

BIO PALM

YOUR PALM. YOUR MEDICAL KEY

PROBLEMS



**Long waiting
lines in
hospitals**



**Fragmented
Records**

**No medical
record access
for tourists**



**Identity
Fraud**



BIOPALM

Access your medical records easily with your palm

FRAUD PREVENTION

Reduced Admin Workload



Identity protection,
More secure than
fingerprints

Cross-border Access

faster patient processing

MARKET

SERVICEABLE ADDRESSABLE MARKET (SAM): \$120B EU HEALTH-TECH MARKET, FUELED BY EUROPEAN INITIATIVES PUSHING FOR UNIFIED DATA.

\$491B GLOBAL DIGITAL HEALTH MARKET BY 2026, DRIVEN BY CROSS-BORDER INTEGRATION.

- **Post-pandemic surge in digital health adoption**
- **Global patient mobility at an all-time high**
- **Blockchain healthcare infrastructure maturing**

SERVICEABLE OBTAINABLE MARKET (SOM): \$18.5M PHASE 1 TARGET-DEPLOYING GATEWAYS ACROSS 15 HIGH-TRAFFIC EUROPEAN PILOT HOSPITALS/CLINICS IN 24 MONTHS.



MARKET COMPARISON

SNS (Portugal National Health Service)

- Uses digital + paper-based patient identification
- Records stored in centralized healthcare system
- Access via user number / login systems
- Requires manual verification (ID cards, numbers)

EHIC (European Health Insurance Card)

- Stores insurance entitlement, not full medical history
- Limited to emergency / temporary healthcare access
- No real-time biometric identity verification

HOW WE STAND OUT

- Depend on cards, IDs, or numbers
 - Risk of loss, theft, or fraud
 - Fragmented identity across countries
 - No direct biometric authentication
 - Slow patient identification in emergencies
- Uses palm vein biometric authentication
 - Patient identity verified via unique internal biological pattern
 - Instant access to secure medical records
 - No dependency on cards, numbers, or passwords
 - Works as a universal patient key across systems

MARKETING AND SALES

- Pilot programs with hospitals and clinics
- Partnerships with healthcare providers and associations
- Get Clinical Endorsement by engaging with regional hubs of the Ordem dos Médicos
- Expansion into global healthcare systems

BUSINESS MODEL CANVAS

KEY PARTNERS

HOSPITAL & CLINICS
BIOMETRIC PROVIDERS
BLOCKCHAIN FIRMS
HOSPITAL SOFTWARE PROVIDERS

BANKS

KEY ACTIVITIES

BLOCKCHAIN MANAGEMENT
BIOMETRIC INTEGRATION

KEY RESOURCES

BLOCKCHAIN INFRASTRUCTURE
PATENTS AND SOFTWARE IP
ENGINEERING TEAM & RD

VALUE PROPOSITIONS

PALM VEIN BIOMETRICS
FRAUD PREVENTION
REDUCE ADMIN WORKLOAD
INSTANT & TRANSPARENT PAYMENTS

FASTER PATIENT PROCESSING

CUSTOMER RELATIONSHIP

TRAINING & COMPLIANCE
SUPPORT SERVICES
DISCOUNTS FOR CUSTOMERS

CHANNEL

HOSPITAL ASSOCIATIONS
HEALTHCARE EXPOS & CONFERENCES

CUSTOMER SEGMENTS

HOSPITALS & CLINICS
PATIENTS
GOVERNMENT HEALTHCARE SYSTEMS

TOURSITS

COST STRUCTURE

SOFTWARE DEVELOPMENT
SECURITY AND COMPLIANCE
BIOMETRIC HARDWARE
CUSTOMER SUPPORT

REVENUE STREAM

SUBSCRIPTION FEE
API INTEGRATION

Team



Shanjun Yang

**BACHELORS IN AUTOMATION
AND MATHEMATICS**



Valeria Limon

**BACHELORS IN
COMPUTER ENGINEERING**



Areeba Ahmad

**BACHELORS IN COMPUTER
SCIENCE**



Daniel Caceres

BACHELORS IN STATISTICS



Satej Vadakkath

**BACHELORS IN COMPUTER
SCIENCE**

Validation

- Positive feedback from healthcare and tech communities
- Initial concept and system architecture designed
- Research conducted on biometric authentication and blockchain healthcare systems
- Currently developing MVP and exploring pilot opportunities

MileStones

- Months 1–9: Foundation and proof of concept.
- Months 10–18: Pilot deployments and product–market fit.
- Months 19–36: Commercial scaling and EU expansion.
- Months 37–future: Profitability, maintenance and upgrades.

Financials

REVENUE

Customer adquisition cost (CAC): 10000€/Hospital

Monthly average revenue per paying user(ARPPU): 1300€/Hospital 3€/Patient use

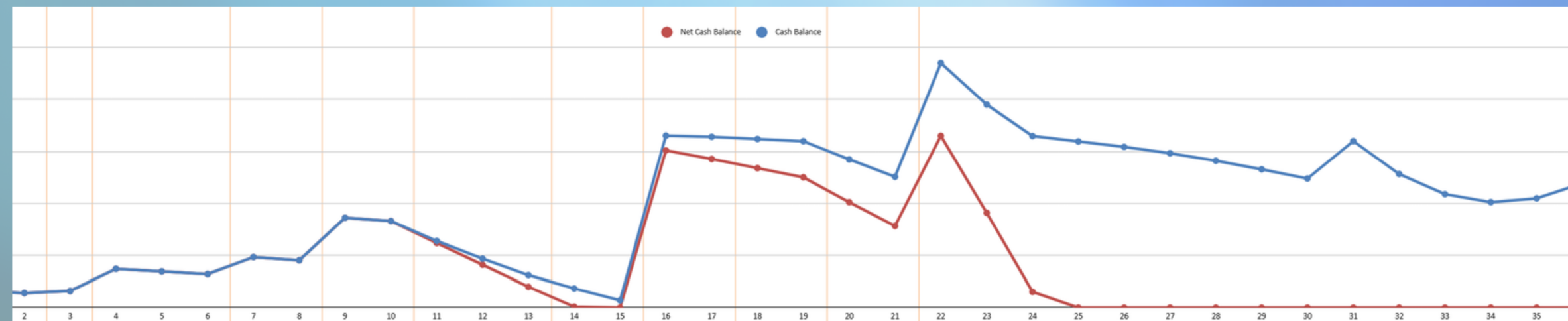
Churn rate: 3%

COST OF GOODS SOLD

Monthly direct cost per paying user: 120€/Hospital

Asses set gross margin 40%

Average monthly Employee cost 2000€





BioPalm

BioPalm

THANK YOU