



**GLOBAL
ROUNDS**

Vision

Global Rounds ensures every patient gets the care they need by delivering essential equipment, supplies, and international pharma with precision and technological efficiency—anytime, anywhere.



Founder
Dawit Girma

Global Rounds Advisory Board

Physician-Scientists



Entrepreneurs



Business Unit

Medical Supplies & Equipment (DMEPOS)

Global Rounds Medical Supply, Inc.

Problem

Access delays: Patients often wait days or weeks for essential medical equipment (Site)

Compliance hurdles: 719A renewals, prior authorizations, WOPD, and F2F requirements create delays and denials (Site)

Inefficient providers: National suppliers are slow; local shops can't scale (Site)

Impact: More hospital readmissions and reduced patient independence (Site)

WORLD

USAID officially shuts down and merges remaining operations with State Department

JULY 1, 2025 · 5:01 AM ET

HEARD ON MORNING EDITION

By Fatma Tanis, Leila Fadel



3-Minute Listen

+ PLAYLIST

TRANSCRIPT

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abcNEWS

Live

Video

Shows

Shop

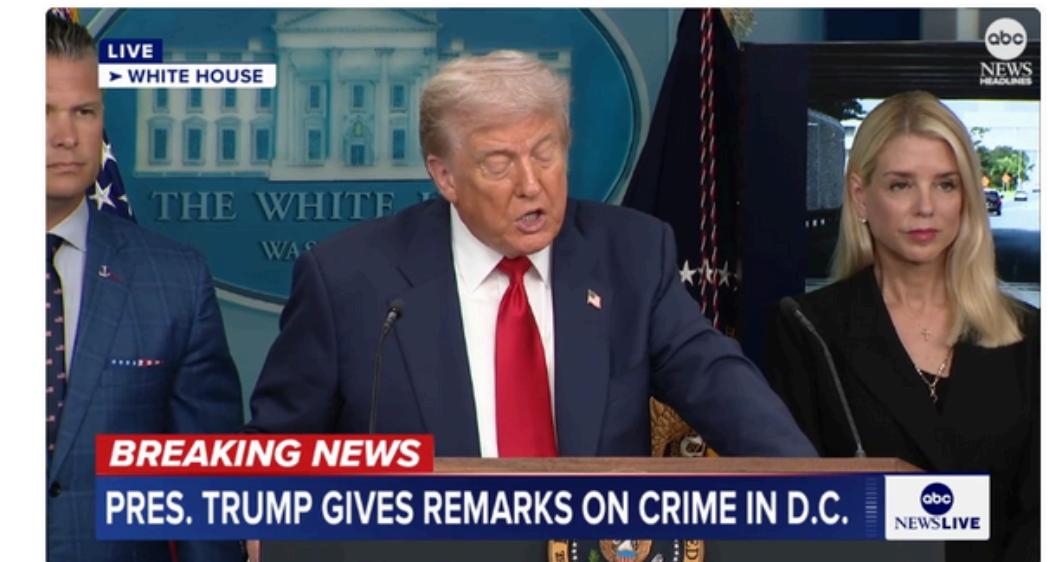
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Medicaid was signed into law 60 years ago. Trump's big bill is chiseling it back

This summer, President Donald Trump has begun to chisel back Medicaid and food stamps

By LISA MASCARO AP congressional correspondent
July 30, 2015, 7:24 AM



National headlines from ABC News Catch up on the developing stories making headlines.

Market Size & Opportunity

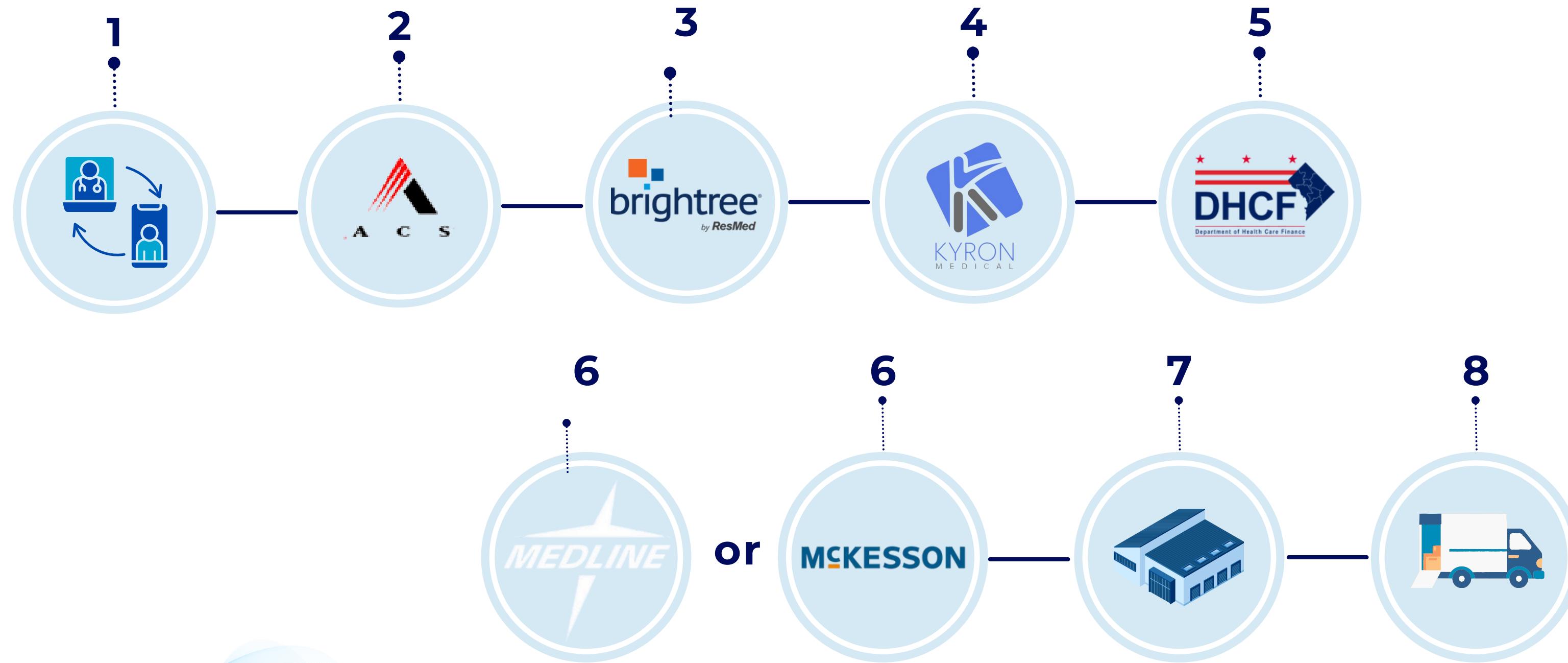
DC Aging Population: ~16.4% of residents are aged 60+; growth in chronic disease cases.

D.C. Medicaid & Medicare DME Spend: \$1.3 billion per year.

Global DME Market: \$232.5B in 2025, growing ~5.4% annually.

Expansion Potential: Expandable to other urban Medicaid markets nationally.

Our Tech-Driven Solution



Operations Engine

Tech Stack:

Brightree – EMR/DME billing hub

Kyron AI – compliance automation

ShareFile – document archiving

Process Discipline: Weekly KPI tracking (denial rate, first-pass %, on-time renewals).

 ShareFile™

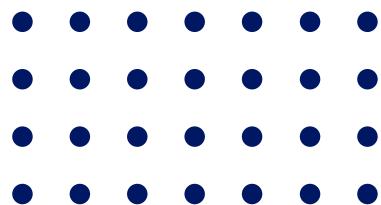


>>> Workflow

-  **Intake**
-  **Eligibility Check**
-  **Prior Auth**
-  **Fulfillment**
-  **Billing**
-  **Resupply**
-  **Renewal**

Vendors

Covid-19, Bathroom Safety, Beds, Foot Care,
Incontinence, Creams, Lifts, Scooters, Walking
Aides, Wheelchairs



MCKESSON





Business Model

Recurring resupply: incontinence, diabetic, wound care
= ~70% of revenue

Mobility and Durable equipment: wheelchairs, walkers,
hospital beds = ~30%

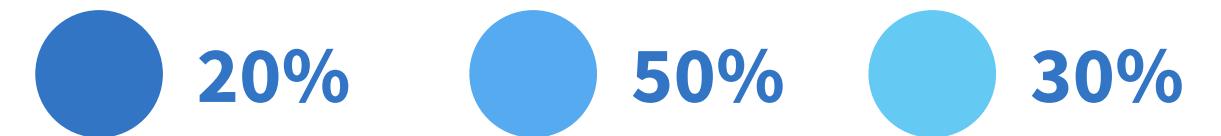
Payors: Medicaid (DC Health Alliance, AmeriHealth,
Amerigroup), Medicare, private insurance

Business Model

Margin Profile

Recurring: 25–35% gross margin

Mobility: 15–25% gross margin



Cash Flow Strategy:
Shorten DSO to <28 days via compliance-first SOPs.

Competitive Landscape



Nationals

Slower, impersonal,
longer delivery times.



Local mom-and-pop

Faster but low compliance,
limited tech.



Global Rounds Advantage

Capitol Medical Supply model
proven in DC market

Tech-driven + accredited from
day one

48/72 hour delivery

Scalable without loss of
compliance.

Global Rounds Medical Supply, Inc.

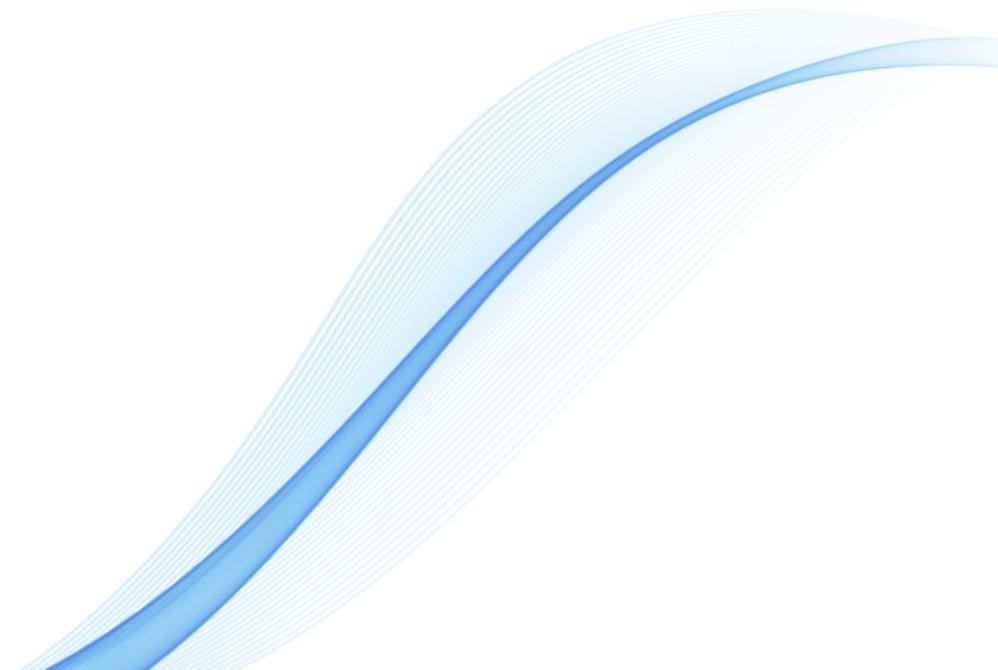
Scaling Durable Medical Equipment
Access in the District and Beyond.
DME branch of Global Rounds.



- Tech-enabled DME provider targeting Medicaid and Medicare in underserved urban markets.
- 48–72 hour delivery, compliance-first model adapted from Capitol Medical Supply.
- Ask: \$25k initial insurance ask, \$500K pre-seed SAFE @ \$4–\$5M cap

- Covid-19
- Bathroom Safety
- Hospital Beds
- Wheelchairs
- Walking Aides
- Foot Care
- Incontinence
- Creams
- Lifts
- Scooters

Go-to-Market Strategy



Solution 1

Direct outreach to clinics, hospitals, case managers.

Solution 2

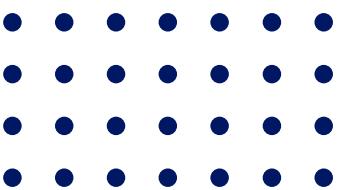
Partnership with MCO care coordinators for direct referrals.

Solution 3

Local community outreach for brand trust.

Solution 4

Incentivized referral pipeline (non-cash benefits where compliant).



Traction to Date

Global-Rounds.com live (**Squarespace**).
Vendor accounts ready (**Medline, McKesson**).
Partnership with Kyron Medical **in the works**
Clear Mirror AI

Ops lead: 16 years Capitol Medical Supply management experience.
Relationships with MCOs & referral sources in place.

Compliance & Accreditation

ACHC/JCAHO accreditation from launch – required to bill Medicare and Medicaid.

SOPs designed for 100% audit pass rate.

719A renewal forms tracked to prevent interruptions in recurring billing.

HIPAA-compliant workflows to safeguard patient information.



Use of Funds

Marketing & Customer Acquisition \$10,000 – \$25,000

Provider outreach campaigns (physician offices, clinics, hospitals): \$5,000 – \$8,000
Digital marketing (SEO, PPC, targeted ads for patient demographics): \$3,000 – \$10,000
Community partnerships and sponsorships: \$2,000 – \$7,000

Operations & Infrastructure \$25,000 – \$40,000

Operations & Infrastructure – \$25,000 – \$40,000
Office/warehouse lease (if not fully remote): \$10,000 – \$15,000 initial setup
Furniture, phones, printers, patient intake stations: \$5,000 – \$8,000
IT systems: Brightree, Kyron Medical AI (claims processing automation), and ShareFile setup/licensing: \$7,500 – \$12,000
Delivery coordination tools and HIPAA-compliant communications: \$2,500 – \$5,000

Additional Costs – \$5,000 – \$10,000

Unexpected regulatory changes, supplier delays, or tech upgrades.



Licensing & Compliance – \$55,650

DC State DME License: ~\$150
Medicare Enrollment Fee: ~\$500
Liability Insurance (Coverage \$250k+): ~\$1,500/year
Surety Bond (Medicaid/Medicare requirement): ~\$50,000
Accreditation (e.g., ACHC or BOC): ~\$3,500 – \$5,000

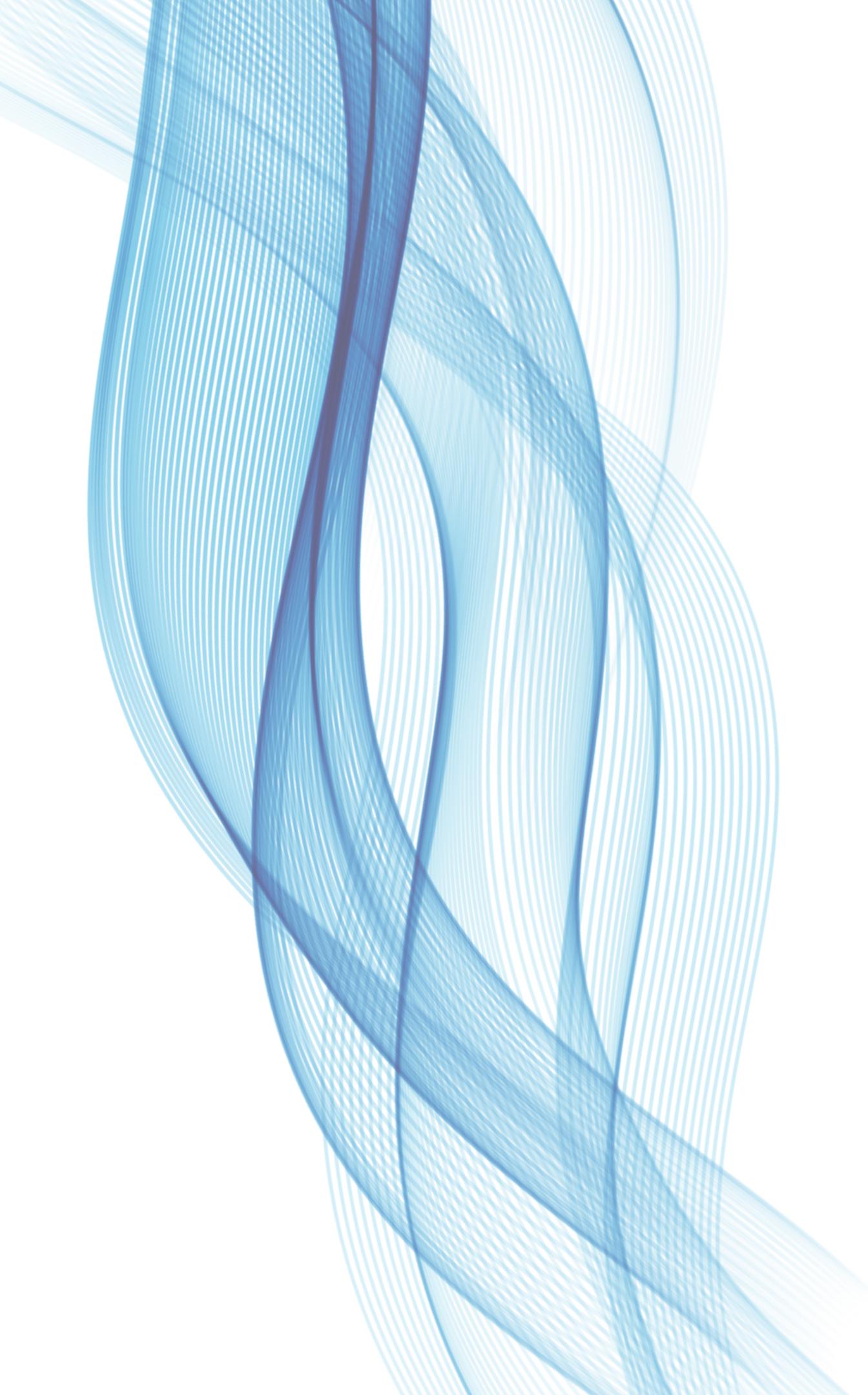
Working Capital – \$20,000 – \$50,000

Payroll for operations lead & part-time admin in first 6 months: \$15,000 – \$30,000
Buffer for patient supply orders while awaiting insurer reimbursement: \$5,000 – \$20,000

Financial Projections

Month	Gross Billings	Net Collections	EBITDA Margin
3	\$20k	\$16k	15%
6	\$40k	\$32k	20%
12	\$60k	\$48k	25%

Break-even: 9–12 months.
Goal: \$500K+ annualized billings in Year 2.



The Ask | \$3.5M

SAFE with \$10M valuation cap

Priority repayment via revenue share
Equity upside potential

Build technology & compliance foundation
Enable rapid market entry & scaling
Expand operations & strategic partnerships

Platform positioned for significant revenue growth in 24 months

Foundation for accelerated expansion & market leadership

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Exit Opportunities

- 
1. Acquisition by national DME provider looking to buy regional tech-enabled operators.
 2. Strategic sale to home health or telehealth platform integrating DME.
 3. Potential to expand into pharma import/export vertical later.

Business Unit Two

Global Rounds Biopharma Trading

Problem

Chronic stockouts & shortages: Public warehouses routinely ship only partial orders; health facilities report “low stock levels or stock out” of many essential medicines, disrupting care and eroding trust.

Logistics and distribution failures: Distribution planning is weak – delivery schedules often slip due to vehicle breakdowns, limited fleets and workforce gaps. Poor route optimization and inventory control lead to expired shipments and backlogged stocks.

Narrow supplier base: Ethiopia relies on imports for ~85% of its medicines. Only ~11 local pharmaceutical firms exist, producing <20% of needed volumes, leaving the market dependent on a few foreign suppliers.

High public health needs: Large disease burden strains supply: e.g. ~40,000 Ethiopian children die of pneumonia annually. Yet tracer drug availability is low (often <72% in public clinics, <50% for NCD medications, highlighting unmet demand).

Solution

Pfizer Supplier Diversity Model: Includes small/global suppliers in its \$500M+ supply network.

Trading Hub Concept: Leverages Pfizer's logistics (e.g. global vaccine distribution) to source key drugs.

MoH Partnership: Builds on existing programs (e.g. 40M+ Pfizer pneumococcal vaccines delivered).

Industry Boost: Aligns with Ethiopia's Kilinto Pharma Park strategy and local production goals.



Market Size & Opportunity

Fast-growing market: \$684M in 2018, projected ~\$1.7B by 2025.

High import volumes: 85% of medicines are imported; import demand is rising.

Large supply gap: Estimated \$700M+ unmet need by 2025.

Strategic fit: Government targets 47% local production – a trading unit can fill urgent gaps now.

Business Unit Three

Global Rounds Physician-Researcher Program

Physician-Scientist Network



Business Model

Global Rounds AI

AI copilots are added throughout the process from referral to renewal, speeding up approvals, preventing denials, and keeping patients and case managers in the loop

Kyron Medical AI
Clear Mirror Therapy





Social Impact

Reduce access delays for vulnerable patients.

Improve patient independence & reduce readmissions.

Create jobs in underserved DC communities. International Medical Aid.

