

AFRICAN START-UP PITCHES



Jelle Schuitemaker
CMO & Co-Founder
GOAL 3



Data-driven solutions for hospitals in low resource settings



Pitch Intelligent Health 2023
Jelle Schuitemaker
Co-Founder & Chief Marketing

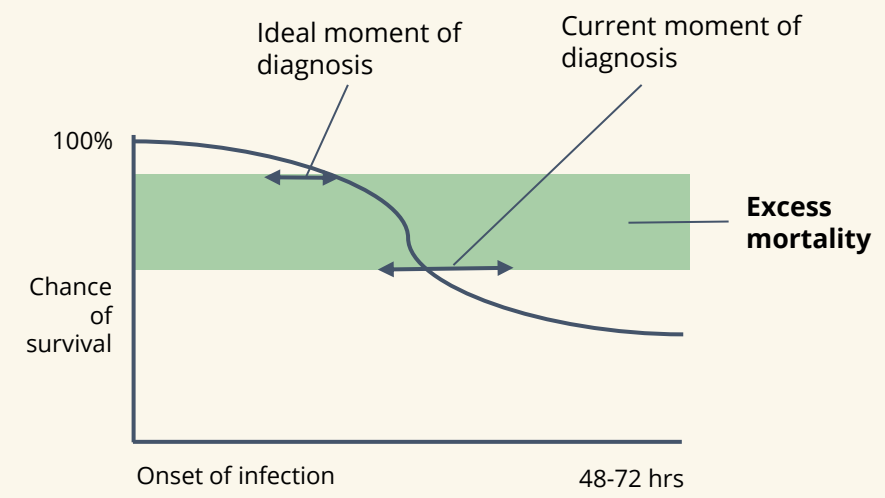




40-70%

of medical
equipment fails
(WHO, 2010)

**Every year 3 million children die
needlessly**

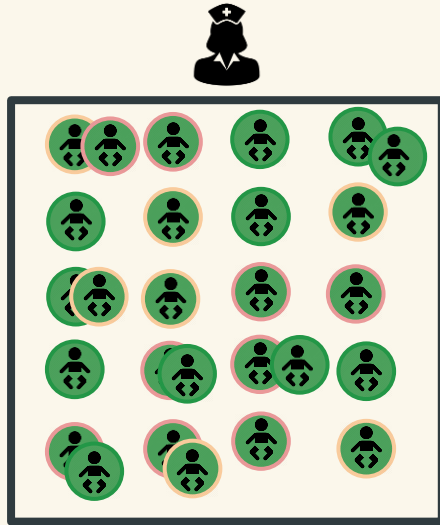


**Mortality rate increases by 10% for every
hour lost**

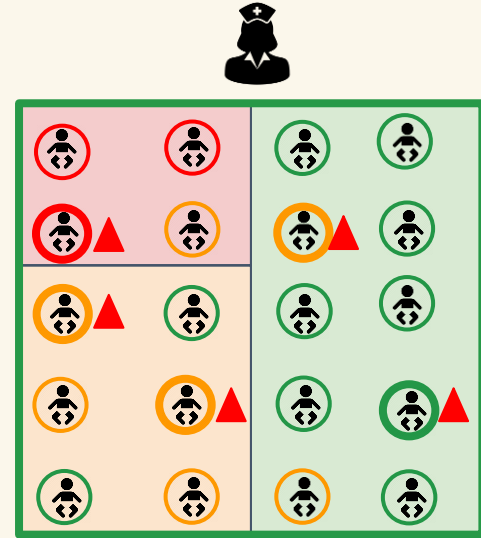
10X less

Health workers in
Africa compared to
Western settings

From reactive to proactive care to save lives, costs and effort



Risk stratification and
decision support to provide
oversight, insight,
prioritization and timely
action.



The IMPALA System; Easy-to-use - Built to last

1



2



Results from the field; St. Luke's Malosa - Malawi



Cost per life year
saved

5\$

Earnback time

<2 years

Pediatric Mortality

- 61,7%

Admission Time

- 26%



Business Model

1. Project funding (capex)



- 1a. Direct sales (government, health facility level, NGO)
- 1b Indirect via 3rd party funder (NGO, multilateral organizations, philanthropic)

New health facilities Making the transition

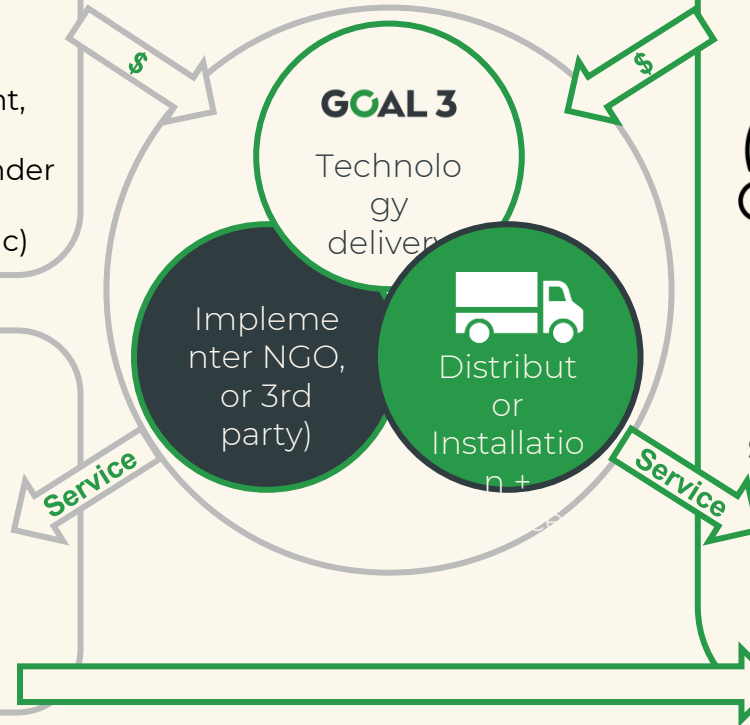


2. Subscription model (local opex)



Subscription payment by primary customer (government, health facilities and sometimes NGO's)

Growing installed base Sustaining and expanding success



Leadership team



Niek Versteegde
Founder & CEO
MD specialized in
tropical medicine &
Family medicine



Kevin Gerrits
CFO, chartered
accountant
Former EY Senior
Manager



Eline Kleinjan
Head of R&D
Technical
medicine, MSc



Jelle Schuitemaker
Co-founder &
CMO
Specialized in
healthcare in Africa



Dr. Patrick Singa
Country manager
Rwanda & Global
health specialist



Tijs Versteegde
Co-founder & CTO
Experienced system
architect, MSc



Eveline Geubbels
Head of research
Clinical
epidemiologist, PhD



Bart Bierling
Founder & Product
Manager
Medical industrial
engineer, MSc

Based in Rwanda 

Based in Malawi 

Partners



We are looking for:

Investors

*to join our Seed &
Series A rounds*

**NGOs,
Foundations,
governments**

*to support in
implementation &
scaling*

**African hospitals,
healthcare
professionals**

*to use the IMPALA
system in practice*



GOAL 3

We all health.

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Co-Founder & Chief Marketing
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