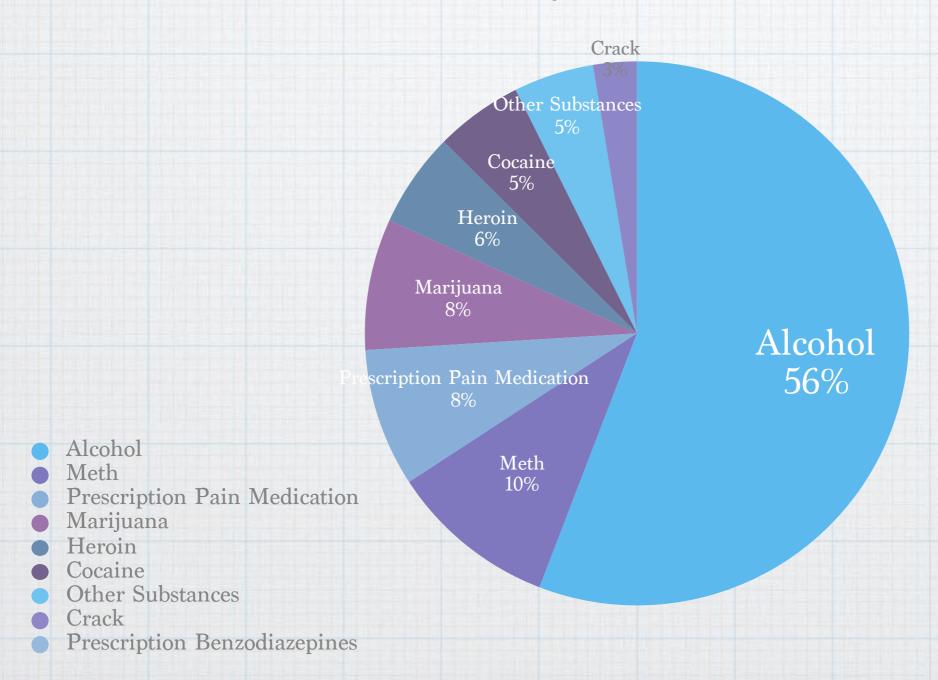
Alcoholic Support System

Presented by Team 4:

ShiyaoLi, BoyuLiu, BowenTan, YongfaTan, XiwenZhao

Status Quo

* Alcohol is the most treated substance in the addiction treatment. (Recovery Brands, 2017)

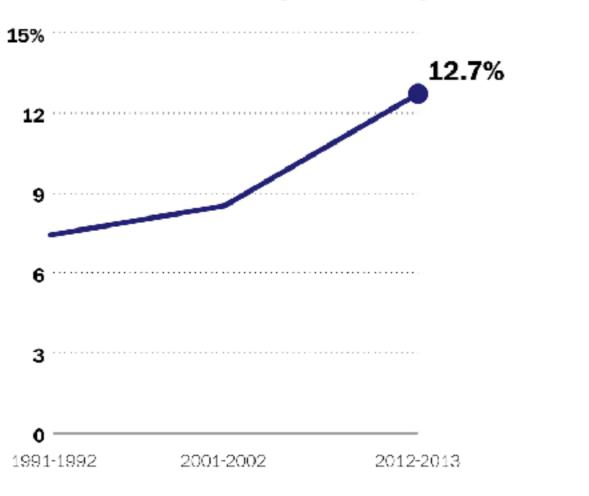


Market Size

* Over 16 million Americans have an alcohol disorder.

Alcoholism is on the rise

Rate of alcohol use disorder (alcoholism) among U.S. adults age 18 and older



WAPO.ST/WONKBLOG

Source: Grant et. al., 2017

Traditional Treatment



Hospital visit



Alcoholics Anonymous



Rehab center

Advantages of Traditional Treatment

Hospital visit	Professional treatment	Robust medical equipment	Authority
Rehab center	Peaceful environment	Concentrated therapy	Customized service
Alcoholics Anonymous	Totally free	Large customer base	Mental comfort

Problems of Traditional Treatment

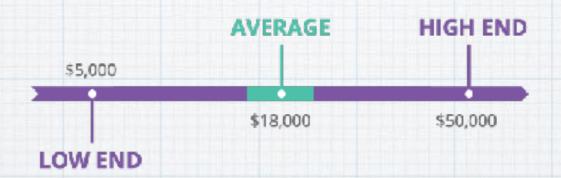
Hospital visit	Unnecessary expenses	Inconvenient	No privacy for everyone
Rehab center	Comparatively expensive	Spotty quality	Not-tested therapy
Alcoholics Anonymous	No professional treatment	Not individualized	No privacy for celebrities

Details of Problems—Hospital

- * Unnecessary expenses
 - * Registration fee, hospital stay fee, medical service fee and transportation fee
- * Inconvenient
 - * Registration takes much time
 - * Wait in line to make appointments with doctors

Details of Problem—Rehab Center & Alcoholics Anonymous

* Expensive (Rehab center)



- * No guarantee of professional treatment
 - * Addiction counselors lack in training. In many states, they are not even required to have a college degree.
- * No guarantee of individualized treatment
 - * In some high end program, about 8 hours of day of seat time [in groups] when you are paying \$25,000-30,000 a month.
 - * Some outpatient treatment have no individual sessions.

The Key Problem - Privacy

* High rate of dropout

- * The alcoholic patient dropout rate is 76% in hospital and rehab.
- * 50% to 80% of people sent to [Alcoholics Anonymous] from treatment drop out within a year

* 1st reason is privacy!

- * These people do not want to be seen by their colleagues, friends or even families in a rehab center or alcoholic treatment hospital.
- * Privacy is a more severe problem among celebrities because of their high media exposure

What do we solve?

- * Unnecessary expenses
- * Inconvenience
- * No one-to-one counseling and treatment with certified doctor
- * Privacy (Most important for celebrities)

How do we solve it?

* Abstract

* Provide an <u>online</u> platform for <u>alcoholics</u> to get <u>prescriptions</u> from <u>doctors</u>, get <u>advice</u> from <u>therapists</u>, get <u>support</u> from other alcoholics, <u>privately and</u> <u>conveniently.</u>

Doctors Online Pharmacy (1)Doctor Matching (3) Doctor's Prescription Web/ **Mobile App** (5) Recovery (2) Privacy Protection Tracking **Therapists** (4) Medicine Delivery (6) Experience Sharing, **Group Chatting** Mutual Encouragement **Mutual Support Social Platform Patients**

How do we solve it?

* Doctor Matching

- * Design a <u>recommendation system</u> for patients based on user information and doctor's background, i.e.,
- * <u>User info</u>: gender, age, health insurance plan, preference of doctors' background, preference of treatment fees, symptoms, time and etc.
- * <u>Doctor info</u>: education, current position and working place, experience of treating alcoholics, charging range, patient evaluation scores, time and etc.

Doctors Online Pharmacy (1) Doctor Matching (3) Doctor's Prescription Web/ **Mobile App** (5) Recovery (2) Privacy Protection Tracking **Therapists** (4) Medicine Delivery (6) Experience Sharing, **Group Chatting** Mutual Encouragement **Mutual Support Social Platform Patients**

How do we solve it?

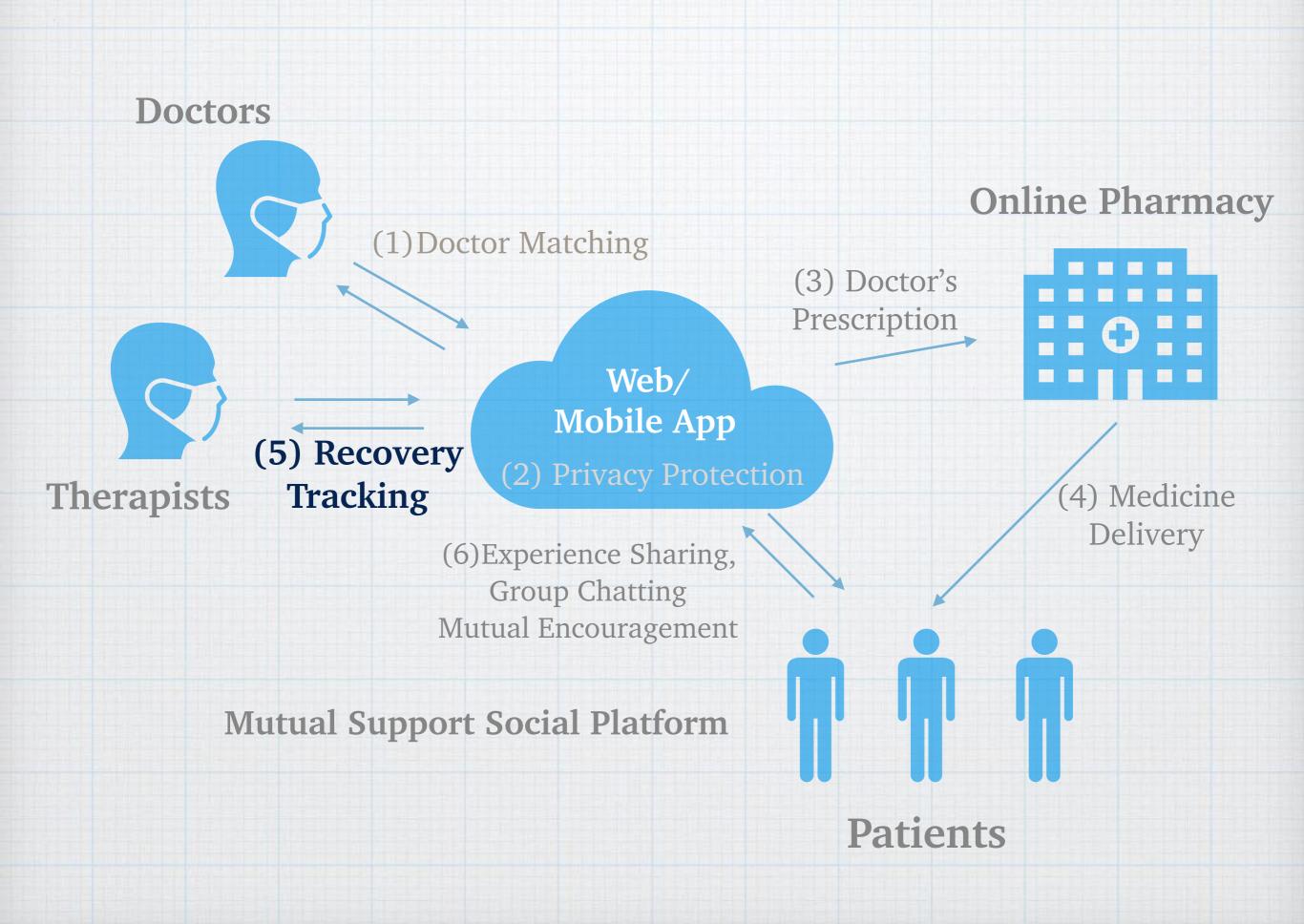
* Privacy Protection

- * Guarantee the <u>safety</u> of patient's private information.
- * Use an <u>alias</u> of patient's name on the prescription signed by the doctor.

Doctors Online Pharmacy (1) Doctor Matching (3) Doctor's **Prescription** Web/ **Mobile App** (5) Recovery (2) Privacy Protection Tracking (4) Medicine **Therapists Delivery** (6) Experience Sharing, **Group Chatting** Mutual Encouragement **Mutual Support Social Platform Patients**

How do we solve it?

- * Online Pharmacy
 - * Cooperate with real pharmacies.
 - * Enable automatic drug order and delivery for patients as long as the doctor signs a prescription and submits it.



How do we solve it?

* Recovery Tracking

- * Therapists will keep track on the patient's recovery process twice a week, i.e.
- * monitor his/her desire of drinking, give advice on how to overcome the anxiety and etc.

Doctors Online Pharmacy (1) Doctor Matching (3) Doctor's Prescription Web/ **Mobile App** (5) Recovery (2) Privacy Protection Tracking **Therapists** (4) Medicine Delivery (6) Experience Sharing, **Group Chatting** Mutual Encouragement **Mutual Support Social Platform Patients**

How do we solve it?

- * Online Mutual Support Social Platform
 - * Alcoholics need the <u>support</u> of other alcoholics.
 - * More convenient and private than A.A.

Doctors Online Pharmacy (1)Doctor Matching (3) Doctor's Prescription Web/ **Mobile App** (5) Recovery (2) Privacy Protection Tracking **Therapists** (4) Medicine Delivery (6) Experience Sharing, **Group Chatting** Mutual Encouragement **Mutual Support Social Platform Patients**

How do we solve it?

* Text Mining

- * Implement machine learning algorithms to analyze:
 - chatting history between doctors and patients,
 - public posts on social platform.
- * Improve the recommendation system based on the results of text mining.

Business Model

Key Partners

Doctors & therapist

Pharmacy

Insurance company



Key Activities



R&D: mobile & web APP

Ads: marketing

Cooperation with other organizations

Kev Resources



Mobile and web development engineers

Text mining and machine learning engineers Value Propositions



Privacy guaranteed

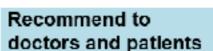
Convenient: online consultation, treatment, ordering and delivering

User-friendly APP

Accessible to certificated doctors

Reasonable price

Customer Relationships



Customized products and services

Cross sale and up sale service

Channels



Ads: hospital, app, social media

Online customer service

Questionnaire

Customer Segments



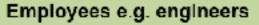
- a).remain anonymous
- b).desire convenient way

c).certificated therapist

Doctors & therapist

Pharmercy

Cost Structure



Initial ads fees

IT infra investment & maintenance

Revenue Streams

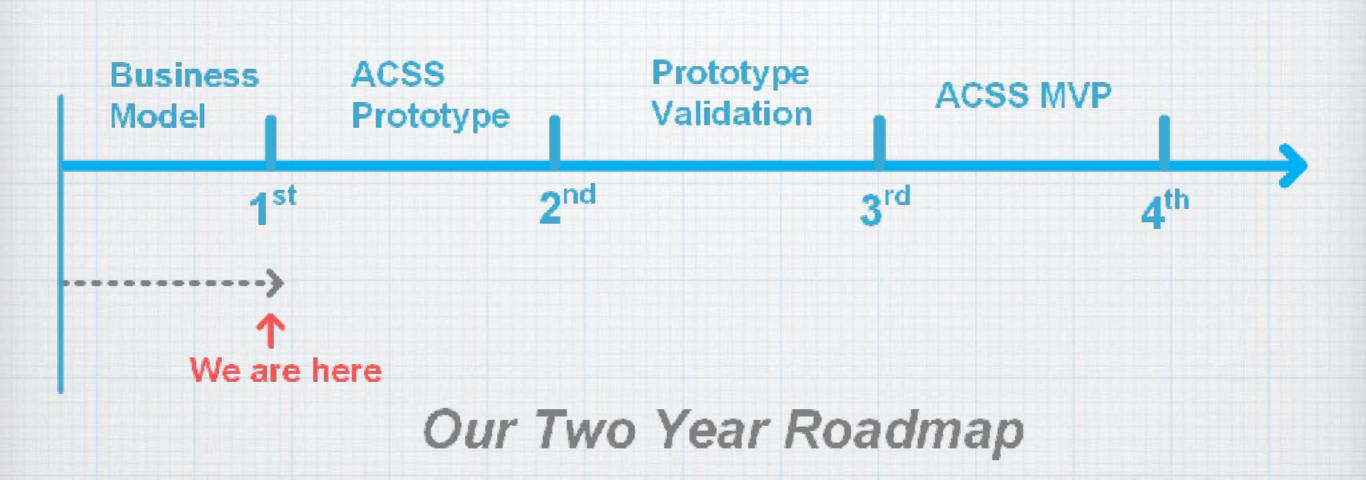
Brokerage fees

Advertising fee

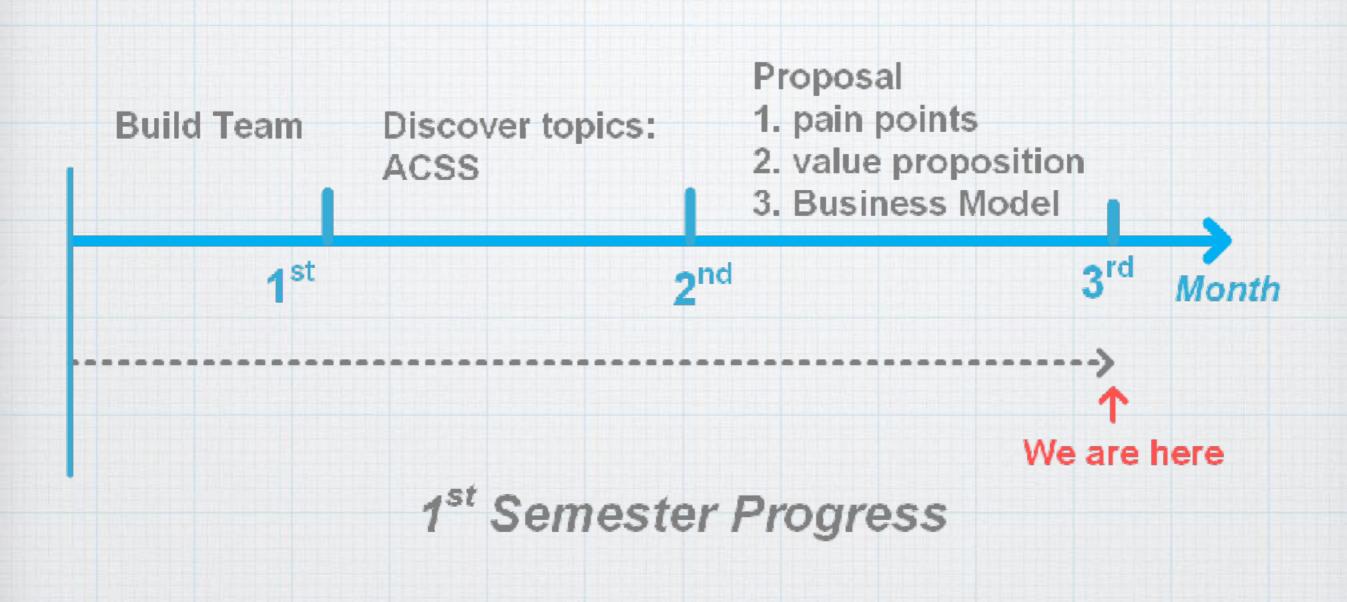
Pharmacy Commission



Status



Status (Cont' d)

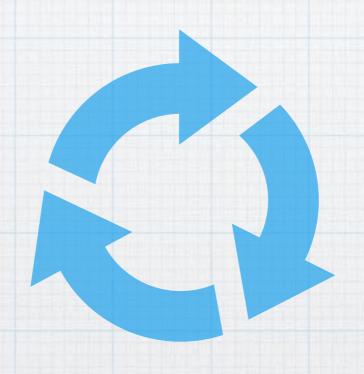


What's next in 2nd semester? — Prototyping

* Build an experimental model of our idea and solution.

What will we do?

Investigate& Hypothesize

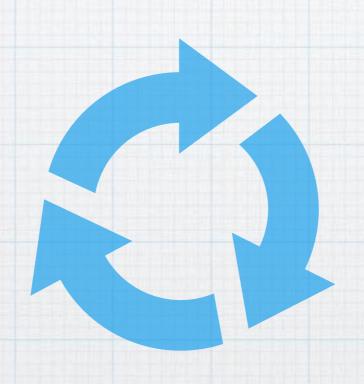


Test & Validate

Design & Prototype

What will we do?

Investigate& Hypothesize



Test & Validate

Design & Prototype

Investigate & Hypothesize

- * Interview with therapists, doctors and employees in hospitals and pharmacists and employees in pharmacies.
- * Talk to potential target customers, individuals or groups, as well as related social communities
 - 1. Alcoholics and their families or friends
 - 2. Ordinary families
 - 3. AA (an association of alcoholics who try, especially by mutual assistance, to overcome alcoholism)

What will we do?

Investigate& Hypothesize



Test & Validate

Design & Prototype

Design & Prototype

* Technology Exploring

- Platforms: web, mobile(Android & iOS)
- · Techniques: Text Mining, Machine Learning, etc
- Frameworks: Django, Materialize, Bootstrap, AngularJS, Node.js, etc.
- Devices: PC/Mac browsers, mobile phones

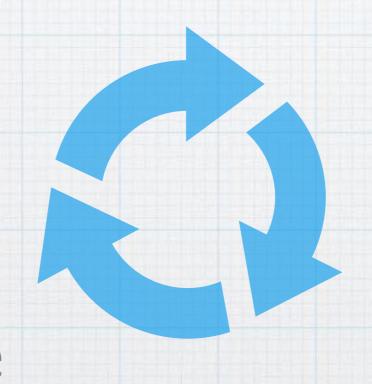
Design & Prototype

* Prototype

- (40% of total time) Sketching & Paper Prototyping
- (20%) Digital Prototyping
- (40%) Native Prototyping

What will we do?

Investigate& Hypothesize



Test & Validate

Design & Prototype

Test & Validate (Early Stage)

- * Demonstration of prototypes to target customer segments
- * Going through the complete business logic
- * Examination of whether the solution solve or very much improve the original experience, efficiency or effectiveness

Delivery

- * High-Fidelity Digital Prototypes & Rudimental Native <u>Prototypes</u> of <u>web app</u> and <u>mobile app</u>
- * <u>Detailed report</u> including flaws, validations, refinements and future improvements

Thanks!

- Team 4