

# Strategic Product Plan O2 Health Link Inc.

(Miami, FL. U.S.)

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Signature	Date
William Lalinde – Exec. Director	Company Name:
	Copy Number:







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## THE COMPANY

**O**<sub>2</sub> **Health Link, Inc.** ("O2H") is a virtual research service company focus primarily on providing technological services to the clinical care and research communities. This includes patients, patient support, professionals and it's related companies.

The intial driving force for the first three years is to enable the creation of World Health Link, Organization (whlink.org) a non-for profit organizational social networking platform linking individuals with direct research, industry and care organizations.

The new Virtual Reality of blending a reality that combines a physical reality and virtual reality, improving both. It is about improving places with real-world data. This vREAL product is a parallel research item in order to expand the virtual research world. This plan is currently focused in the event industry.

## **Event Industry**

This is a mutil-billion dollar industry and growing exponentially. (will expand on revenue)



## THE SERVICES

#### **Event Services**

**vREAL** is a **Virtual reality** (**VR**) service technology which allows a user to interact with a computer-simulated environment, whether that environment is a simulation of the real world or an imaginary world. vREAL will be primarily visual experiences, displayed on a computer screen and will include additional sensory information, such as sound through speakers or headphones. It will also look to use haptic systems. The simulated environment will be similar to the real world in that we will look to create real environments highlighting key important parts. In practice, it is currently very difficult to create a high-fidelity virtual reality experience, due largely to technical limitations on processing power, image resolution and communication bandwidth. However we will look to minimize as much as possible such limitations.

vREAL will look to create the first event with the European Society of Cystic Fibrosis on March 2009. The event location is Valencia, Spain. The first environment is the Valencia City of Arts and Science <a href="http://www.cac.es/">http://www.cac.es/</a>

vREAL services (per event) sale of complete technological event services. Logistics and Local services will be provided by current event planner.

vREAL licenses (per environment) sale of environment to CAC in Valencia.

vREAL sponsorship services sale. This can be both on (per event, per environment).



Yes

Yes

HOSTED BY OPEN-SOURCE

Vendor

Vendor



## THE MARKET

## **Market Dynamics and Trends**

## **Overall Industry**

**PLATFORM** 

The Virtual world is at it's infancy. There are several providers, creators, but still lacks clear business model expansion of services.

TARGET USE

Second Life	Entertainment/Multipurpose	Vendor	No
Opensim (beta)	Entertainment/Multipurpose	Vendor	Yes
Wonderland (beta)	Enterprise/Multipurpose	Vendor	Yes
QWAQ forums	Enterprise/Collaboration	Vendor	No
Protosphere	Enterprise/Training	Vendor	No
Multiverse	Multipurpose Dev. Platform	Self	Yes
3DVIA virtools	Multipurpose Dev. Platform	Self	Yes
Croquet (beta)	Multipurpose Dev. Platform	Self	Yes

Entertainment

Entertainment

There

Twinity (beta)

New Realities of Virtual Reality.

SUPER-COLLABORATIVE WORK SKILLS WILL	Collaborative gaming skills like ping quotient
BE PARAMOUNT	(connecting with others when requested),
	protovation (experimenting rapidly despite
	risks), mobbability (working well in large
	groups) and influency (being persuasive in
	multiple social contexts and media spaces)
	will b key
VIRTUAL WORLDS WILL ENABLE NEW MODES	Expect more life-like characters like Sam and
OF INTERACTION	the Weatherman and smart avatars to
	personify informaton and interact with us.

Source: CSC

<sup>\*</sup>Need to evaluate use or collaboration



VIRTUAL WORLDS WILL FACILITATE	Organizations will experiment with product
EXPERIMENTATION	development, communication, learning and
	new virtual world themselves.
ITERATIVE DEVELOPMENT AND CO-	Virtual worlds will provide collaborative
CREATION WILL INCREASE	development and testing enviroments for
	enterprises and customers to create
	products together.
WORK WILL BECOME MORE LIKE A GAME	Think scenarios and engaging with others to
	accomplish a specific goal

<sup>\*</sup>Source CSC

## **Competition**

Listing...

Researchers

This

**Institutions** 

This

## **Unique Selling Point**

There are many event providers both of technology and services, and there are many providers of virtual worlds, yet there are no current providers of (real environments – virtual reality and events).

This product will help promote cities, locations and organizations unlike event experiences up to now. We will continue to see a blending of physical and virtual reality, where the whole is greater than the sum of its parts.



## **RESOURCES**

#### Sales

Generating extensive leads and consolidating sales.

#### IT

Development of integration of applications and services

## **Technology (2)**

Development of environments and designs.

#### **Event Provider Partners (2)**

vREAL will look to first create all the key technology elements for preparing a congress or event. It will work with partners such as (i.e) regonline in order to maximize the use of commercial tools: http://www.regonline.com/marketing/event/features/featureslf.aspx



## THE PLAN

The product's success will be driven by the following **critical factors**:

- 1. Ability to create and sell an initial overall environment.
- 2. Agreement and consolidation of a solid team to support and sustain the products initial sale.
- 3. Developing on-going, trusted relationships with other industry and environments
- 4. Formulation and implementation of an aggressive sales and marketing strategy that attracts client-rehabbers in sufficient quantity.
- 5. Evaluation of raising the necessary capital from investors to extend mid-term or extend scalability.

#### **Activities to Date**

- Named and branded the O2H family of companies, including the creation of logo design and website construction.
- Final framework of copyrights environment investigation.
- Initial concept demonstration for research
- Initial requirements.

#### **Objectives for Fase I**

- Complete initial integrated research demo August
- Presentation of initial integrated demo & initial design concept based on basic buildings design and environment work (real quality detail of Ciudad de Artes y Ciencia) (CF workshop and Valencia Generalitat) – Early October (October 1<sup>st</sup> -15)
- Agreement of event services software use October
- Contractual commitment of initial event and review November.
- Complete Agenda and Routine guideline November
- Complete environment work and design January 2010
- Sponsorship commitments. Contractual review with CAC.
- Complete environment and integration of complete event architecture February 2010.
- First event service applications March 2010.



## **Objectives for Year 2**

Objectives for the second year will continue to focus on maximizing environment re-use and expand sales. In parallel with this growth, the team will begin developing a plan for a market expansion (including funding requirements).

#### **Marketing Strategy**

O2H's marketing strategy details...

## **Strategic Alliances**

Strategic alliances will be added whenever substantial value to O2H's revenue growth and profitability model can be identified.

## THE POTENTIAL

#### **Financial Plan**

To accelerate the formation and growth of the four O2H divisions, additional working capital is needed, particularly to launch the O2H Funding division.

#### **Capital Requirement and Use of Funds**

**Round 1** – \$20,000 in debt Notes to be used during Year 1

Approximately 50-60% of the funds raised from a Note are placed in secure Certificates of Deposit (CD) in one of four banks used by the Company. Based on an agreement between O2H and any of these four banks, the selected bank provides O2H with a line of credit equal to 5-to-10-times the amount of the CD face value. This line of credit is only used to fund Company-owned and managed properties. Deeds to the Company-owned rehab properties are held in the name of O2H. Typically it takes 2-3 months to rehab a property; therefore properties are listed for resale usually within a month or two after purchase to start the resale process and shorten the holding period. The remaining 40-50% of funds is used for operating capital.

**Round 2** – An option of \$250,000 will be used to aggressively expand the Company's funding division, Open Door Funding, LLC, beginning early in Year 2. This round will provide the hardmoney needed to fund the loans requested by client-rehabbers and other outside customers seeking residential property loans.

## **Liquidity Strategy**

To be assigned...