

DeepDocs

The logo for DeepDocs features the word "DeepDocs" in a serif font. The "Deep" is white and the "Docs" is a gold color. Below the "p" in "Deep", there is a large, stylized "D" that is also gold, partially overlapping the "p" and the "D" in "Docs".

AI-Agent for Clinical Research

Team

Co-Founded by a complementary team with experience in Healthcare, AI and Finance/Strategy



Jules Descamps

Co-Founder, CEO

- Jules is an orthopedic & traumatologic surgeon at Bichat-Beaujon University Hospital in Paris, France.
- He also holds a Master of Science in Biomechanics from the prestigious ENSAM (Arts et Métiers ParisTech)



Guillaume Draznieks

Co-Founder, CTO

- Guillaume is a young Engineer who graduated from Ecole Polytechnique de Paris and the Swiss Federal Institute of Technology (ETH Zürich).
- He previously worked at Quinten



Greg Batby

Co-Founder, COO

- Greg was a Investment & Strategy Manager at BiB and Sundora both in Dubai/Paris
- Previously, he worked in M&A at Wagram Corporate Finance and PE at Cathay Capital
- He holds a MSc in Strategy & Corporate Finance from EDHEC



Advisors & Partners



[Pascal Boilaud](#)
Professor of Orth. Surgery
[@ICR](#)



[Leila Dulau](#)
Consultant Clinical
Research
[@Opti-CR](#)



[Jeremy Stern](#)
CPTO
[@Carreside](#)



[Julien Moussali](#)
General Manager US
[@WeFight](#)



[Jean-Charles Spanelis](#)
One-stop SaaS
Advisor
[@Finalis](#)

Health Sector

1. Help us to find new clients (Hospitals, Industrials, Laboratories, CRO)
2. Develop new partnerships, & answer to Large Groups's "Appels à projet"

Tech

1. Recruitment of engineers, architecture, security, cloud servers, IT development, etc.)

Sales

1. B2B sales process (from Leads to CRM)
2. LinkedIn + emailing campaign



[Pierre Desmarais](#)
Lawyer e-Health
[@Desmarais Avocats](#)



[Ambre Bernat](#)
Legal Advisor & DPO
[@DL Corporate](#)

Legal

1. Advisor on Legal aspects, GDPR compliance, contracts
2. DPO follow-up



[Damien Tardieu](#)
BA & Advisor
[@Niland](#) (Sold to Spotify)

Advisory & VC

1. Advice on funds raisings & strategy
2. Develop relationships with VC funds



[Nor-eddine Regnard](#)
Founder & CMO
[@Gleamer](#) (Raised 30M€)



[Hervé Beck](#)
Associate Partners
[@Axel Partners](#)

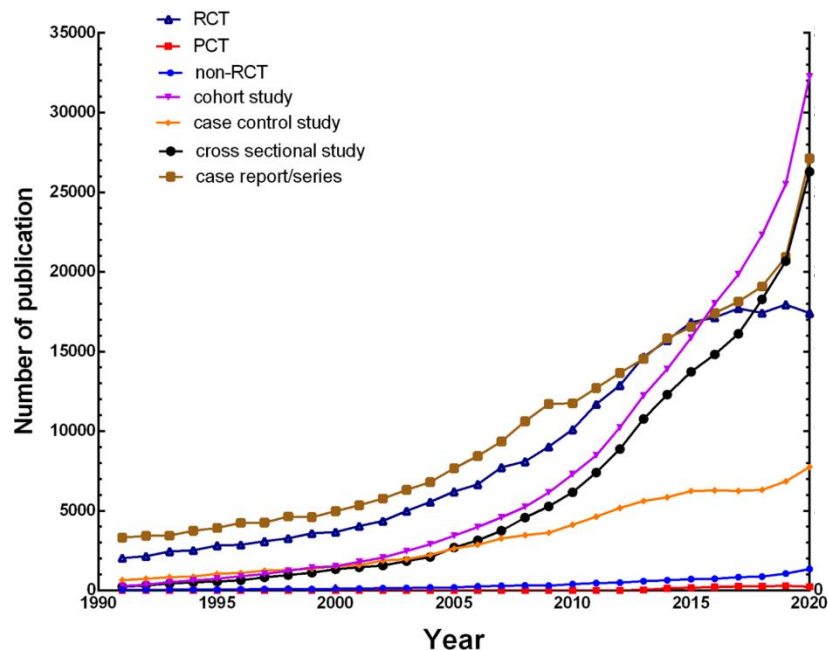
Recruitment & Development

1. Recruitment of senior profiles in Health & Insurance
2. Develop relationships with large groups

Context (1/3)

Ever-growing number of Medical Data & Publications in Europe...

+1000%
OVER LAST 5 YEARS⁽¹⁾



Context (2/3)

Due to (i) Regulators all around Europe

PRESSURE

FROM REGULATORY AUTHORITIES ON MEDICAL DEVICES & PHARMA



Context (3/3)

And (ii) higher R&D budgets from Medical Devices and Pharma companies to comply with regulators

+90%

INCREASE OF R&D BUDGETS OVER 9 YEARS⁽³⁾

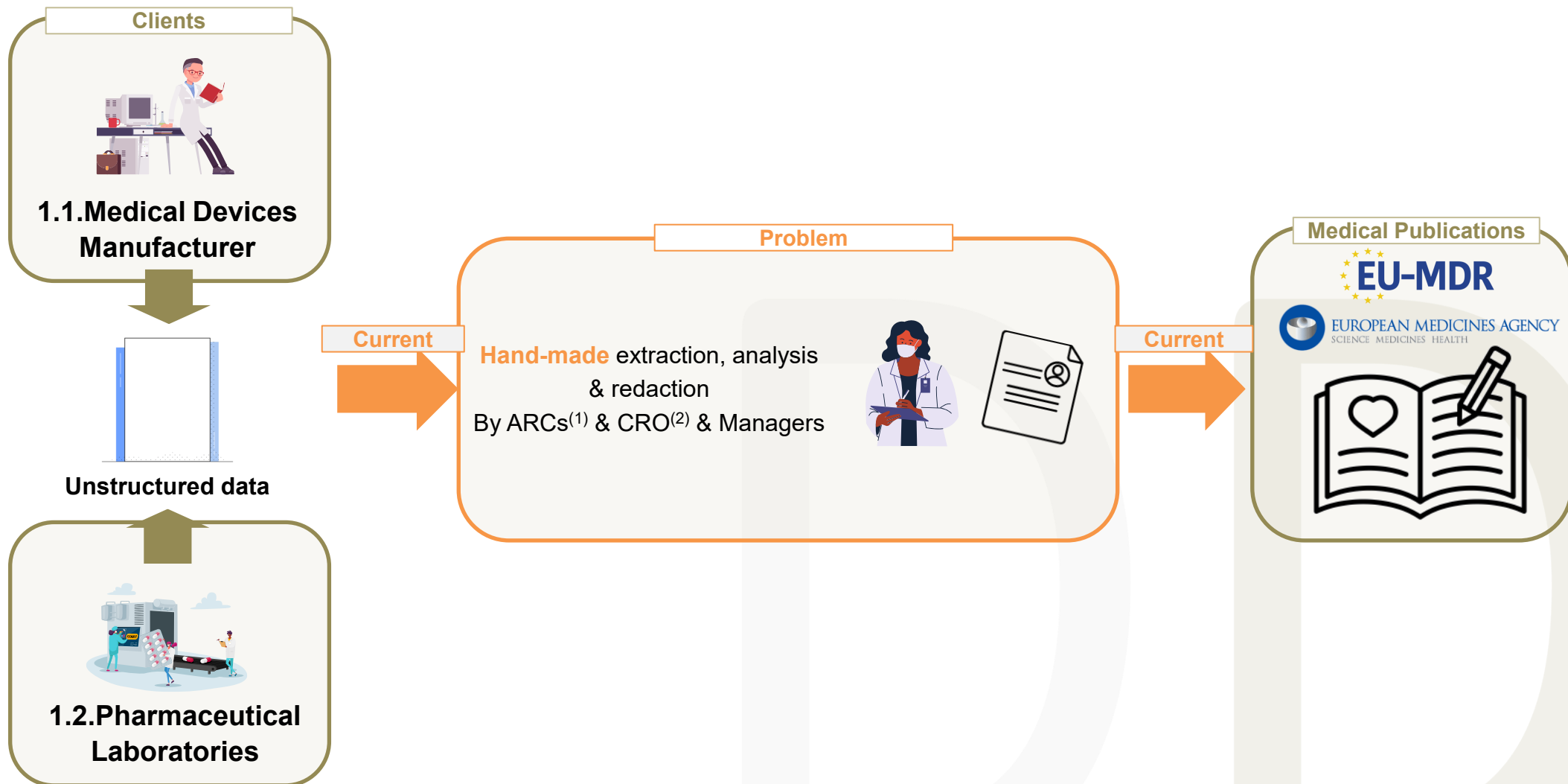
Meaning more Clinical Studies & Product registrations

So More Medical Publications



Problem (1/2)

Clients write Medical Publications manually

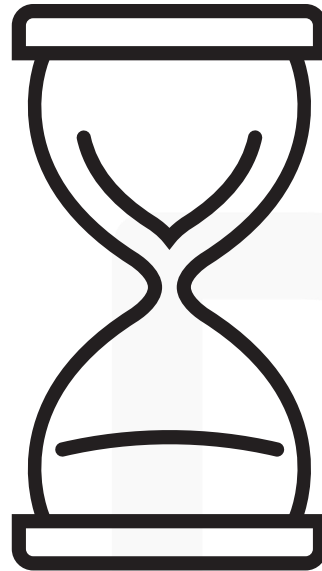


Problem (2/2)

Redaction of Medical Publications takes c.3 months to 1 full-time employee ; it costs around €10k



HAND-MADE



TIME



COST

Solution

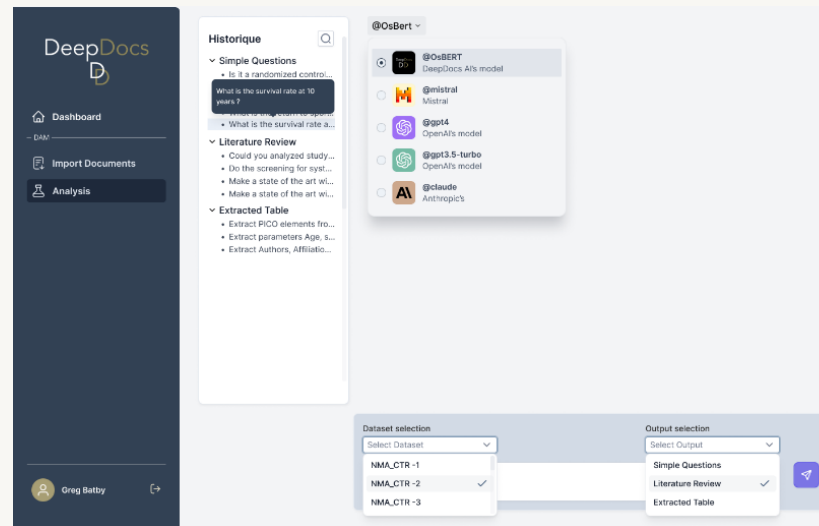
DeepDocs, a platform to get your Medical Publications in 20min, 5x cheaper, without changing your current process

+1000x
Gain of productivity

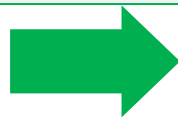
5x
Lower cost

Solution

DeepDocs



Future



Unstructured data

Format: Text, pdf, word

Future



Structured data

Medical Publications

such as Literature review,
Scientific review, CE-marking
file, EU-MDR file, PMS review
(PMCF, PMCFR), CSR ⁽¹⁾,
protocols, etc.)



[Watch the video at this link](#)

Market (1/2) - A +€1.1bn market in FR

The Medical Literature Review Market for Medical Devices (MD) and Pharmaceutical companies in France

Phase 1 – Focus Medical Devices

c.1 400 Medical Devices players in France
i.e. **€32.5bn of sales**

o/w 50% class 2 & 3 i.e. **€16.2bn**

o/w 15% allocated in R&D,
i.e. **€2.45bn**

o/w 15-20% allocated for Literature review,
i.e. **€370-490m**

Phase 2 – Enlarge to Pharma

Pharmaceutical companies in France generate
€63bn of sales

They allocate +10% in R&D
i.e. **€6.3bn**

o/w +320 clinical trials in France /year

o/w 10% allocated for Literature review,
i.e. **€630m**

The Literature review intervenes, both for Medical Devices and Pharmaceutical companies, at 3 different stages:
(i) the **R&D** phase ; (ii) the **Regulatory** phase (**EU-MDR & EMA**) ; (iii) the **Post-Market Surveillance** phase

Market (2/2) - Competitors

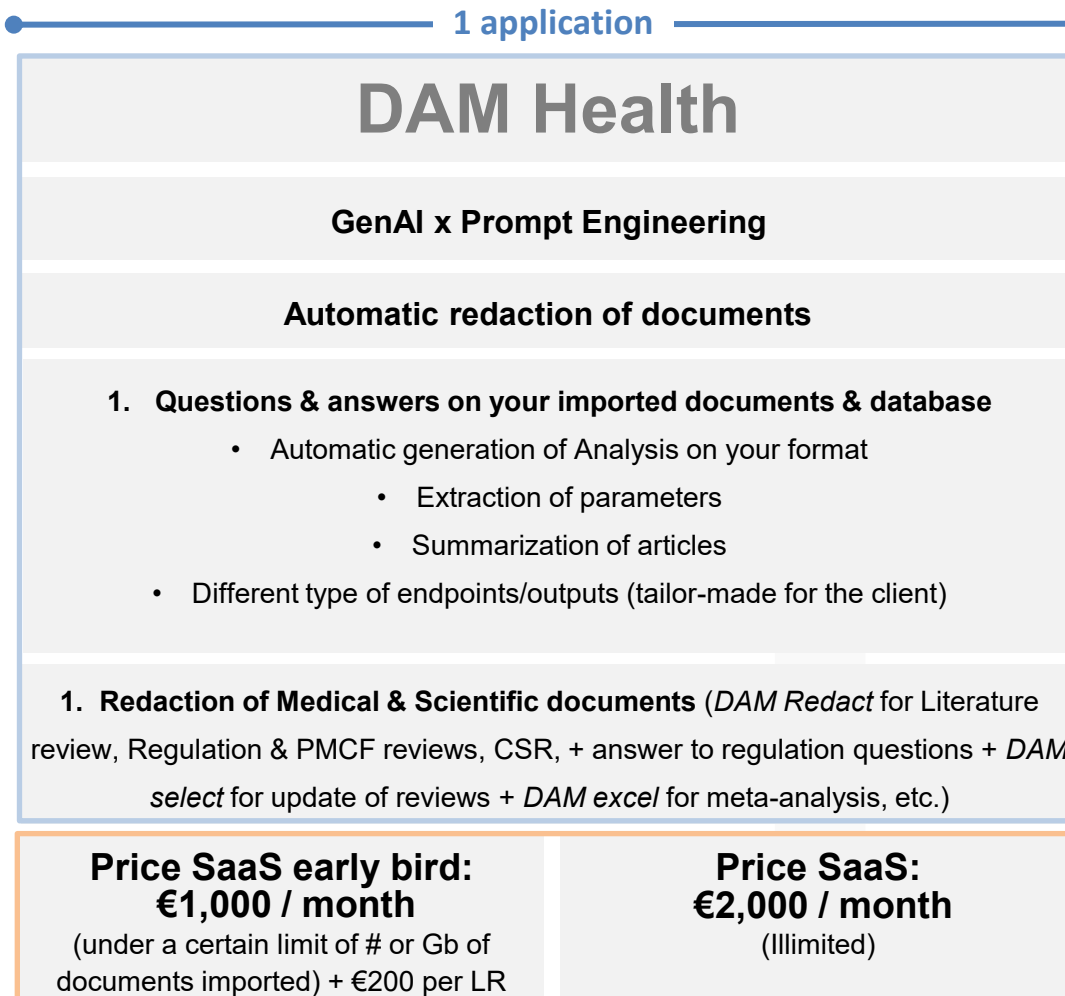
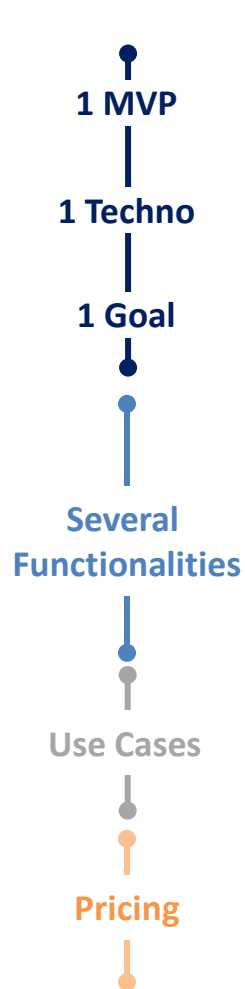
					Business Model		Functionalities			Sectors			Techno	
	Nom	Since	FR?	Business	Price/ mth	Model	Automatic writing	Info. traceability	Extract. of data	Agnostic	Health	MD	GenAI x Prompt Engineering	Funds or EV / FTEs
	 DeepDocs	2022	✓	AI Assistant for Businesses	2k€	SaaS Service	✓✓	✓✓	✓	✓	✓	✓	✓	30k€
Direct competitor	 Yseop	2007	✓	AI for Scientific writing	NA	Service SaaS?	✓	✓	✓	✓	✓	✗	✓	€40m EV 100 FTEs
	 ArcaScience	2018	✓	AI for Pharma Clinical Studies	NA	Service SaaS?	✓	✗	✓	✗	✓	✗	✗ (trained LLM)	€4m 15 FTEs
	 KIRO	2019	✓	AI for biology clinical reports	NA	Service	✓	NA	✗	✗	✓	✗	✗ (trained LLM)	€15m 15 FTEs
	 SAVANA	2014	✗ ES	From EMR to RWD	50k€	Service	✗	✗	✓	✗	✓	✗	✗ (trained LLM)	€25M 145 FTEs
Large US	 ARRIA	2020	✗ US	NLP for business	NA	SaaS Service	✓	✓	✓	✓✓✓	✓	✗	✓	€100m EV +90 FTEs
	 neo4j	2007	✗ US	AI Assistant for Businesses	NA	SaaS Service	✓✓	✓✓	✓	✓✓✓	✓	✗	✓	€1.7bn EV +200 FTEs
	 s_	2018	✗ US	AI Assistant for B2C Research	100€	SaaS	✓	✓	✗	✓	✓	✗	✓	\$2m 4 FTEs
Other verticals	 jimini	2023	✓	AI for Legal	NA	SaaS Service	✓	✓	✓	✗	✗	✗	✓	€3M
	 LexisNexis	1970	✗ US	AI for Legal		SaaS Service	✓	✓	✗	✗	✗	✗	✓	
		2023	✗ US	AI Assistant for B2C	30€	SaaS	✓	✓	✗	✓	✗	✗	✓	\$3.5M 10 FTEs

DD

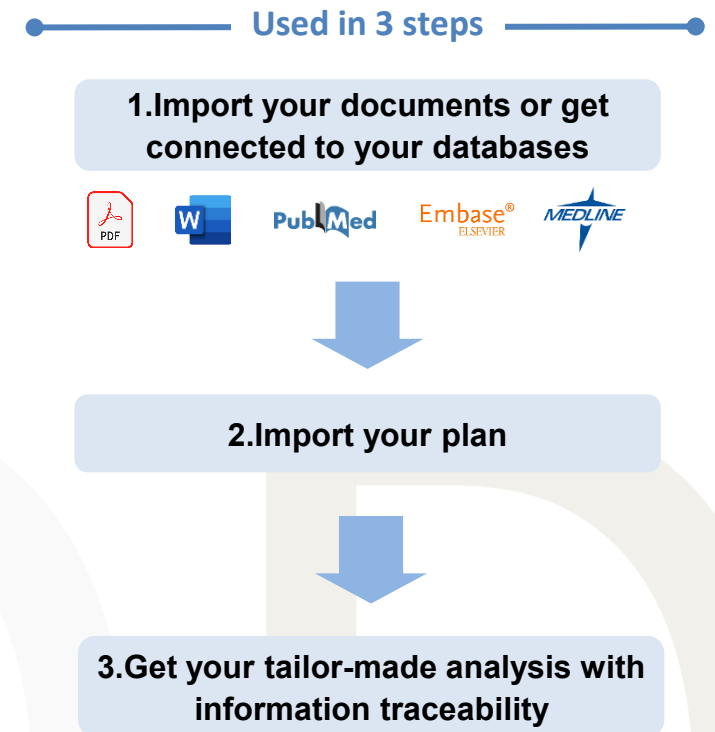
DeepDocs

Solution & Business Model

1 SaaS application to generate Literature Review and Several other use cases co-developed with our Healthcare clients



► Voir [Sales Pricing](#)



Clients (1/3) – Signed clients

c.6 renown players tested and paid for our solutions

1. Medical Devices Industrials



How do they gain time?

1. “DAM solution helps them to automate the redaction of a Literature review”



2. Hospitals, Clinics & e-CRF



How do they gain time?

1. “DAM solution helps them to extract and structure confidential parameters for their clinical studies”



3. Other specialities



How do they gain time?

1. “They use the platform for doctor & patient signatures, as well as pseudonymisation of sensitive data”



4. Clinical Research Officer (CRO)



How do they gain time?

1. “DAM solution helps them to extract and structure parameters for clinical studies of their client
2. DAM also helps them to automate the redaction of Literature review”



5. Medical Insurances

How do they gain time?

1. “DAM solution helps them to classify document, summarize documents and find potential risk in contracts”

































Clients (2/3) - A strong backlog

+15 customers under discussion representing a potential of 360K€ ARR

N	Client	Size (Sales)	Status	Solution	Price/month	SOTA/ year	Contract over FY24	Potential # of add. users/licences
1	Unicancer	€2,5bn	Signed	DAM + e-signing + DeepMask	Per patient up to 135k	500	€50K	20
2	Groupe Lépine	€59m	Signed	DAM	€2K	8	€24K	2
3	Newclip Technics	€30m	Ongoing Signature	DAM	€2K	8	€24K	1
4	FX Solutions	€25m	Ongoing Signature	DAM	€2K	6	€24K	1
5	Croix Saint Simon	NA	Ongoing Signature	DAM	€2K	4	€24K	1
6	FH Ortho	€31m	Ongoing Signature	DAM	€2K	40	€24K	3
7	Symbios	c.€40m	Ongoing Discussion	DAM	€2K	c.50	€24K	2
8	Amplitude	€88m	Ongoing Discussion	DAM	€2K	c.60	€24K	4
9	Evolutis	€30m	Ongoing Discussion	DAM	€2K		€24K	2
10	Euros	€22,5m	Ongoing Discussion	DAM	€2K		€24K	2
11	Noraker	€4m	Ongoing Discussion	DAM	€2K		€24K	1
12	Adler Ortho	€50m	Ongoing Discussion	DAM	€2K		€24K	2
13	ATF Lape Medical	€10m	Ongoing Discussion	DAM	€2K		€24K	1
14	Avicenne Devlpt.	€2m	Ongoing Discussion	DAM	€2K		€24K	1
15	CeramTec	€780m	Ongoing Discussion	DAM	€2K		€24K	5
16	Ceraver	€11m	Ongoing Discussion	DAM	€2K		€24K	1
Total						€30k	€410k	

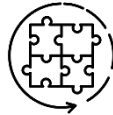
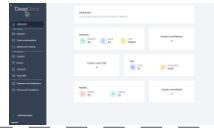
Clients (3/3) - A strong pipeline

We identified Head of Clinical Affairs to be contacted in +40 Health companies, and Partners in +50 Investment Banks

Type of client	Healthcare			
CAC40	sanofi			
	<u>Europe</u>		<u>US</u>	<u>Asia</u>
Large Cap Medical Devices Manufacturer	     		       	
Large Cap Pharma	     		       	   

Traction and business model

An all-in-one B2B SaaS platform that provides GenAI assistants to +5 clients, with 15 ongoing discussions and a strong pipeline



1

Application
SaaS &
Private cloud

c.10

IA models
@OsBERT
@gpt4
@claude
Etc.

€2k

Monthly ARPU⁽¹⁾

10x

Margin on AI
tokens

1

Solution
DAM Health

1

Sector
Healthcare
(Medical Devices,
Pharma &
Oncology)

- c.6 -

Clients
signed

15

Backlog

15k

MRR

- c.90 ->

Pipeline

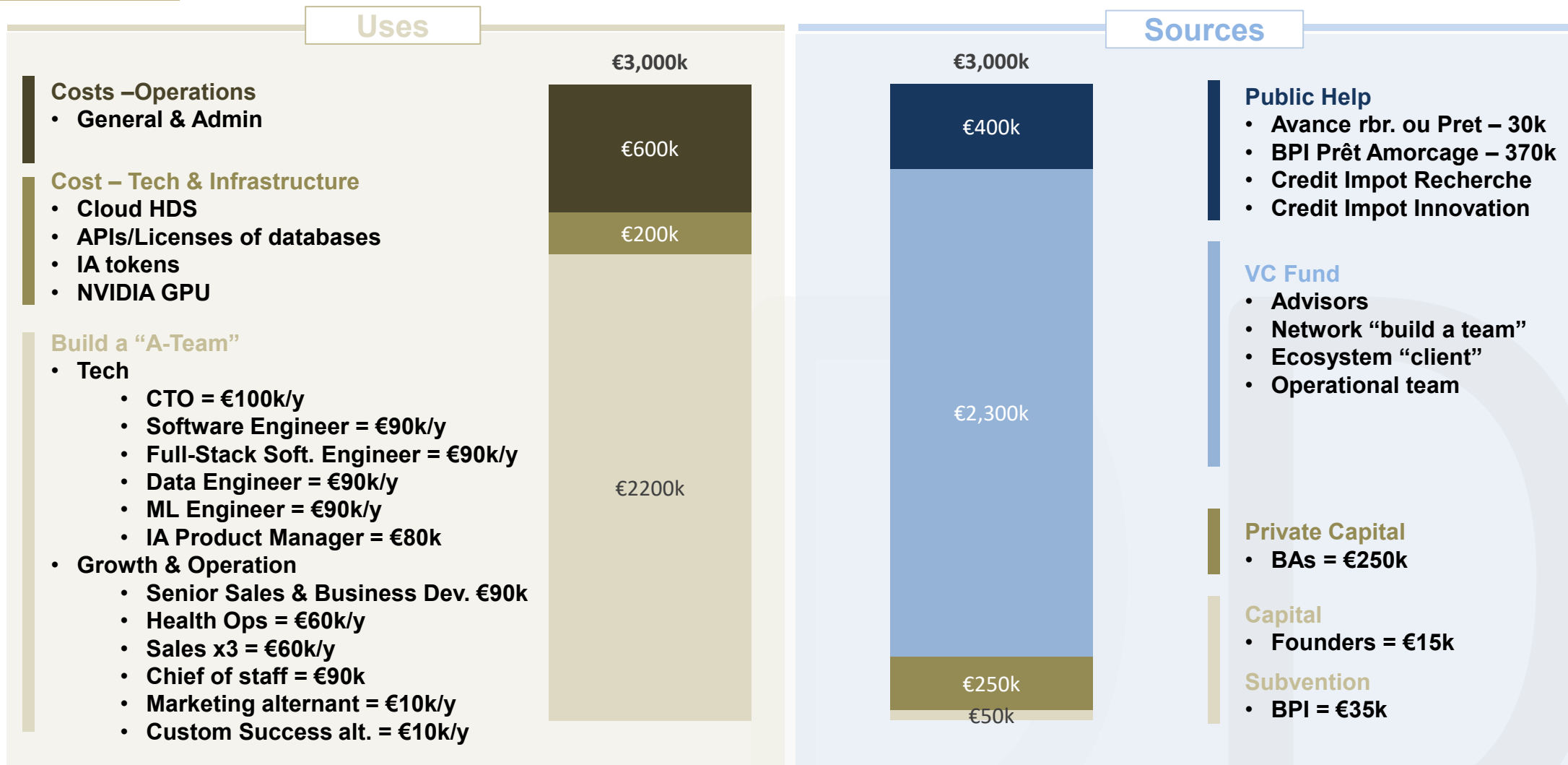
Today

3

months since
the creation of
the SaaS

Sources & Uses over 30 months

Raising \$3m at a \$10m valuation



Business Plan

ARR forecasts 150x in 2.5y, and +1000x in 4.5y

Evolution based on Investment needs, Solution and Clients

Co-Founders equity
& BPI

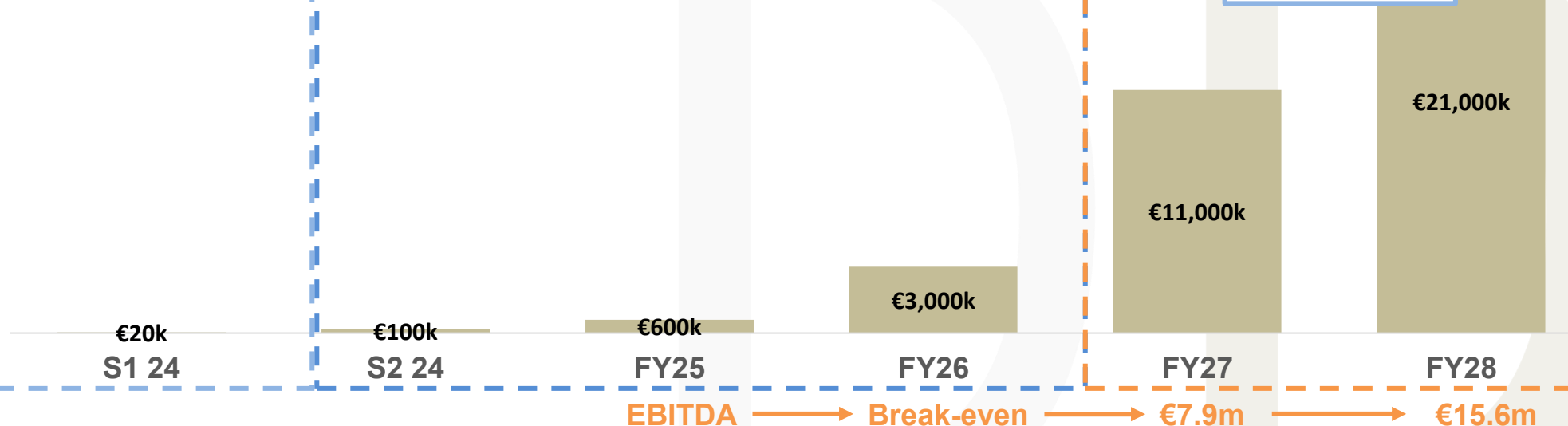


Objectives: Topline growth

Invest. Requirements phase 2: VC for c.€3m

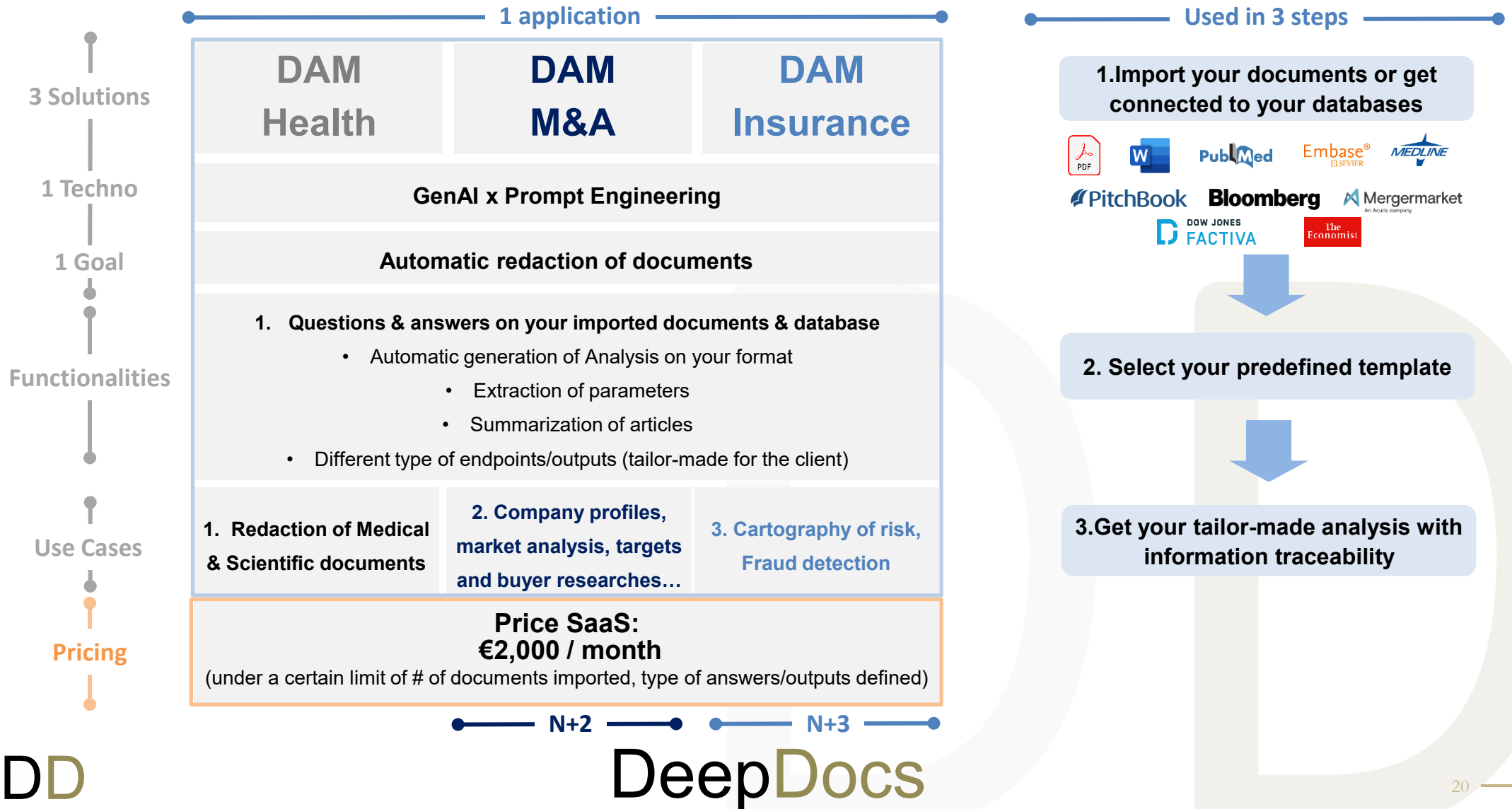
Objective: EBITDA improvement

	Service + SaaS	SaaS				
License per solution						
	3	NA				
	1	5	20	80	160	350
	0	1	4	12	30	60
	0	0	4	16	50	150



Roadmap

1 SaaS application, 3 MVPs, Several use cases co-developed with our Healthcare, Insurance and Finance clients



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jules@deepdocs.fr