



# PT & Physician burnout

- 57% of doctor burnout is due to excessive documentation requirements.
- Physicians also pointed out that regulatory and administrative burdens contribute to burnout.
- 68% of Physicians reported feeling rushed on a weekly basis and not having enough time with patients.
- 91% of respondents said the burden of regulatory requirements is worsening.
- 72 percent said they do not believe their organization is set up to minimize the time they spend on administrative tasks.

# Vision

“Save 5 click and 5 minutes of physical therapists’

documentation...

**...by replacing the EMR computer keyboard.**



# Target Market

PTs in Private Practice (sweet spot)

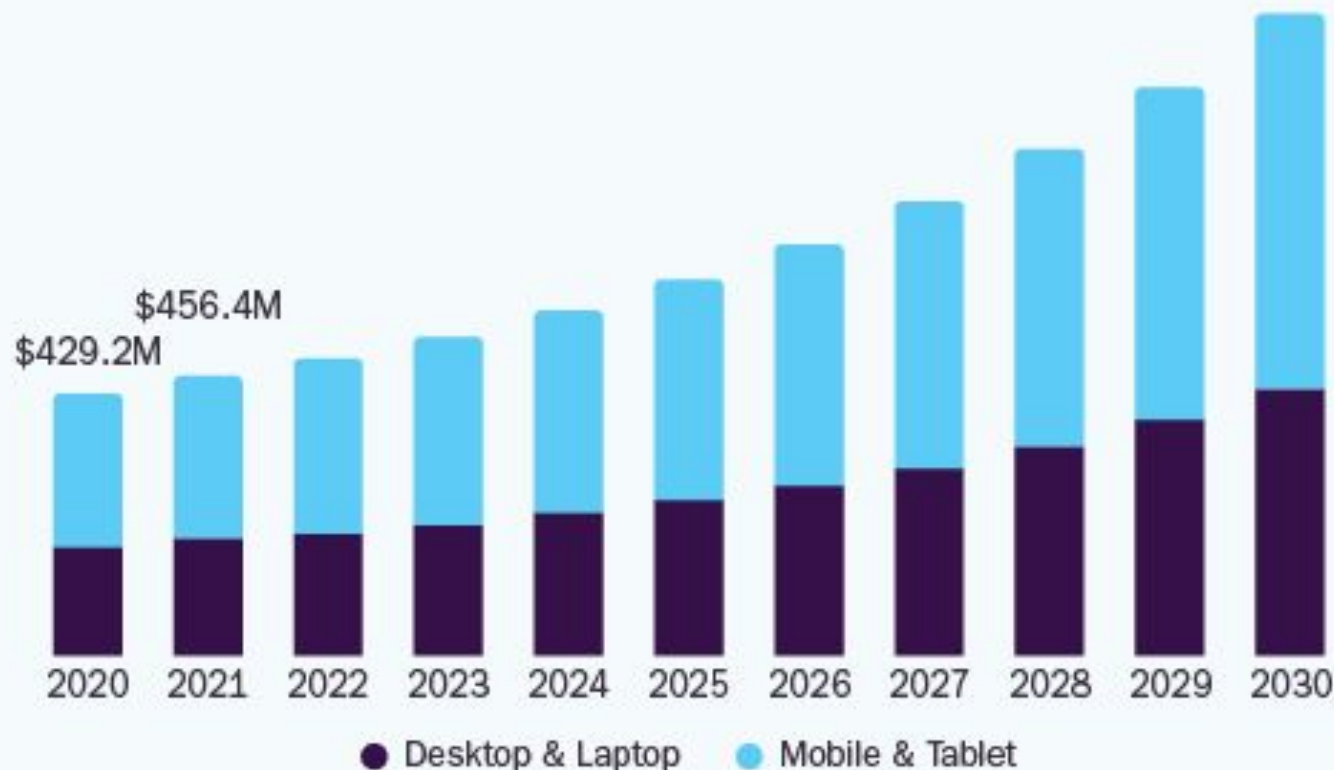
Hospitals

Nursing homes

# entities in USA	Business
16,000	private PT practice clinics
5,000	hospital-based PT clinics
20,000	SNF & inpatient PT/rehab providers
<b>41,000</b>	<b>Total locations providing PT in the USA</b>

# U.S. Physical Therapy Software Market

size, by interface, 2020 - 2030 (USD Million)



**10.0%**

U.S. Market CAGR,  
2022 - 2030

# The Solution

A Camera Tool with AI/ML  
for physical therapists



# Camera tool in mobile devices



Machine learning



Video capture: 3 to 4 thirty-sec. videos per treatment session



Video can be captured by a technician, NOT by the licensed professional (similar to BP, height & weight in the MD office).



Algorithm analyzes the video DATA and generates INFORMATION.



PT/Clinician acts on the INFORMATION.

9:41  
TestFlight

Faster Workflows.

Speed things up, just a few fields first

email

password

confirm password

Sign up

or

Log In

9:42  
TestFlight

VisualPT

CTSIB  
5 minutes

GAIT  
5 minutes

9:43  
TestFlight

Patient Information

tim

richardson

1968-04-09

MALE

73"

Next

# Functional Activities

Walking

Standing

Balancing

Stepping

Lifting

Reaching

Kneeling

Squatting

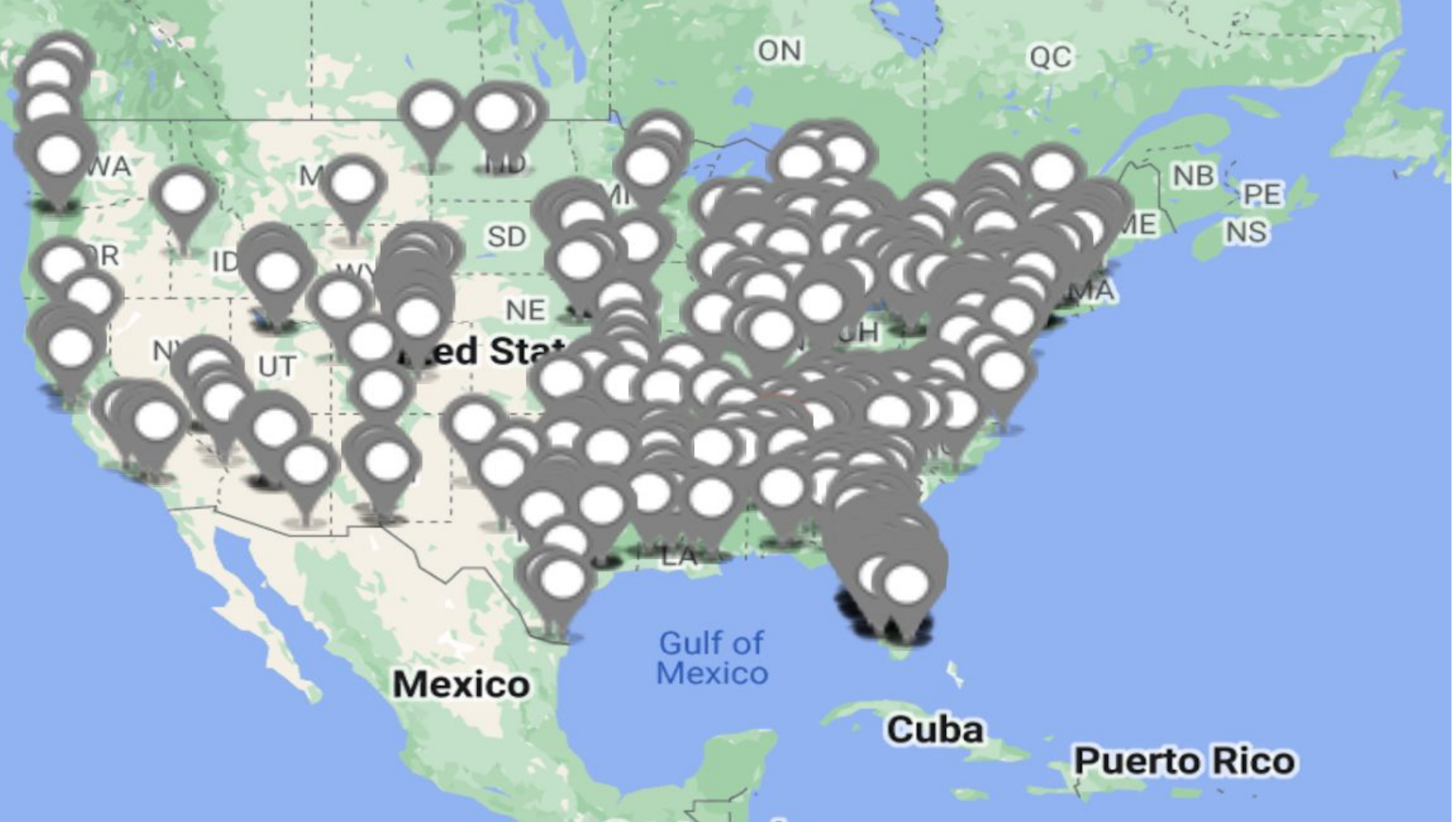
# Revenue Model

- Subscription model: small business owner, small practice owner
- Data metering: Enterprise medical practice

# Competitive Landscape

<b>Competitor</b>	BodiTrack Force Plate	Bertec Vitual Surround CDP	Balance Master by Natus	VOS Balance (mobile app)
<b>Price</b>	\$5,000	\$87,000	\$20,000, used	\$1000/ year
<b>Market Strategy</b>	Price	Prestige	Prestige Performance	Price

# Traction

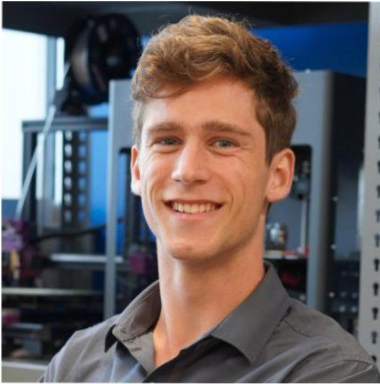


# Marketing & Sales

- Franchise licensing agreement
- Trade show
- Inside sales



# Team



Charles Richardson, DevOps



Tim Richardson, CEO



Cole Smith, MLOps

VisualPT LLC (Sub S for tax purposes).

*Tim Richardson, Founder/CEO, Sales*

**51%**

*Charles Richardson, Founder, App Developer & DevOps*

**25%**

*Cole Smith, Founder, Data Scientist & Machine Learning*

**24%**

# Financials

# Expenses

	<b>ML / AI</b>	<b>UI / UX</b>	<b>Web site</b>	<b>Clinical equipment</b>	<b>Incubator / Accelerator</b>	<b>Entertainment</b>	
<b>Oct 22</b>	\$0.00	\$200.00	\$0.00	\$0.00	\$0.00	\$0.00	\$200.00
<b>Nov 22</b>	\$0.00	\$800.00	\$0.00	\$0.00	\$0.00	\$0.00	\$800.00
<b>Dec 22</b>	\$0.00	\$400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00
<b>Jan 23</b>	\$600.00	\$200.00	\$139.96	\$0.00	\$0.00	\$0.00	\$939.96
<b>Feb 23</b>	\$600.00	\$0.00	\$0.00	\$0.00	\$100.00	\$0.00	\$700.00
<b>Mar 23</b>	\$800.00	\$600.00	\$0.00	\$44.92	\$100.00	\$70.21	\$1,615.13
	\$2,000.00	\$2,200.00	\$139.96	\$44.92	\$200.00	\$70.21	\$4,655.09



# Pro Forma

Travel	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Trade show costs	\$0	\$0	\$7,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
commissions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
discounts	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>non-EBITDA</b>													
Principal on note	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest on note	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sale of assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Expenses</b>	\$2,700	\$2,700	\$15,200	\$3,300	\$3,300	\$3,300	\$3,400	\$3,900	\$3,900	\$3,900	\$3,900	\$3,900	\$3,900

# Investment & Use of Funds

No Equity

\$100,000 convertible debt, 24 mo. Term, 12%

\$75,000 inside sales

\$25,000 trade shows