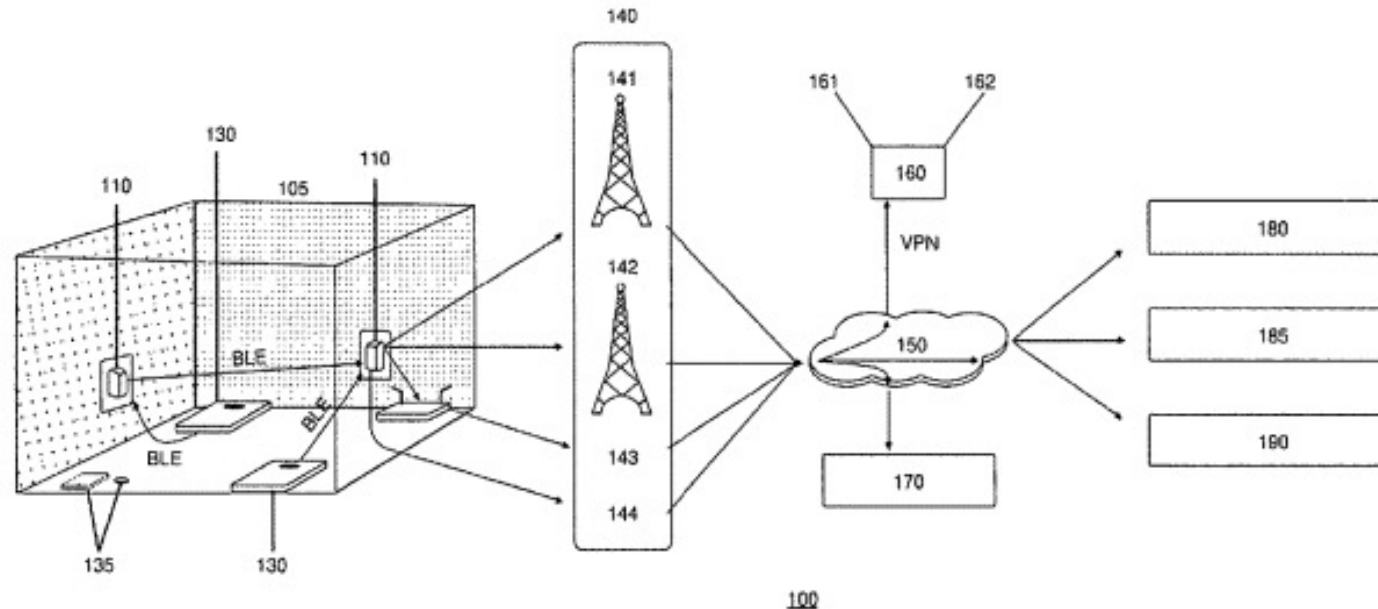
METHOD AND APPARATUS FOR SECURE PASSIVE WIRELESS COMMUNICATION WITH BLUETOOTH VITALS DEVICES



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

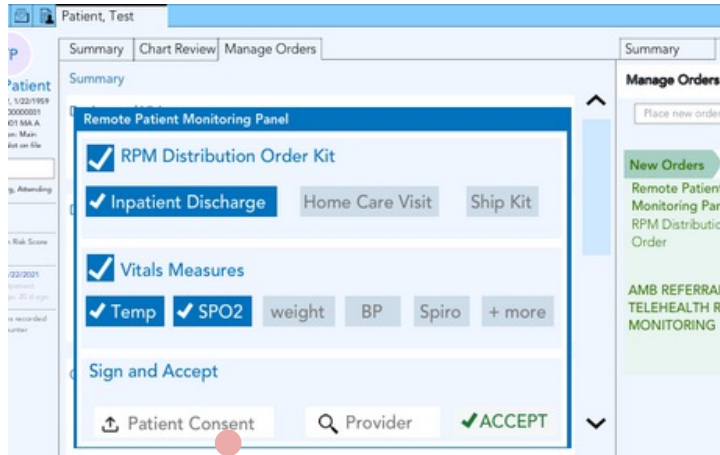
- 56 patients with acute hypoxic failure requiring weaning from oxygen at home were provided a pulse oximeter and a Stel Vitals Hub at the time of discharge
- Capacity for approximately 50 new patients was created allowing for the admission of 50 new patients
- 77% of enrolled patients successfully attended 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

Hubs cleaned and redeployed

Return + Reprocess Hub

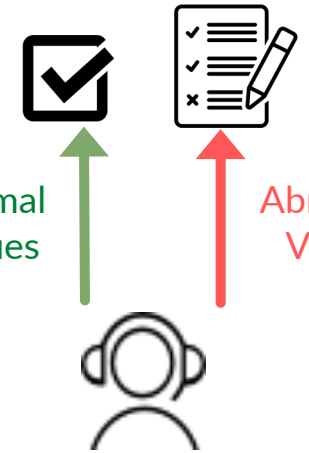
Patient returns hub, keeps vitals devices



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

<input type="checkbox"/>	Status	Time	Type	MAC Address	Hub ID
<input checked="" type="checkbox"/>		8/26/2021, 9:41:31 PM	bloodpressure	AB:BC:CD:12:23:34	1111111
<input checked="" type="checkbox"/>		8/26/2021, 9:41:25 PM	bloodpressure	AB:BC:CD:12:23:34	2222222
<input checked="" type="checkbox"/>		8/26/2021, 9:25:26 PM	temperat		

Measurements queued for reprocess

Two-sided Network

Introduces Stel to Device Companies
Stel standardizes experience for Staff + patients

Health Systems



Device Companies



Introduces Stel to Health Systems
Stel helps commercialize product to high-value customers