

**Hack Your Care**

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**Industry:** Digital Health

**Management:**

Dr Solène Vo Quang Costantini, MD,  
 Founder and CEO  
 Seeking to fill additional roles:  
 CPO, CMO

**Board:** TBD

**Scientific Advisory Board:** TBD

**Number of Employees:** 0

**Finance:**

Accounting/Tax : Ioda Consulting

Funding to Date:

Founder: \$40,000

BA: \$230,000

Bank loan (BPI): \$250,000

Award: \$30,000

Financing Sought: \$1.5M

For:

R&D

IP

Operating Costs overhead (Salaries,  
 Customers acquisition)

IP (seeking):

Trade Secret

Software Copyright

Trademark

Patents for matching algorithms

Legal : Lco, Icosa

**Business Description / Company Background:**

The idea came from personal experiment of the founder who is both a medical doctor and a medical consultant for companies in health tech since 8 years : Silos between innovators and clinicians create inefficiencies

Our solution Hack Your Care is an intelligent engine optimizing the connection between healthcare professionals and the corporate need for medical expertise so as to decrease time to market of R&D projects in Health.

With two revenue sources : commission-based (Placement of HCPs from our Pool of Talents), subscription-based (licensing of our intelligent connector for proprietary HCPs communities)

**Market Opportunity / Unmet Need:**

40 % of innovators Struggle in their search for precise medical-scientific expertise leading to up to 12 months delays in their product development and costing more than \$ 2B worldwide.

Total health industry funding worldwide from 1.1 in 2010 to 23.3 2022 (in billion U.S. dollars) which needs to find better and faster medical experts so as to decreasing time to market

We want to address 10% of this worldwide market in 2027.

**Products / Services – Launched & Pipeline:**

From a MVP published 3 months after the company's creation (Jan 2022) and 15 clients for the service we are offering, we are launching our new product V1 in April 2023.

**Commercial / Technical Milestones:**

Jan 2022 - Founded by Dr Solène Vo Quang Costantini with \$40K +\$40K (loan)

Jun 2022 : launch of the R&D of the new product after an early-validated MVP >1000 healthcare professional (HCPs) users registered on the MVP after 1 year >100 companies users of the MVP (Iqvia, Tessa...) and 15 clients in 1 year

Aug 2022 : 12 clients Health companies, Generalist technology companies, Pharmaceutical industry; 600 users (companies and healthcare professionals)

Dec 2022 : Pre-seed +\$220K to continue R&D of the new product V1

Jan 2023 : first employee hired (BD in France), joined by Dr Nicolas Bonifas CTO) with milestones Loan Feb 2023 : +\$250K

May 2023 : Launched V1

**Competition / Competitive Advantages / Customer Benefits:**

Not in France, but in the US : Definitive healthcare, H1, Medcase, Mdisrupt : research or connecting platform between clinicians and life sciences but no optimization neither monitoring of the connection with unequalled precision like HYC (profiles and projects updated instantly with experiences). HYC is the module they are missing.

**Financial Forecast (Unaudited):**

Results – k\$"	2022	2023	2024	2025	2026
Gross Revenues	-	416	2 407	3 765	4 304
o.w. Placement		146	1 424	1 567	1 934
o.w. SaaS		270	982	2 198	2 370
Gross Profits		155	1 558	2 434	2 707
Gros Margin		37,3%	64,7%	64,7%	62,9%
Operating expenses :					
SG&A		300K	300K	300K	
R&D and IP		300K	300K		

**Presentation for Investment : Equity need \$1.5M**