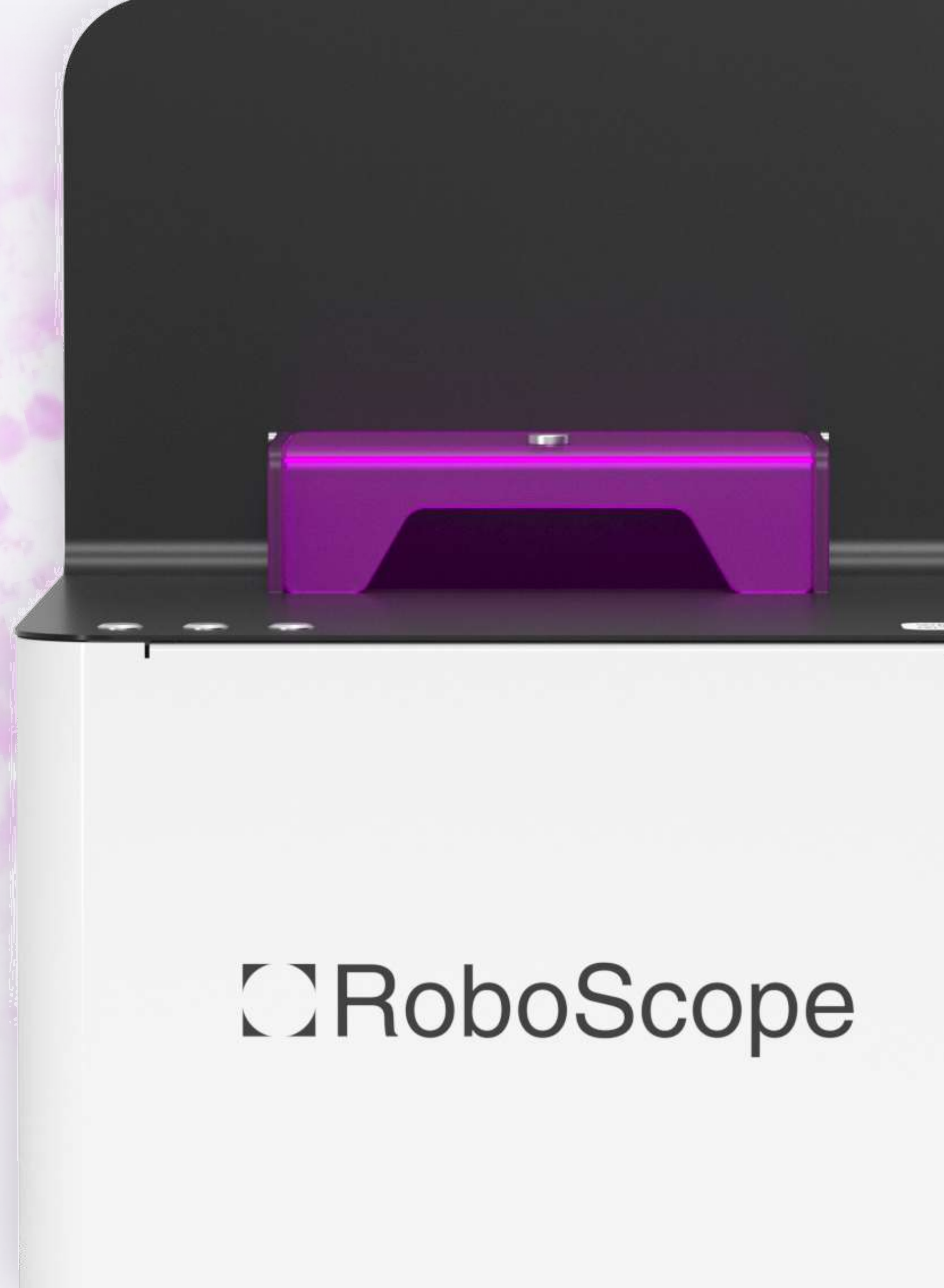




Microscopy at the digital level.

Digital microscopy system

2023



 RoboScope



— In the field of microscopy

Problems

Transportation and storage



Also the lack of space and limited shelf life

Outdated fleet of scanners



As well as a slow update rate

Acute staff shortage



And a high level of compatibility of necessity

Lack of access to information



From doctors and clinicians

Lack of inexpensive solutions



For digitization of microscopic preparations

No cloud system



For storing and transmitting digitized data



— Benefits of RoboScope

Specificity



Quality improvement

Digitized image allows for more detailed analysis with peer review and quality control



Resource Saving

Cloud storage instead of physical, no need in the transportation of medicines, increased labor productivity



Reducing the burden on the doctor

Оцифровку проводит средний медицинский персонал





— Defense strategy

Intellectual property



Know-how for production

Robotic platform



Program registration

Scan control system



Patent

Platform utility model



Patent

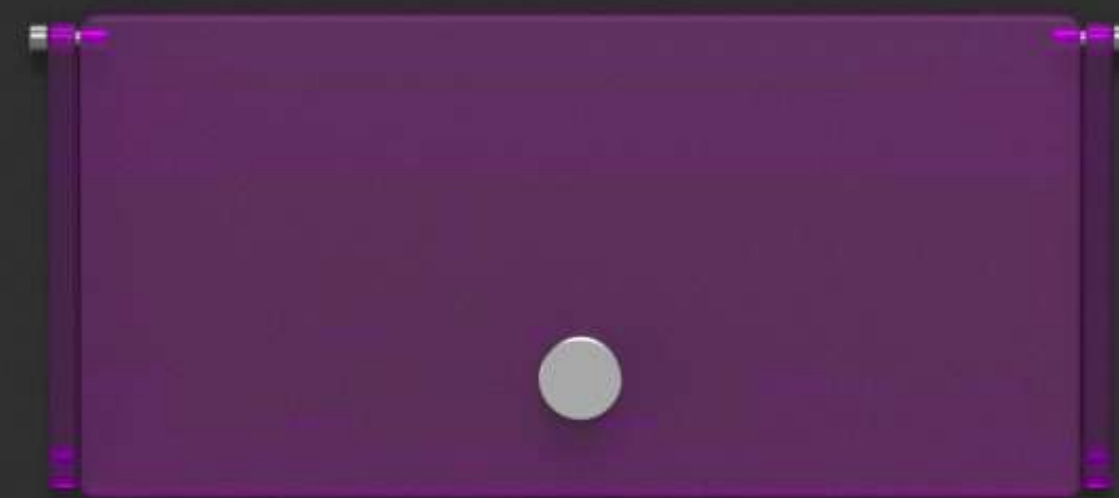
For an industrial design



Trademark

RoboScope

RoboScope





Business model

B2B + B2G

Private medical centers and the Ministry of Health

Direct sales

A profit-sharing sales-model of scanners is possible



100 000 USD

Average Market Price



Up to 1500 in Russia

Laboratories without equipment



25 000 USD

Selling price



5 000 USD

Cost price



— Global market

Market situation



Reduced demand for expensive solutions

Producers from unfriendly countries are increasingly leaving the Russian market



High research growth potential

The number of research year by year is limited by the capacity of the system and, thanks to digitalization, can grow significantly



The volume of the Russian market is 5 million USD

We plan to occupy 10% of the market for 3 years





— Comparison of competing companies

Competitors

| | RoboScope | OneCell.AI | KFBIO | WestMedica | Leica | Phillips |
|----------------------|---------------------------|---------------------------|---------------------------|---------------------------|----------------------------|----------------------------|
| Image Format | Open (DICOM,TIFF) | Close | Close | Close | Close | Close |
| Own robotic platform | Yes | No | Yes | No | Yes | Yes |
| Price | starts from 25 000 USD | starts from 50 000 USD | starts from 70 000 USD | starts from 80 000 USD | starts from 100 000 USD | starts from 150 000 USD |
| AI solution | Developing | Developing | No | Yes | No | No |
| Microscope body | No | Yes | No | Yes | No | No |
| PC included | Option | No | No | Option | No | No |
| Country | Russia | Russia | China | Austria | USA/Germany | Netherlands |



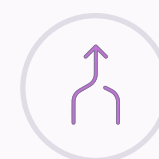
Advantages

Open DICOM format



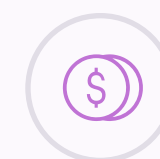
Does not require additional customer costs for software for work with digitized images

Flexibility and integrativity



Integration into any telemedicine platform, LIS or MIS and patient's medical record

Affordable price – from \$ 25,000



At least 2 times cheaper than competitors

Own development and prototyping



Hardware and Software components are produced and developed in Russia

Automation data collection



And the primary reporting process

Ecosystem

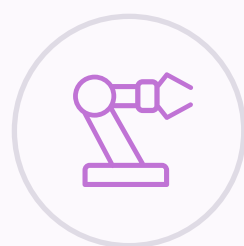


4 components of the RoboScope ecosystem: RS Digital Scanner, RS Slide Manager, RS Stainer, RS Viewer



— Prototypes ready for testing

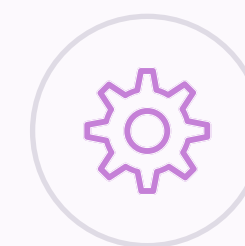
What is already done in the project?



Robotic platform



Autofocus and auto-prescan



Software for managing the
digitization process



Uploading data to our DICOM
server



Industrial Design

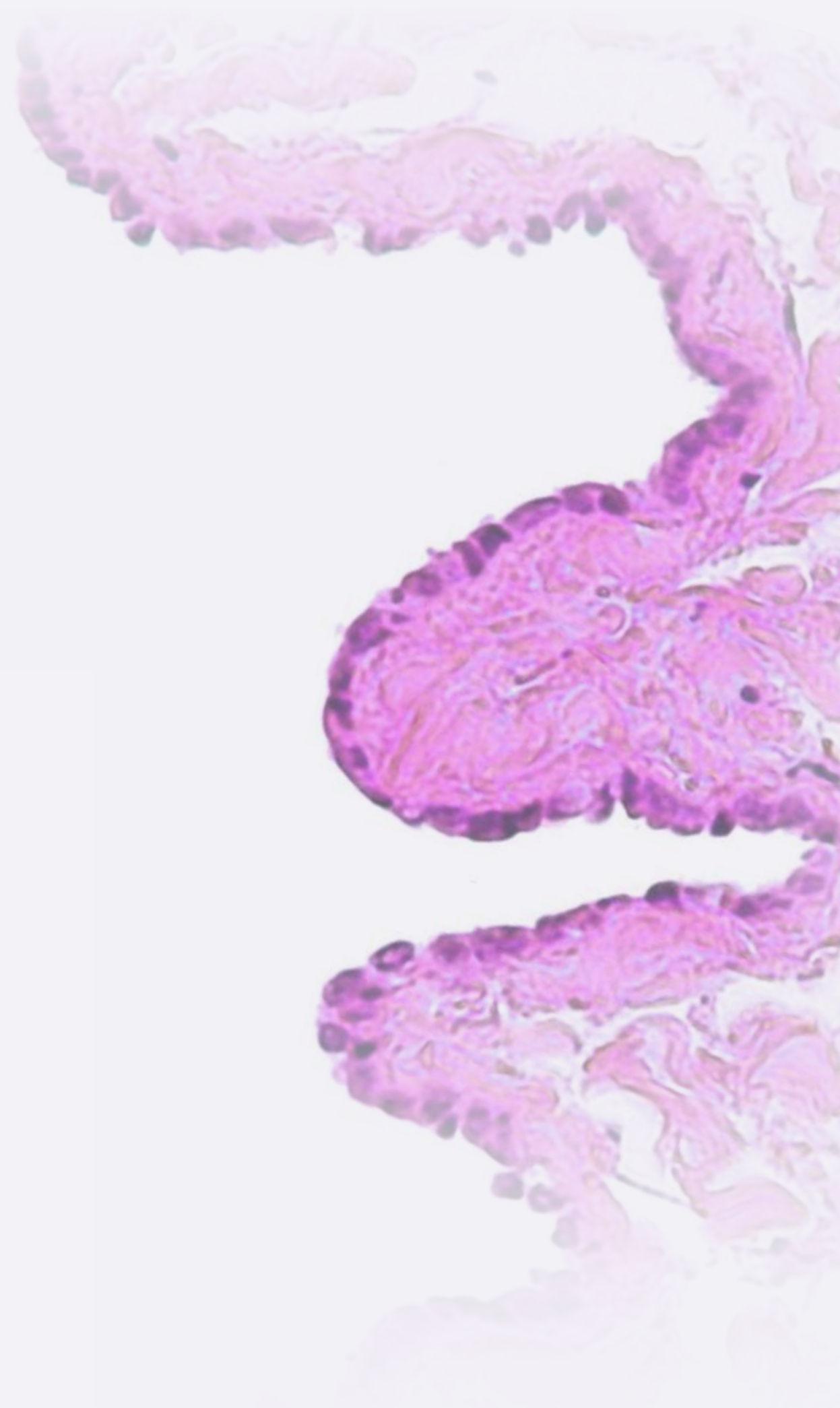
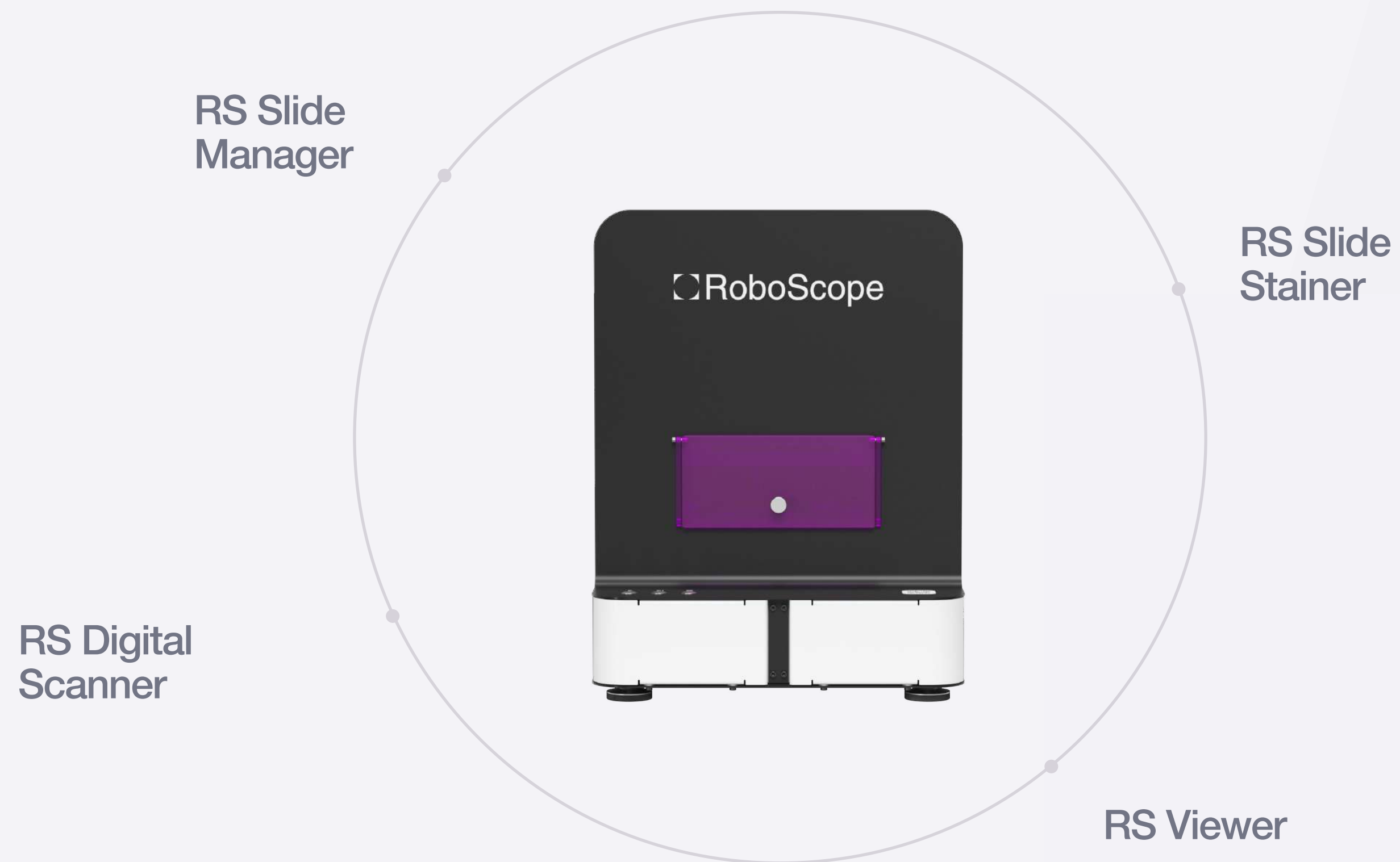


Data access via telemedicine
platform



— Product line plan

RoboScope Ecosystem





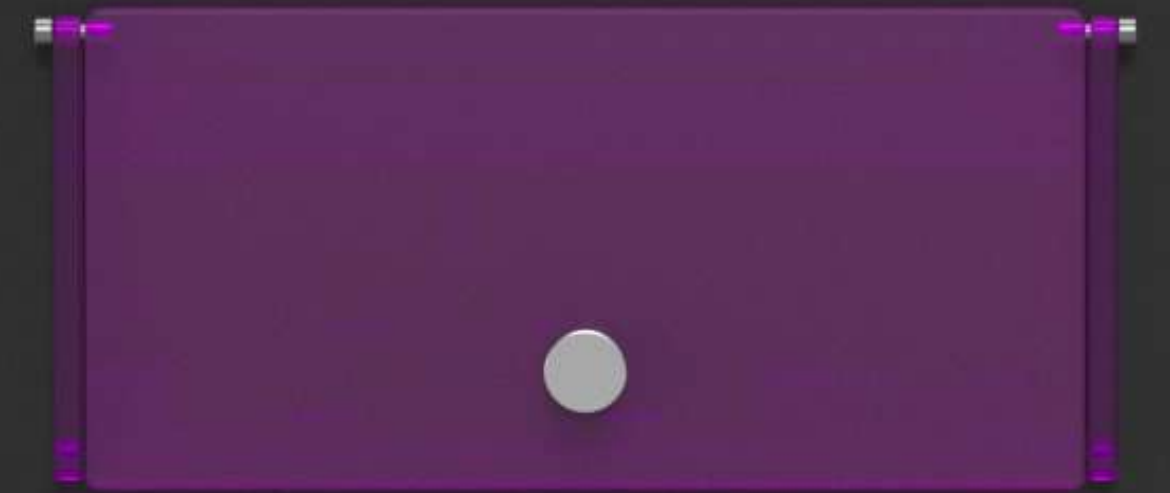
— RoboScope

Digital scanner

Central component of the RoboScope ecosystem with three use cases

- Development status: Pre-production sample

 RoboScope



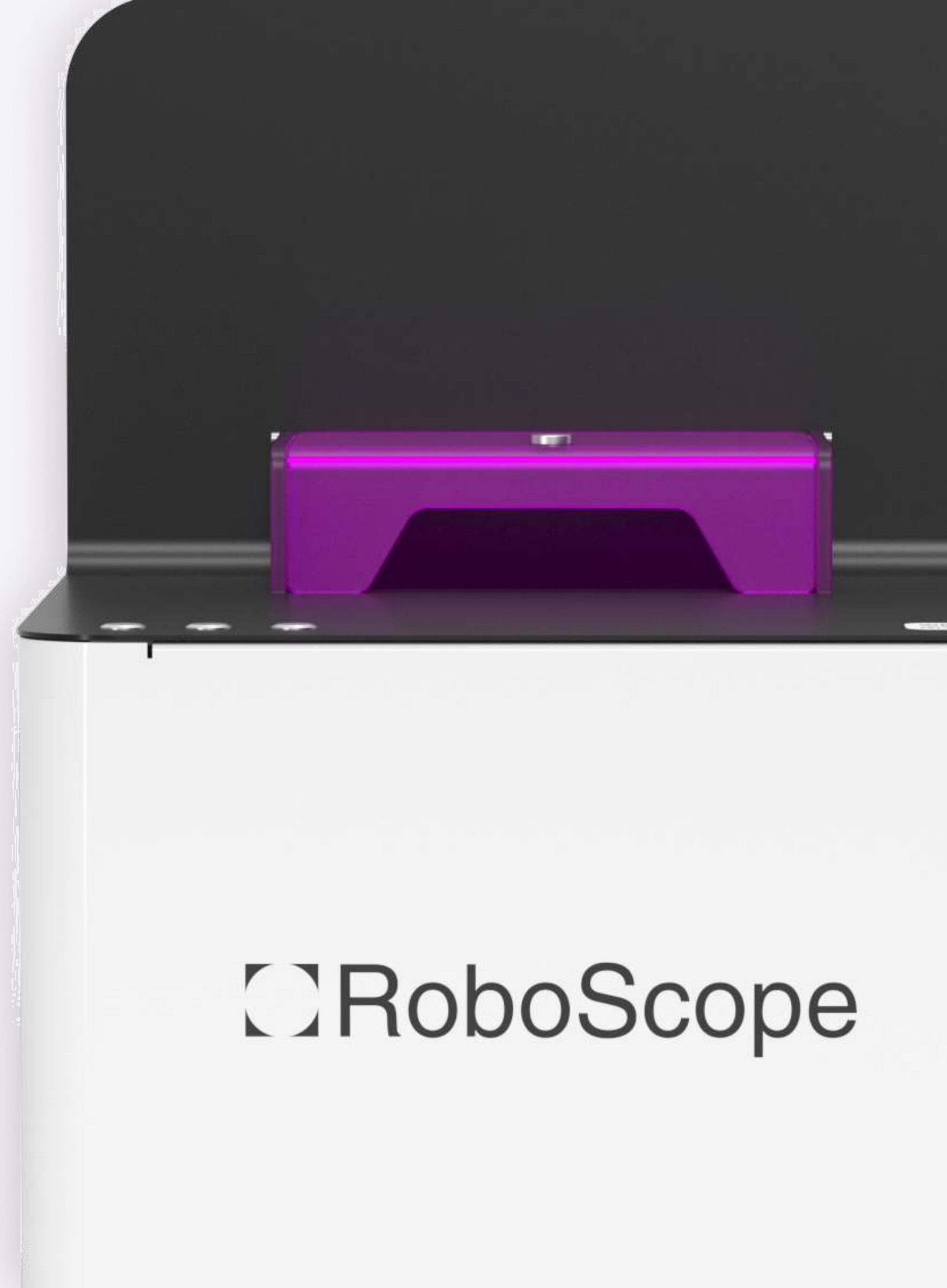


— RoboScope

Slide Manager

Robotic slide handling and storage system that increases the throughput of digital scanners

- Development status: Prototype



 RoboScope

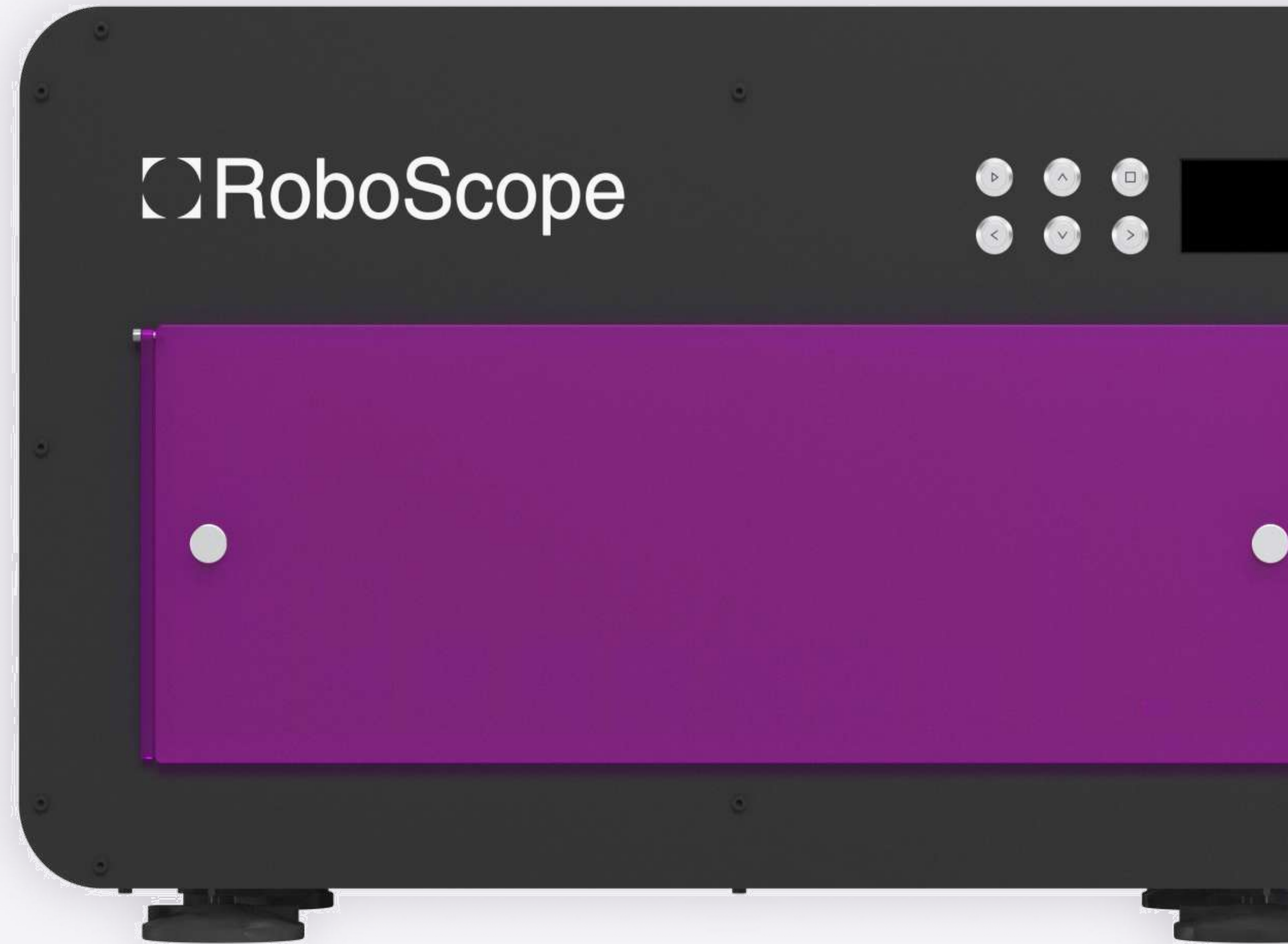


— RoboScope

Slide Stainer

Robotic system for staining and dehydration of histological preparations

- Development status: 3d model-concept



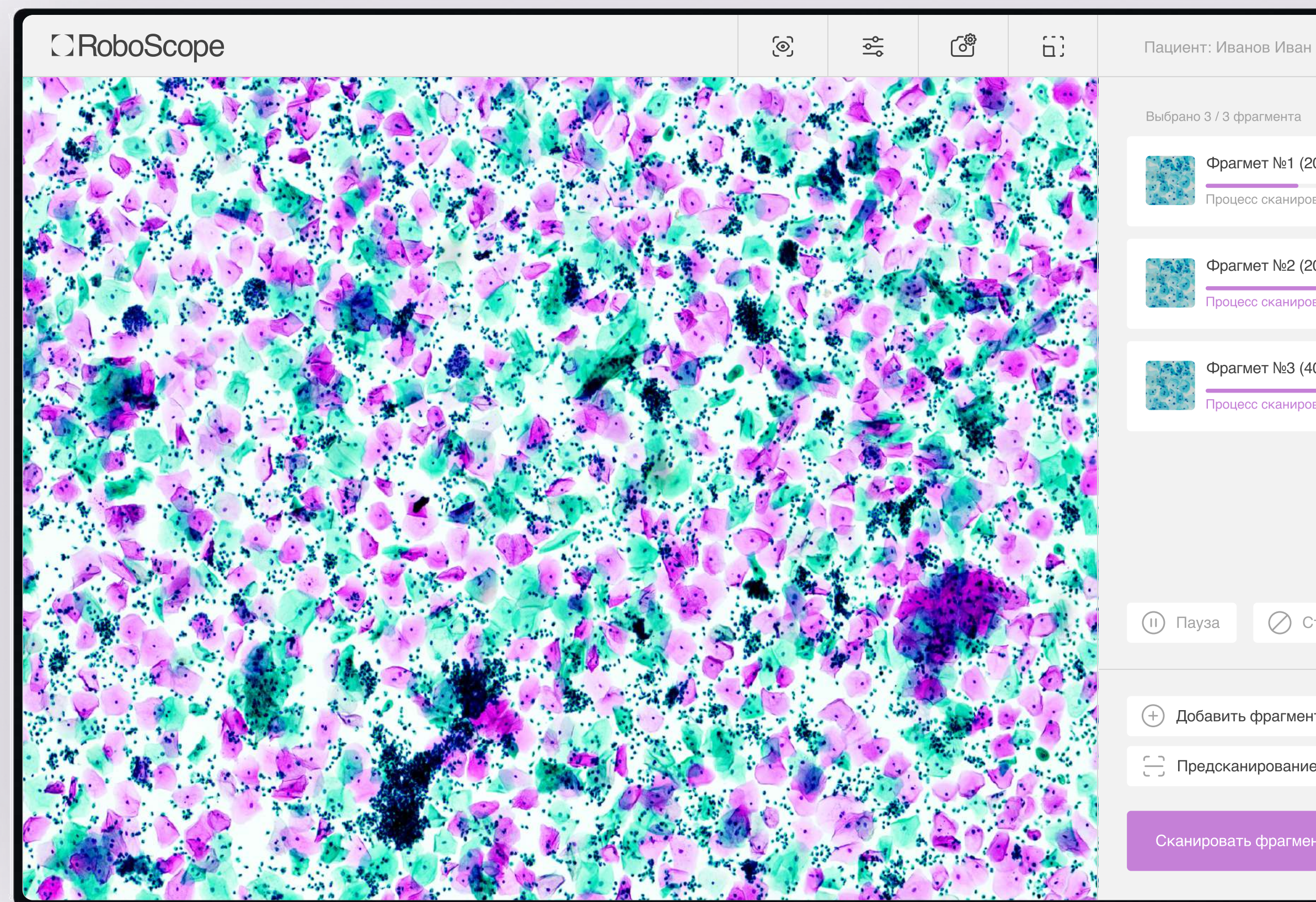


— RoboScope

Viewer

View digital imaging medical data

- Development status: MVP





— Own production site

Prototyping

Already in work

CNC milling machine (2 pieces)

3D printers

Assembly and debugging line

Will be soon

CNC lathe

CNC EDM

Our competencies



3D construction and design



Development of design
documentation and drawings



Node testing



Building and Debugging



— Project Creators

Team RoboScope



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Russian Technological University, Institute of Information Technologies, Department of Applied Mathematics, area of study "Information-analytical and control systems" - 2016-2020. From 2020 to the present, Operations Director of UroWeb LLC.



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Kuban Technological University, faculty of CTAS ("Computer technologies and automated systems"), specialty "software engineer" - 2001-2007. Head of software development team at NetHealthLab
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Nikolay Gonivolk

Software Engineer

College of the branch of the Maikop State Technological University, faculty of "Software for Computers and Automated Systems", specialty "technician" 2001-2004. Maykop State Technological University, Faculty of Economics and Enterprise Management (Transport) in the specialty "economist-manager" 2004-2015.



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Microscopy at the digital level.

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