



Smart & secure medical document exchange

Executive summary - Lifen

Lifen develops an **AI powered solution** to facilitate the **exchange of medical documents** between **hospitals**, private **practitioners** and **patients**.



- +20% of French hospitals use Lifen
- 10% growth month-on-month
- +1M medical documents sent /month
- +80 000 doctors reached / month
- Average digitization rate is 85%
- Team of 100 people, including 45 in R&D
- 28M€ raised from top European Venture Capitalists



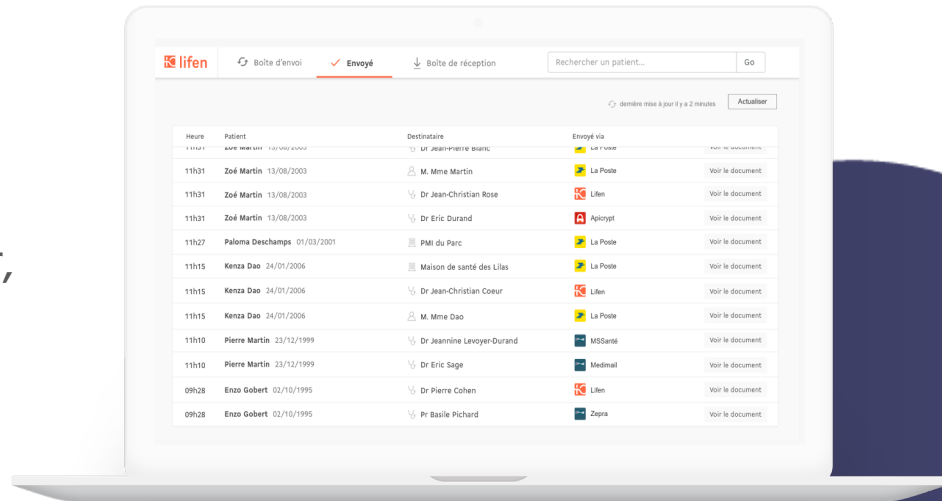
Presentation of Lifen



Secure health messaging
system ... **today**

Our mission

Make patient data exchange smarter,
easier and secure





 Based in Paris
and Cologne

 Founded in 2015

 104 employees









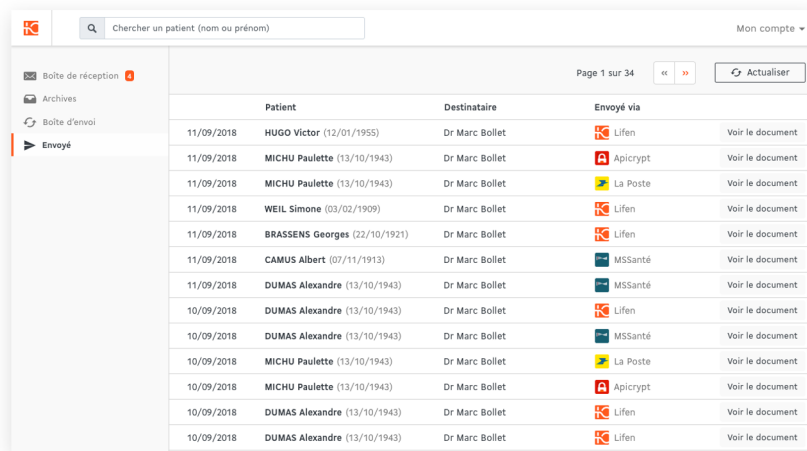
7.5M€ raised in 2017
with Daphni
& Serena Capital

20M€ raised in 2019
with Partech Partners
& IdInvest, Daphni, Serena Capital



Lifen, the secure health messaging system

-  Send **all** types of documents, **all** templates without the need to modify them
-  To **all** recipients (doctors, patients, hospitals, etc.)
-  From **all** software on the market
-  Through **all** channels (secured emails, postal mail, fax)
-  With **100%** traceability
-  And it works... **instantly** !

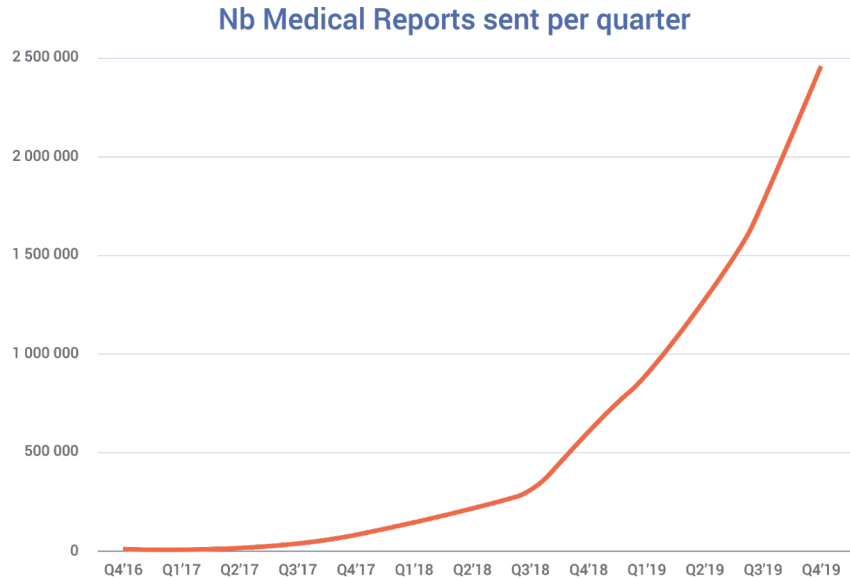


The screenshot shows the Lifen web interface. At the top, there is a search bar labeled 'Chercher un patient (nom ou prénom)' and a 'Mon compte' dropdown. Below the search bar, there are navigation tabs: 'Boîte de réception' (selected), 'Archives', 'Boîte d'envoi', and 'Envoyé'. The main content area displays a table of messages. The table has columns for 'Patient', 'Destinataire', 'Envoyé via', and 'Voir le document'. The messages are listed in descending order of date.

	Patient	Destinataire	Envoyé via	
11/09/2018	HUGO Victor (12/01/1955)	Dr Marc Bollet	Lifen	Voir le document
11/09/2018	MICHU Paulette (13/10/1943)	Dr Marc Bollet	Apicrypt	Voir le document
11/09/2018	MICHU Paulette (13/10/1943)	Dr Marc Bollet	La Poste	Voir le document
11/09/2018	WEIL Simone (03/02/1909)	Dr Marc Bollet	Lifen	Voir le document
11/09/2018	BRASSENS Georges (22/10/1921)	Dr Marc Bollet	Lifen	Voir le document
11/09/2018	CAMUS Albert (07/11/1913)	Dr Marc Bollet	MSSanté	Voir le document
11/09/2018	DUMAS Alexandre (13/10/1943)	Dr Marc Bollet	MSSanté	Voir le document
10/09/2018	DUMAS Alexandre (13/10/1943)	Dr Marc Bollet	Lifen	Voir le document
10/09/2018	DUMAS Alexandre (13/10/1943)	Dr Marc Bollet	MSSanté	Voir le document
10/09/2018	MICHU Paulette (13/10/1943)	Dr Marc Bollet	La Poste	Voir le document
10/09/2018	MICHU Paulette (13/10/1943)	Dr Marc Bollet	Apicrypt	Voir le document
10/09/2018	DUMAS Alexandre (13/10/1943)	Dr Marc Bollet	Lifen	Voir le document
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20% of French hospitals use Lifen



Some customers ...



Curie Institute



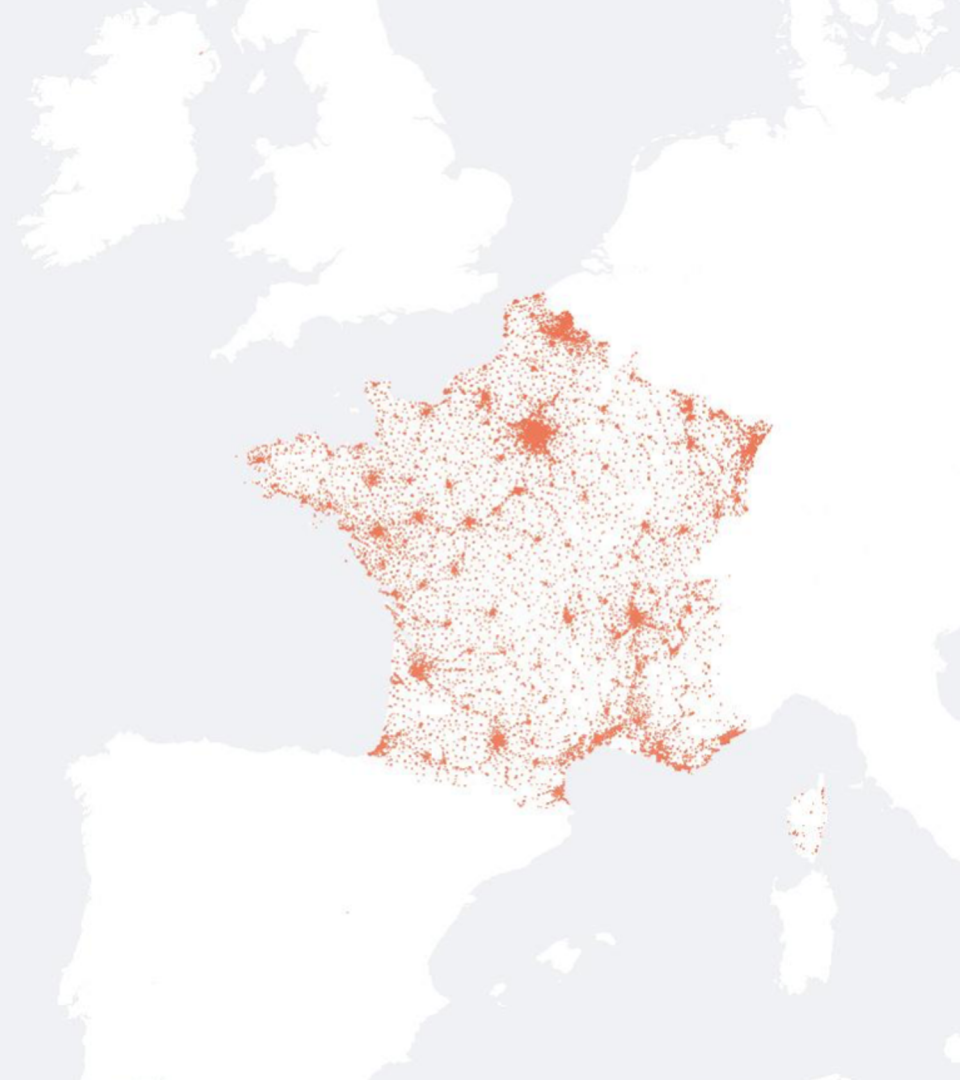
Ramsay Santé
Group



Strasbourg
university hospital

All French military hospitals • Rouen university hospital • Tours university hospital • Nice university hospital • Orleans university hospital • Angers university hospital • St Etienne university hospital • Vendée group of hospitals • etc..

> 90k doctors were
reached by Lifem
in January 2020



How does it **work**?



Lifen can connect to any hospital IT system using a virtual printer or API.



Lifen Artificial Intelligence scans the document in search of any element relevant to its processing.



The document is sent to the right doctor using any trusted, secure and verified messaging platform.

SENDER



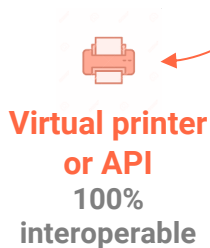
Doctor



Hospital

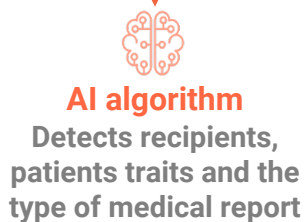


medical reports

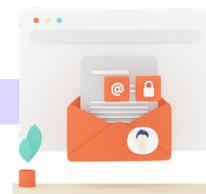


Virtual printer
or API
100%
interoperable

LIFEN



AI algorithm
Detects recipients,
patients traits and the
type of medical report



medical reports
100% interoperable



Directory

RECEIVERS



Family doctor



Patient



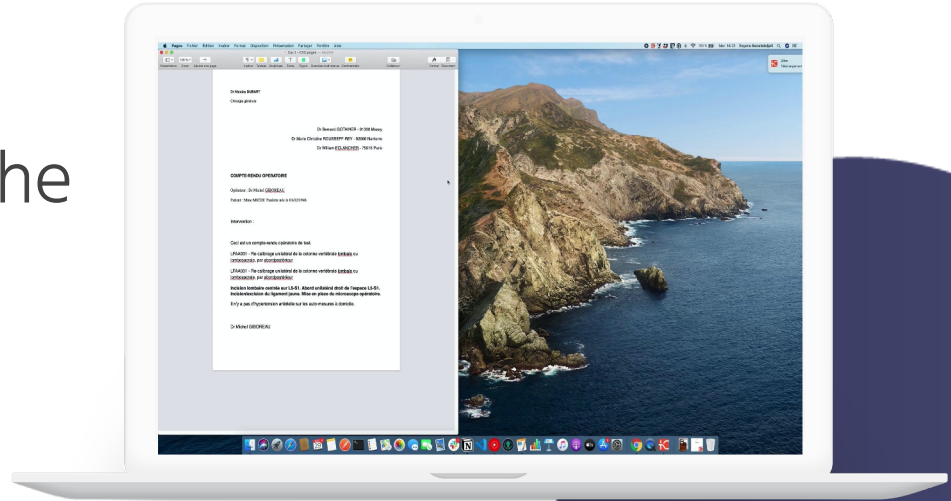
Hospital



National EMR
system

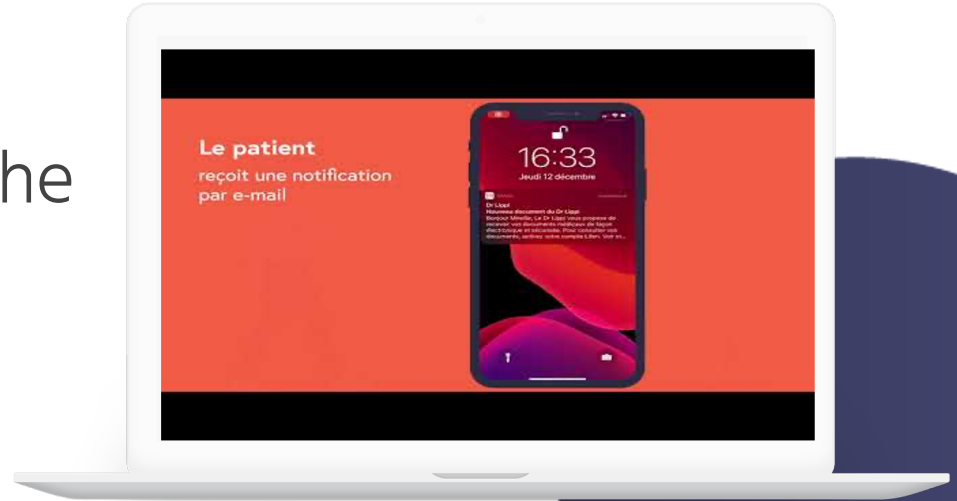
Here's how it looks for the
doctor

<http://bit.ly/lifenENdemo>



Here's how it looks for the
patient

<http://bit.ly/LifenPatient>



Security as a priority



Healthcare data
hosting - HDS
Certified



ISO 27001
Certified



End to End
encryption



GDPR
compliant

A modern dashboard for an efficient follow-up

Powerful search engine

Search for a patient

Chercher un patient (nom ou prénom)

Mon compte

Boîte de réception

Archives

Boîte d'envoi

Envoyé

Page 1 sur 2

Actualiser

Date	Patient	Destinataire	Envoyé via	
09/11/2018	AKIA Théophile (17/05/2001)	Dr Marc Petit	Lifen	Voir le document
09/11/2018	AKIA Théophile (17/05/2001)	Théophile Akia	La Poste	Voir le document
09/11/2018	AKIA Théophile (17/05/2001)	Josephine Leclerc	La Poste	Voir le document
09/11/2018	ADEMI Youssef (23/03/1977)	Dr Francis Bareilles	Lifen	Voir le document
09/11/2018	ADEMI Youssef (23/03/1977)	Dr Tristan Perrier	Apicrypt	Voir le document
09/11/2018	ADEMI Youssef (23/03/1977)	Youssef Ademi	La Poste	Voir le document
09/11/2018	CHIPOTLE Olivier (24/06/1974)	Dr Tristan Perrier	Lifen	Voir le document
09/11/2018	CHIPOTLE Olivier (24/06/1974)	Olivier Chipotle	La Poste	Voir le document
09/11/2018	KING Marcel (14/08/1934)	Dr William Eclancher	MSSanté	Voir le document
09/11/2018	KING Marcel (14/08/1934)	Dr Peter Limpar	La Poste	Voir le document
09/11/2018	SALATIM Marie-Laure (13/04/1944)	Dr Tristan Perrier	Lifen	Voir le document
09/11/2018	LOUMIS Cassandre (23/09/2016)	Dr Tristan Perrier	Lifen	Voir le document
09/11/2018	BRAVO Giuseppe (13/04/1944)	Giuseppe Bravo	La Poste	Voir le document
09/11/2018	DJAWA Sofia (17/09/1996)	Dr Peter Limpar	Lifen	Voir le document
09/11/2018	ADEMI Youssef (23/03/1977)	Dr Francis Bareilles	La Poste	Voir le document

Real-time tracking

Support team, available every business day



Interoperability is a **priority**

In 2016, we built our back-end on a modern interoperability standard : **FHIR** (Fast Healthcare Interoperability Resources)

In 2019, FHIR has become the **new hot standard**.

Industry **pioneers**

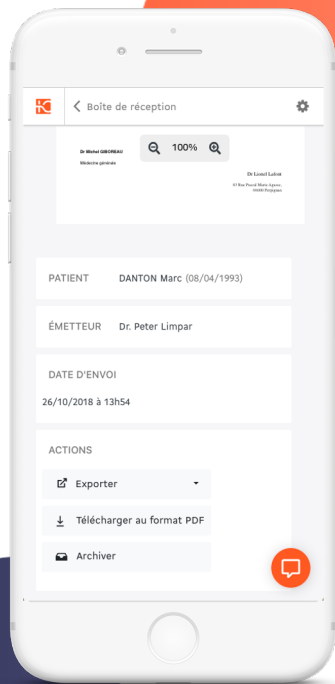
meetup

We launched the **first** FHIR meetup in France



We won the **international Startup Award** at FHIR DevDays 2018

Lifen in a nutshell...



Medical departments to go fully paperless



Postage cost slashed by two thirds



Better, faster communication with all practitioners



Compatible with all software vendors by design



Up-to-date healthcare professionals directory



Start in less than a day



Data structuration with AI



A team of **100** including **45 in R&D**

<https://www.lifen.fr/>



Usecase #1

for the largest private clinics group in France

Context & issues



Safety and quality of patients management

- Improve continuity of care and coordination around patients
- Securing the transmission of information between healthcare professionals
- Improve the completeness of the Electronic Patient Record



Practitioner appeal

- Offer practitioners a new service from the Group
- Reduce postal charges
- Paperless office
- Administrative time saved



Operating performance

- Save time and be more efficient in the production of continuity care documents (hospital side)
- Improve the quotation of the acts



Regulatory obligation

- Required for certification
- Government subsidies

Lifen deployment in France



Deployment of **Lifen**

Deployment of Lifen **to 91 hospitals in 18 months**



Business model

Subscription **financed** by the Group
for all eligible doctors

Residual postal charges **covered** by
doctors except in special cases

The **benefits** of using Lifen



Secure and improved patient management

- Secure communications with end to end encryption
- Improved Electronic Patient Record **completeness: ~85%**



Improved Operational Performance

- Administrative time saved (~3h/week): **FTE saved**
- **DSO reduced** due to faster coding & invoicing



Regulatory requirements

- Complete and updated directory of health professionals
- Required for certification



Link "primary & secondary care"

- Addressing network analysis
- Satisfaction of GPs who received medical reports faster and in digital format



Immediate ROI

- Ready to use in 10 minutes on any systems
- Mailing **budget divided by 3**
- Government subsidies

*"Digital transformation of the hospitals has been accelerating in recent years, offers new prospects for healthcare institutions, particularly in terms of improving the quality of patient care. This is why we wanted to form **a partnership with Lifem** in order to simplify the daily life of our community of practitioners, and to facilitate and secure the care pathway for our patients. This partnership contributes to the digital transformation of healthcare professionals, initiated by the government program "Ma Santé 2022".*



Pascal Roché, Managing Director of Ramsay Santé





Usecase #2

for the largest university hospital in eastern France

Case study - Easter France



- Largest university hospital in eastern France
- 2 730 beds
- 70 services
- 9 sites in several cities
- 1 million medical reports sent in paper format

Case study – Eastern France



85%

of paperless
from 0% to 85%



5 weeks

to be live with 550
secretaries



3x less

mailing budget
From 1 000 000 € per year
to 330 000€

Contact



thibault.naline@lifen.fr

+33 6 13 26 84 57

