

INDUCT

Business update

14 September 2023

Induct

Agenda

- About Induct
- Grantway
- NHS (healthcare England)
- Q&A

Induct

a digital ecosystem platform



NORWAY



SPAIN



UK



USA

Focus areas / ecosystems:

- Grant management
- Clinical pathways
- Innovation management

Revenue model:

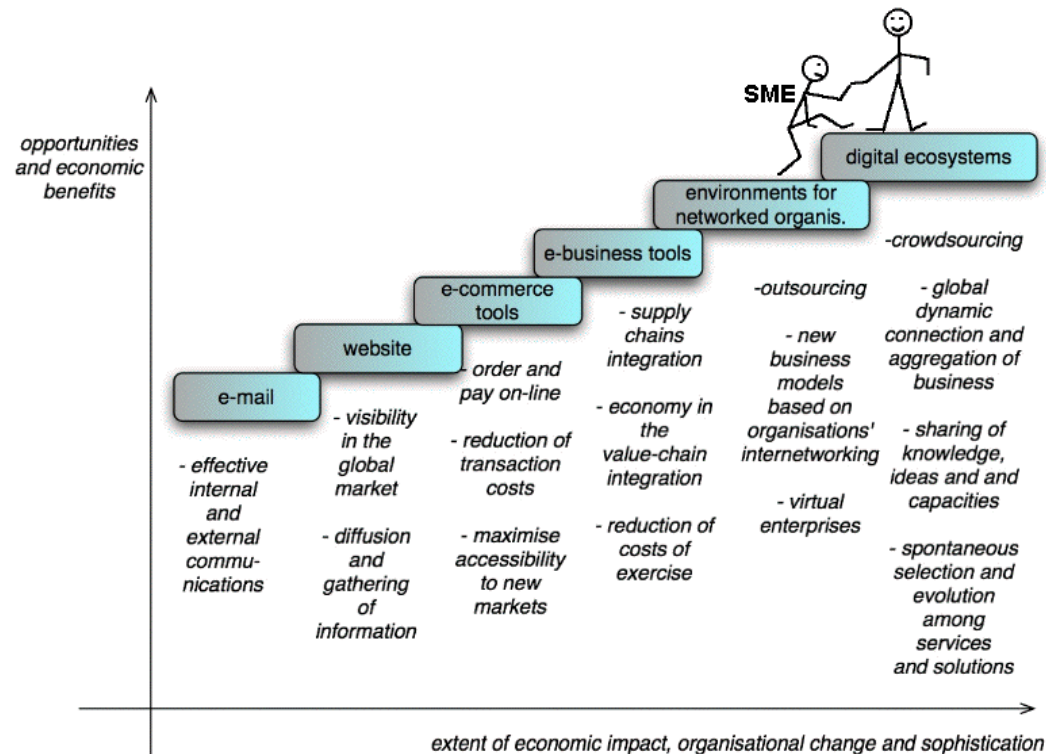
- Subscriptions
- Ads
- Transactions

Scaling:

- High gross margin (> 95 %)
- Low R&D expenses
- Network effect (reduced acquisition cost)
- Additional revenue streams

Robust, scalable and recurring revenues

Ecosystems – the way forward



Adapted from Cisco Ied Information Age Partnership study on e-commerce in small business

Platforms and Ecosystems: Enabling the Digital Economy

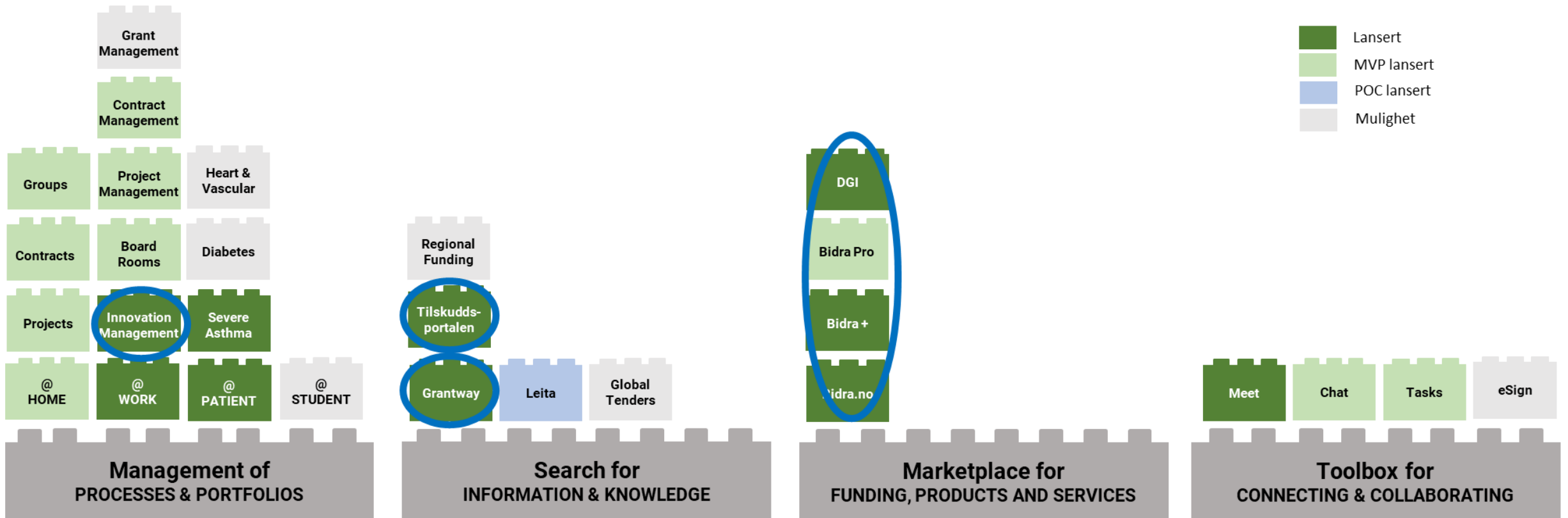
February 2019



OFFERINGS & OPPORTUNITIES

Fokus for salg og markedsføring

> 17 MNOK ARR
> 95% gross margin



Grantway

The screenshot shows the Grantway website interface. The browser address bar displays the URL: `grantway.induct.net/search?sc=250&q=`. The website header includes the Induct logo and the text "GRANTWAY". A search bar is present with the placeholder text "Describe what you're looking for...". Below the search bar, it indicates "3401 results" and provides options to "Share search", "Save search", and "Sort: Closing date (soonest first)".

The search results are displayed in a list format, showing the following entries:

- 13 MSCA Postdoctoral Fellowships 2023**
European Commission
September 2023
ExpectedOutcome: Project results are expected to contribute to the following outcomes: For supported postdoctoral fellows * Increased set of research and transferable skills and competences, leading to improved employability and career prospects of MSCA postdoctoral fellows within...
[Learn more](#)
- 13 ERA Fellowships**
European Commission
September 2023
ExpectedOutcome: This action builds on the MSCA Postdoctoral Fellowships 2023 action (HORIZON-MSCA-PF-2023). The target group are host organisations located in Widening Countries. Project results are expected to contribute to the following outcomes: For supported ERA Fellows: *...
[Learn more](#)
- 14 Green Community Fund**
Heart of Bucks community foundation
September 2023
Grants available: Up to £5,000 First grants panel: May 2020 What can be funded? – Grants can be used to support capital, revenue and project costs and expenditure MUST relate to flood damage/prevention or awareness in the form of training or education. Grants may include (this list is not...
[Learn more](#)
- 14 Green Schools Fund**
Heart of Bucks community foundation
September 2023
Grants available: Grants are expected to be up to £2,500. Larger grants may be considered where significant added value or matched funding is demonstrated in the application. Criteria: Projects put forward for consideration should be environmental improvement schemes or ideas which are...
[Learn more](#)

The left sidebar contains filters for "Funding type" (Grant (1800), Scholarship / Fellowship (1585)), "Who can apply" (Individuals (2563), R&D and Higher Education (607), Public sector (627), For profit (564), Not for profit (incl. NGOs) (1357)), and "Locations". A search tip suggests choosing a funding type to unlock more filters.

On the right side of the page, there are two promotional banners. The top one is for "STAVANGER KONSERTHUS" featuring a concert on 24. november titled "Stavanger Symfoniorkester: Mendelssohn og Mozart" with a "KJØP BILLETT" button. The bottom one is for "Plisségardin fra 1 250,-" by SCANDIC, advertising a discount on pleated curtains.

Status

- > 200.000 available funding opportunities across 186 countries
- 600.000 users in Q2 2023
- Users from 175 countries

Grantway *next steps*

- Search for funding providers
- Providers can develop, publish and manage funding opportunities
- Portfolio management for grant providers
- Portfolio management for applicants

NHS – clinical pathway and patient management

The screenshot shows a web browser window with the URL `carepathway.induct.net/TEST%20PATIENT%20COMMUNITY_PBqdKx6QjNwyYqWGVwYA19oL/BZGay189z0WLRNjed5P6MDAO`. The page title is "TEST - Severe Asthma Care Pathway at TEST - Portsmouth University NHS Trust". The interface is divided into four main sections:

- Patients:** A table listing patient details.
- MDTs:** A table for Multi-Disciplinary Team meetings.
- Members:** A list of staff members with profile pictures.
- Network patients:** A table listing patients across different locations.

Name	NHS no.	DOB
BAGGINS, Frodo	392 856 1189	1 Jan 1901
PARKER, Peter	777 777 7777	22 Nov 1933
BCNTEST, BCNTEST	988 454 3801	25 Feb 1984
CHILD, Lee	521 267 6436	19 Oct 1956
POTTER, Harry	713 976 0810	5 Oct 1994

Day	Date	Time	Patient no.
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Name	NHS no.	DOB	Location
BAGGINS, Frodo	392 856 1189	1 Jan 1901	Winchester
PARKER, Peter	777 777 7777	22 Nov 1933	Portsmouth
CHILD, Lee	521 267 6436	19 Oct 1956	Portsmouth
POTTER, Harry	713 976 0810	5 Oct 1994	Portsmouth
SMITH, Rob	735 811 1826	21 Dec 2012	Winchester

Members:

- Bryony Reeve
- Thaís Naomi Seki
- Oliver Tuschling
Senior Software Quality Assurance
Induct R&D

One patient =
one digital
patient record

Ecosystem
approach to
patient treatment
in clinical
pathway

NHS – clinical pathway and patient management

- Severe Asthma module
- 200.000 patients in the UK
- Cause 500 deaths per year
- £600-800 million spent on treatment per year

- Impact with Induct
 - Improve treatment outcomes
 - Reduce time spent on treatment
 - Reduce costs
 - Collect data for research purposes

The screenshot shows the Induct patient record interface for a patient named CHILD, Lee. The header includes the patient's name, NHS number (521 267 6436), and date of birth (19 Oct 1956). The main content area is titled 'Record Overview' and displays patient details in a grid format. A 'Menu' on the right side offers navigation options: Record overview (selected), Patient management, Forms, Documents, and Access log. Below the patient details, there is a section for 'TEST - Severe Asthma Care Pathway key data' which includes an 'MDT' entry for Monday, 25 Apr 2022 15:00 - 20:00. A table lists biologic treatments with their approval dates, Blueteq numbers, and start/end dates. The table also includes a 'Joint care' section with locations like Winchester and Portsmouth, along with their respective start and end dates.

Biologic	Approved:	Blueteq no.:	Start date:	End date:
Omalizumab	4 Sept 2019	-	6 Nov 2019	2 Dec 2020
Benralizumab	9 Nov 2020	-	8 Feb 2021	-
Dupilumab	10 Jan 2022	-	24 Jan 2022	31 Jan 2022

Joint care	Start date:	End date:
Winchester	-	7 Mar 2022
Portsmouth	22 Feb 2022	8 Mar 2022

NHS – clinical pathway and patient management

- Used by the Research Department
- Next step – clinical use in hospitals

Q&A

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