



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



ASSISTANCE PUBLIQUE  
HÔPITAUX DE PARIS



**quinten**  
trusted AI for good



EDHEC  
BUSINESS SCHOOL



# Advisors & Partners



Pascal Boilaud

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



Leila Dulau

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

## 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"



Jeremy Stern

CPTO  
[@Carreside](#)



Julien Moussali

General Manager US  
[@WeFight](#)



Jean-Charles Spanelis

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

## 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 [Santéinfo](#))



Nor-eddine Regnard  
Founder & CMO  
[@Gleamer](#) (Raised [20M€](#))

## Advisory & VC

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



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

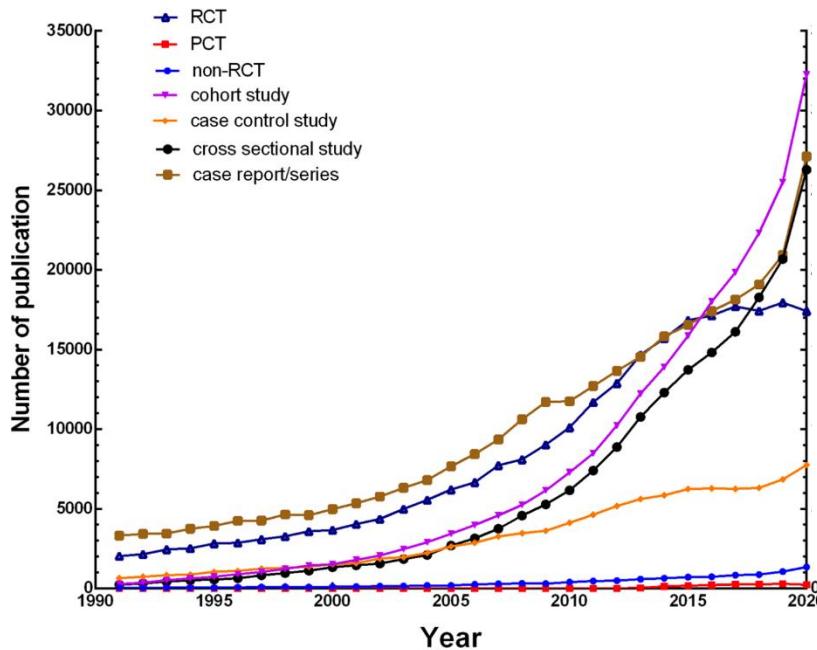
## Recruitment & Development

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...

+ 100 %  
OVER LAST 5 YEARS<sup>(1)</sup>



## 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%

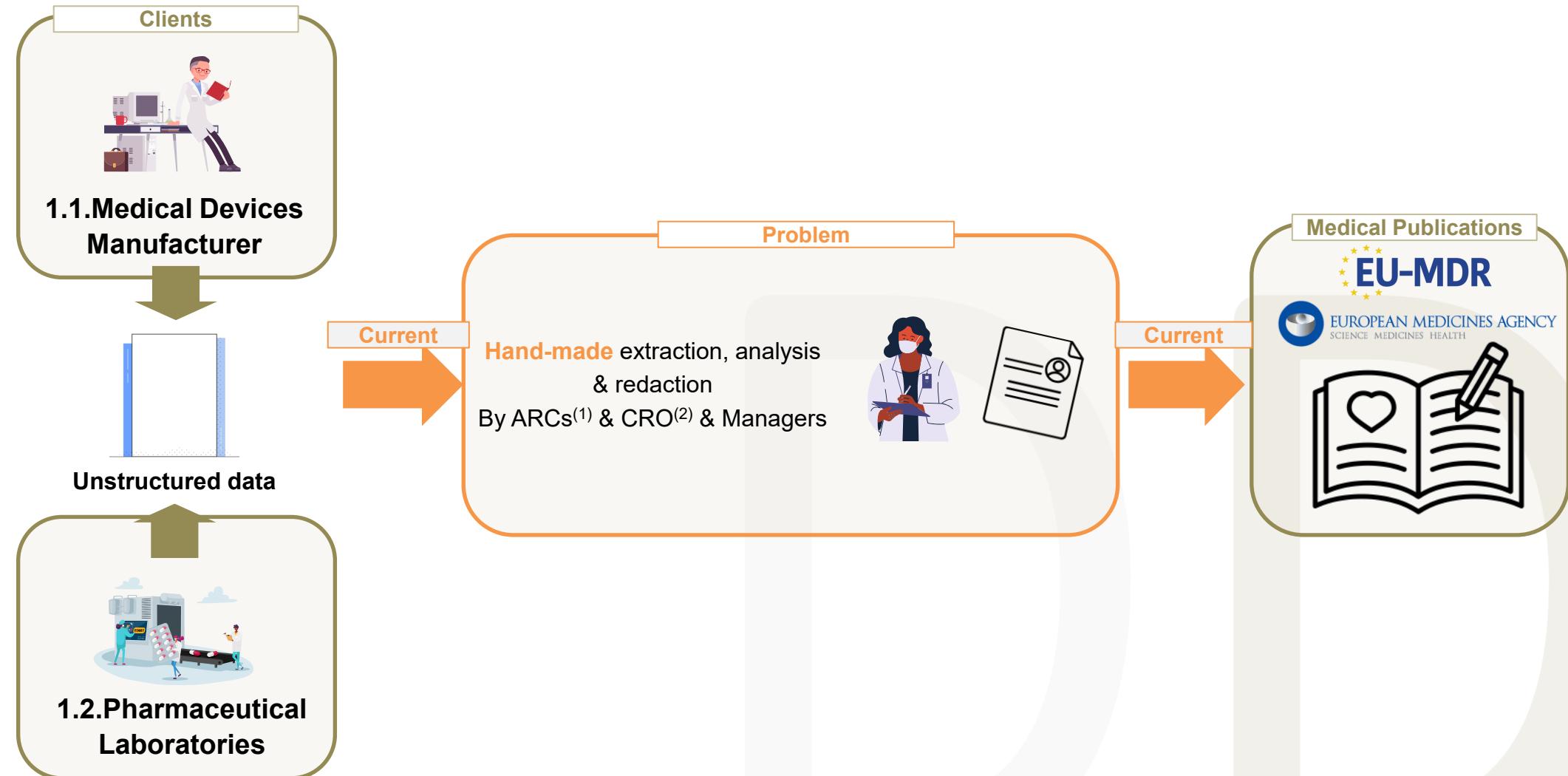
INCREASE OF R&D BUDGETS OVER 9 YEARS<sup>(3)</sup>

Meaning more Clinical Studies & Product registrations  
So More Medical Publications



# Problem (1/2)

## Clients write Medical Publications manually

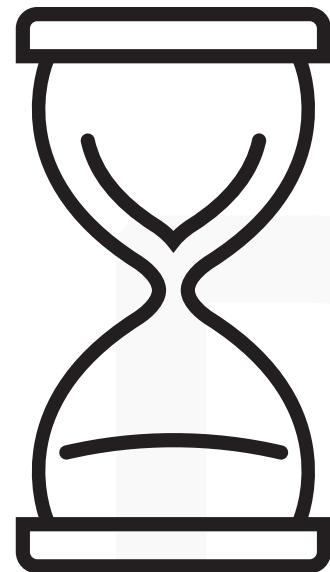


## Problem (2/2)

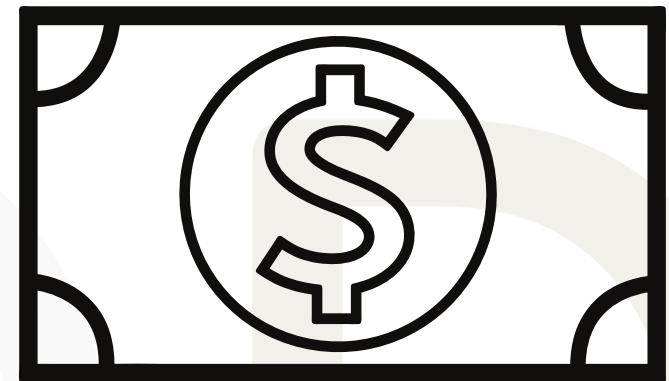
Redaction of Medical Publications takes c.3 months to 1 full-time employee ; it costs around €10k



HAND-MADE



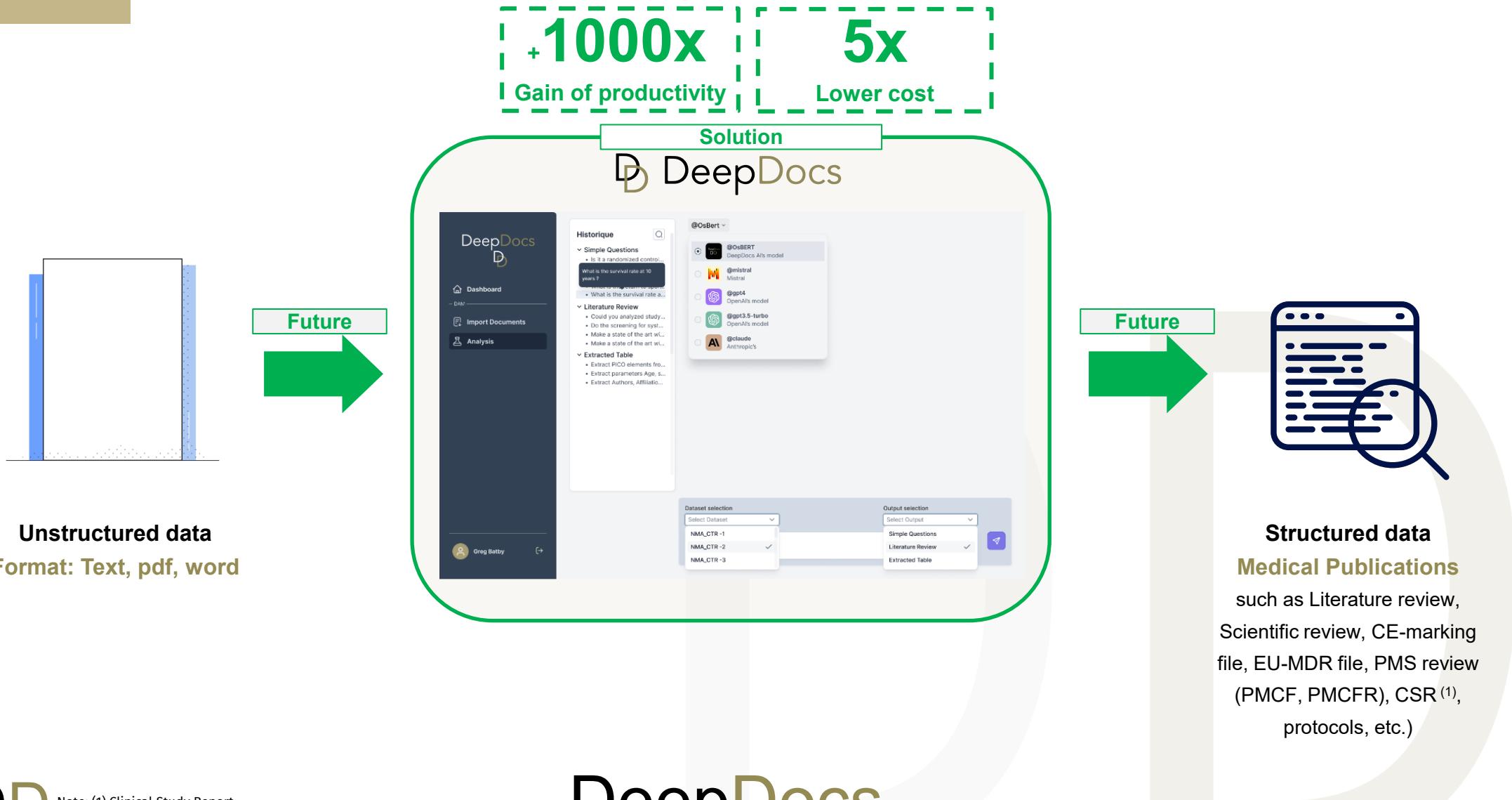
TIME



COST

# Solution

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





[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.1400 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

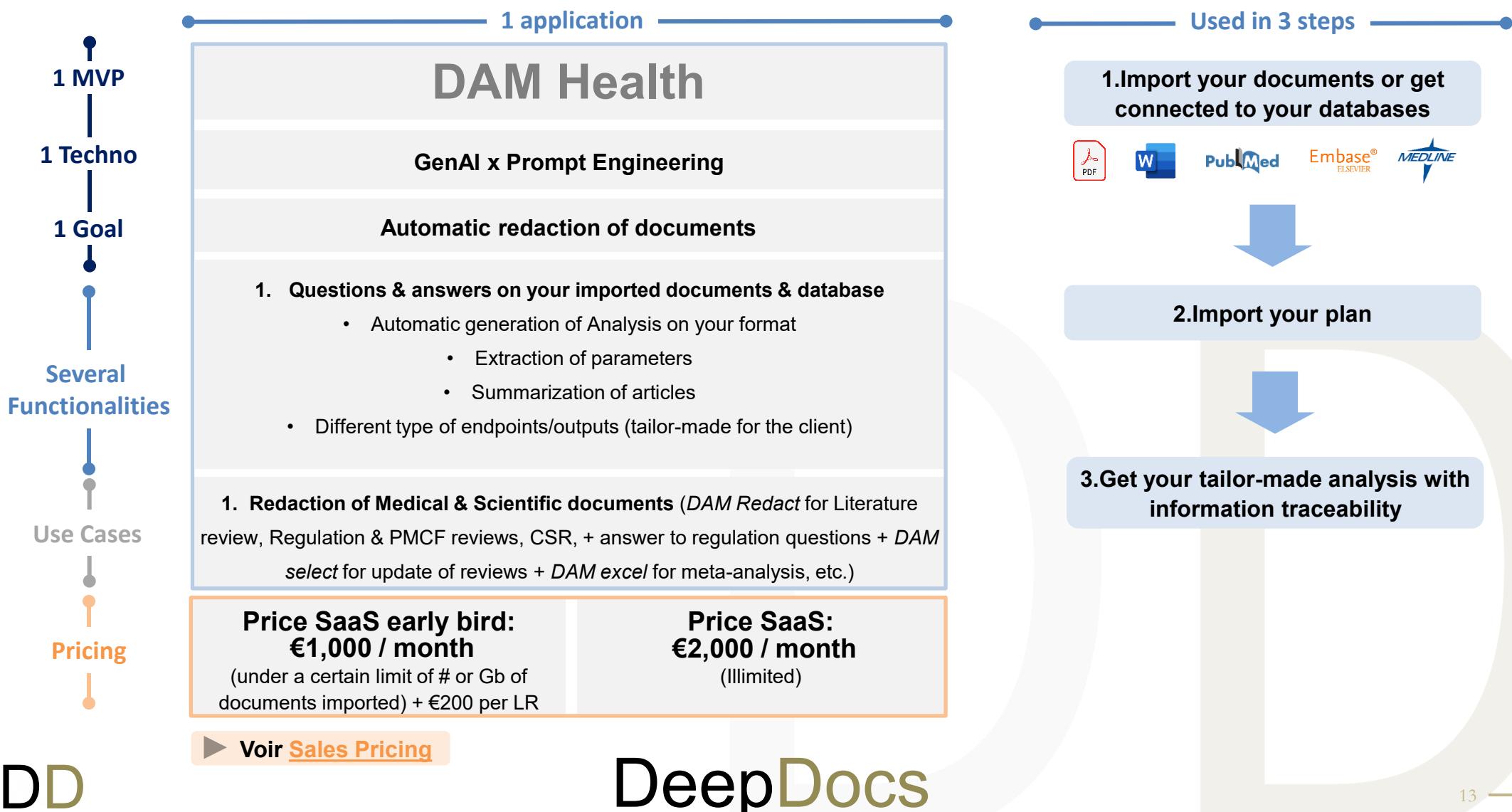
# Market (2/2) - Competitors

|                   | Competitor Analysis Matrix |       |      |                                 |                        |               |                   |                    |                     |          |        |                 |                            |                     |
|-------------------|----------------------------|-------|------|---------------------------------|------------------------|---------------|-------------------|--------------------|---------------------|----------|--------|-----------------|----------------------------|---------------------|
|                   | Product Overview           |       |      |                                 | Technical Capabilities |               |                   |                    | Market Segmentation |          |        | Strategic Focus |                            |                     |
|                   | 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  |
| Direct competitor | DeepDocs                   | 2022  | ✓    | AI Assistant for Businesses     | 2k€                    | SaaS Service  | ✓✓                | ✓✓                 | ✓                   | ✓        | ✓      | ✓               | ✓                          | 30k€                |
|                   | 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 |
| Other verticals   | s_                         | 2018  | ✗ US | AI Assistant for B2C Research   | 100€                   | SaaS          | ✓                 | ✓                  | ✗                   | ✓        | ✓      | ✗               | ✓                          | \$2m 4 FTEs         |
|                   | jimini                     | 2023  | ✓    | AI for Legal                    | NA                     | SaaS Service  | ✓                 | ✓                  | ✓                   | ✗        | ✗      | ✗               | ✓                          | €3M                 |
|                   | LexisNexis                 | 1970  | ✗ US | AI for Legal                    |                        | SaaS Service  | ✓                 | ✓                  | ✗                   | ✗        | ✗      | ✗               | ✓                          |                     |
|                   | DD                         | 2023  | ✗ US | AI Assistant for B2C            | 30€                    | SaaS          | ✓                 | ✓                  | ✗                   | ✓        | ✗      | ✗               | ✓                          | \$3.5M 10 FTEs      |

DeepDocs

# Solution & Business Model

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



# 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”



### 5. Medical Insurances

### 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”



#### How do they gain time?

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

# DeepDocs

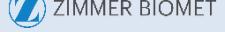
# Clients (2/3) - A strong backlog

**+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                                  |
| <b>Total</b> |                   |              |                    |                            | <b>€30k</b>            |           | <b>€410k</b>       |                                    |

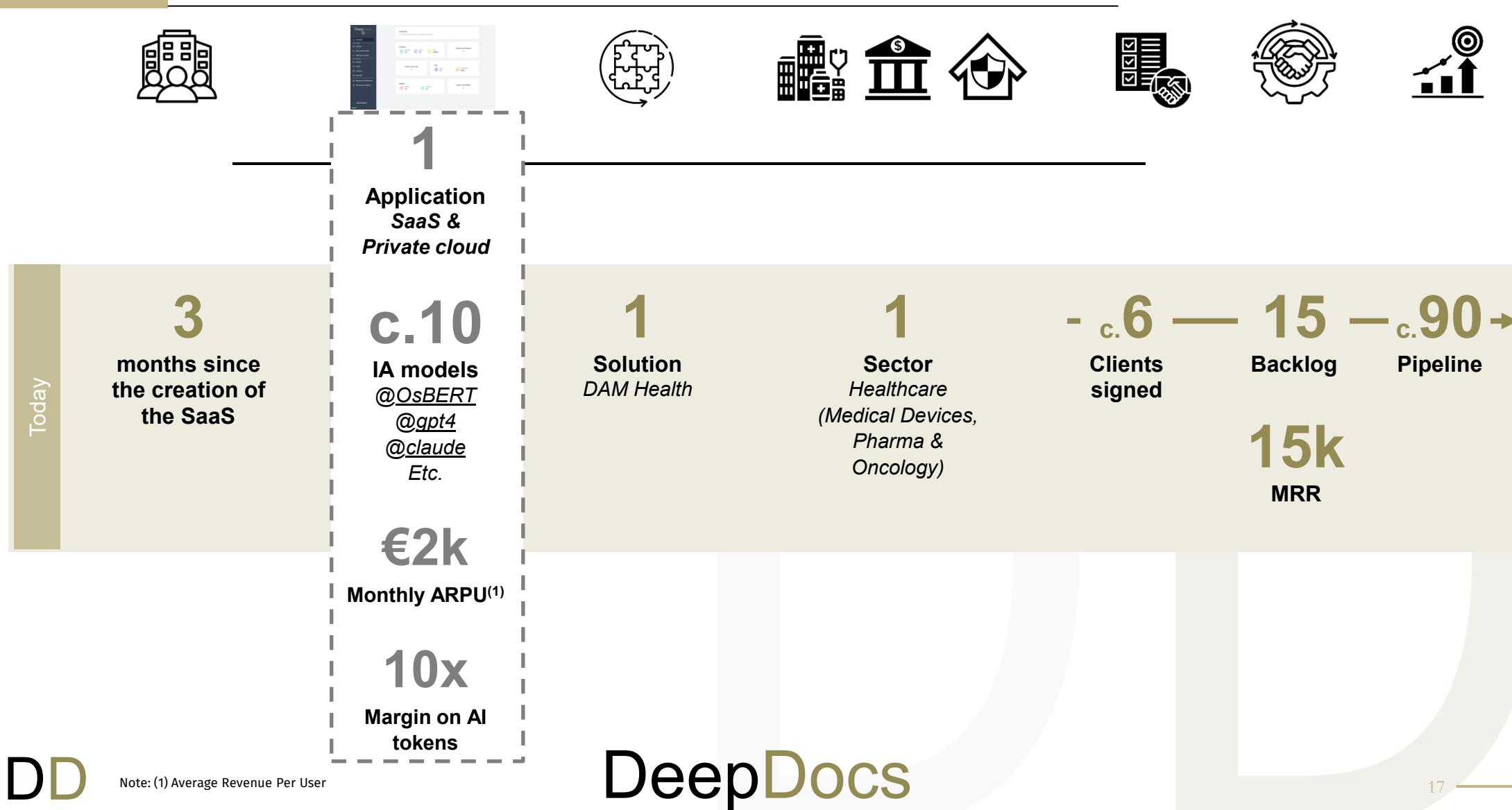
# Clients (3/3) - A strong pipeline

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

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

# 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



# Sources & Uses over 30 months

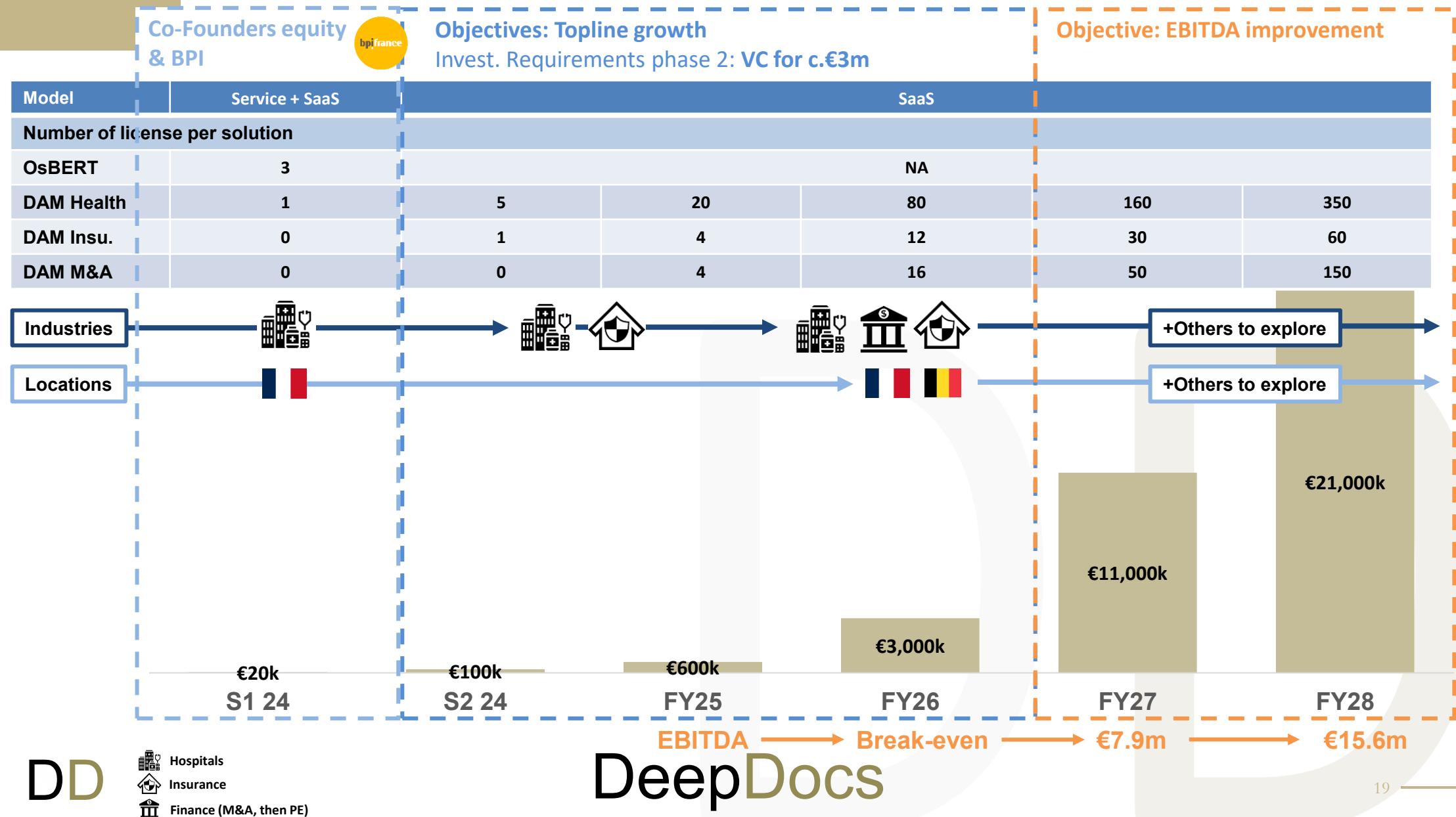
## Raising \$3m at a \$10m valuation



# Business Plan

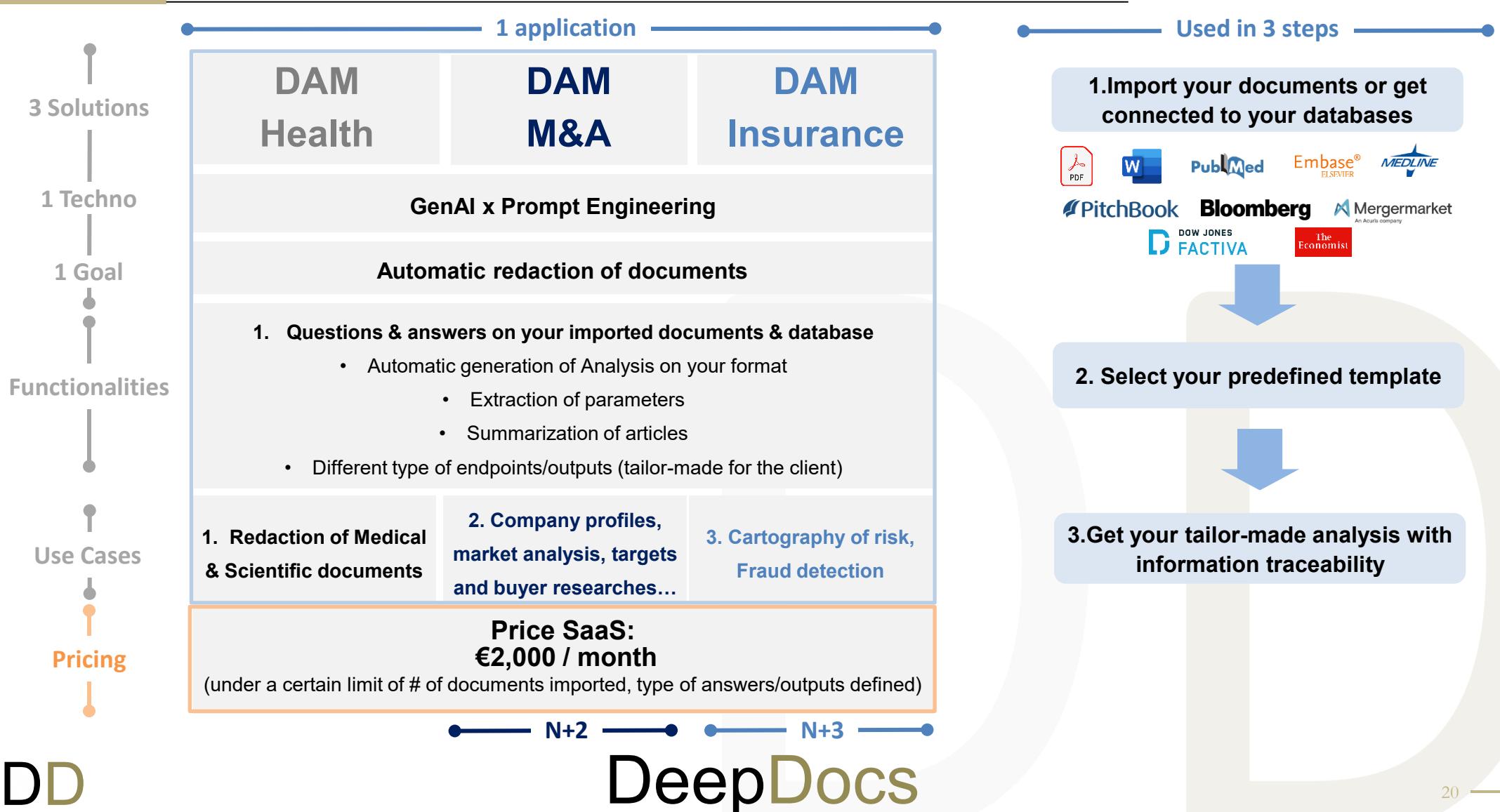
ARR forecasts 150x in 2.5y, and +1000x in 4.5y

Evolution based on Investment needs, Solution and Clients



# Roadmap

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





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