Haem.io Global Access Initiative

Impact Strategy

Detailed plan for LME country validation studies, impact metrics, and scaling model

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Executive Summary

The Haem.io Global Access Initiative aims to provide world-class AI-powered blood cancer diagnostics to lower and middle-income countries (LMEs), ensuring equitable access to life-saving diagnosis regardless of geography or economic status. Through strategic partnerships with charitable organizations, we're building a sustainable model that scales with our commercial success.

This document outlines our comprehensive impact strategy, including validation studies in LME settings, key impact metrics, geographic priorities, and a sustainable scaling model that ensures long-term accessibility for underserved communities.

Mission & Vision

Our Mission

To democratize access to world-class blood cancer diagnostics in lower and middle-income countries, ensuring that every patient, regardless of geography or economic status, has access to accurate, timely diagnosis that can save lives.

Our Vision

A world where AI-powered diagnostic tools bridge the gap between resource-constrained healthcare systems and cutting-edge medical technology, creating a sustainable model that scales automatically with commercial success while maintaining focus on underserved communities.

The Problem

Blood cancer diagnosis in LME countries faces critical challenges that limit patient access to life-saving treatment:

- **Limited Specialist Expertise:** Many LME countries have few or no trained haematopathologists, creating diagnostic bottlenecks that delay treatment initiation
- **Lack of Advanced Diagnostic Tools:** Traditional diagnostic methods require expensive equipment and specialized training that may not be available in resource-constrained settings
- **Prohibitive Costs:** Even when diagnostic services exist, costs can be prohibitive for patients and healthcare systems in LME countries
- **Geographic Barriers:** Patients in rural or remote areas often cannot access diagnostic centers, leading to delayed or missed diagnoses
- **Long Turnaround Times:** Samples may need to be sent to distant laboratories, creating delays that impact patient outcomes

Our Solution

The Haem.io platform bridges this gap by providing AI-powered diagnostics that work with existing hospital infrastructure, requiring no complex IT integration. Our platform:

- **Works with Existing Infrastructure:** Uses standard pathology reports and images that hospitals already produce, requiring no new equipment
- **Provides Rapid Results:** Delivers diagnostic classifications in minutes rather than days or weeks
- **Scales Automatically:** AI-powered analysis means the platform can handle increasing volumes without proportional cost increases
- **Maintains High Accuracy:** Validated against WHO and ICC standards, ensuring diagnostic quality matches or exceeds traditional methods
- **Supports Local Clinicians:** Provides decision support tools that help local healthcare providers make informed treatment decisions

Validation Strategy

Phase 1: Initial Validation (Year 1-2)

We will begin validation studies in regions where our founding partner, Love Hope Strength Foundation, has established relationships, including hospital connections in Dar es Salaam, Tanzania. This existing partnership foundation provides an ideal starting point for demonstrating the platform's impact in a real-world LME setting.

Validation Objectives

- Demonstrate diagnostic accuracy comparable to specialist haematopathologists in LME settings
- Validate platform usability with local healthcare providers and infrastructure
- Measure impact on diagnostic turnaround times and patient outcomes
- Assess cost-effectiveness compared to traditional diagnostic pathways
- Gather feedback from local clinicians to refine platform features

Initial Validation Sites

- **Dar es Salaam, Tanzania:** Leveraging Love Hope Strength's established hospital relationships to begin validation studies
- **Additional Sites:** We will identify 2-3 additional validation sites in other LME countries during Year 1, focusing on regions with high unmet diagnostic needs

Phase 2: Expanded Validation (Year 2-3)

Following successful initial validation, we will expand to additional LME countries, building relationships with hospitals and governments to establish sustainable diagnostic pathways.

Impact Metrics

We will track key impact metrics to measure the success of the Global Access Initiative:

DIAGNOSTIC ACCURACY

>95% Agreement

Target: Match or exceed specialist haematopathologist accuracy

TURNAROUND TIME

<24 Hours

Target: Reduce from weeks to under 24 hours

PATIENT ACCESS

10,000+ Patients

Target: Serve 10,000+ patients in LME countries by Year 3

GEOGRAPHIC REACH

5+ Countries

Target: Active in 5+ LME countries by Year 3

Key Performance Indicators

Metric	Year 1	Year 2	Year 3
Validation Sites	1-2 sites	3-4 sites	5+ sites
Patients Served	500-1,000	3,000-5,000	10,000+
Diagnostic Cases Processed	1,000-2,000	6,000-10,000	20,000+
Average Turnaround Time	<48 hours	<24 hours	<24 hours
Diagnostic Accuracy	>90%	>93%	>95%

Geographic Priorities

Our geographic priorities are based on several factors: unmet diagnostic needs, existing partnerships, healthcare infrastructure, and potential for sustainable scaling.

Tier 1: Initial Focus (Year 1-2)

- **Tanzania:** Leveraging Love Hope Strength's established relationships in Dar es Salaam to begin validation studies
- **Cambodia:** Dr. Luke Carter-Brzezinski brings direct clinical experience from Cambodia, providing valuable insights for platform adaptation

Tier 2: Expansion (Year 2-3)

- **Sub-Saharan Africa:** Focus on countries with high blood cancer burden and limited diagnostic capacity
- **Southeast Asia:** Building on Cambodia experience to expand regionally
- **Latin America:** Selected countries with strong healthcare infrastructure but limited specialist expertise

Tier 3: Long-term Scaling (Year 3+)

- Additional LME countries based on demonstrated impact and partnership opportunities
- Focus on regions with highest unmet diagnostic needs

Scaling Model

The Global Access Initiative is designed to scale sustainably through a combination of funding sources and cross-subsidy from commercial operations:

Sustainable Funding Model

- **Founding Partner Contributions:** Initial funding from Love Hope Strength and other founding partners establishes the initiative's foundation
- **Commercial Cross-Subsidy:** 1% of Haem.io commercial revenue is committed to supporting the Global Access Initiative, ensuring automatic scaling with commercial success
- **Grant Funding:** Future grants from global health organizations (WHO, Gates Foundation, etc.) will supplement core funding
- **Sliding Scale Pricing:** LME hospitals pay based on their capacity, with subsidies covering the difference

Scaling Timeline

Year 1-2: Foundation

- Validate platform in initial LME settings
- Establish relationships with LME hospitals and governments
- Build evidence base for impact
- Establish governance structure (CIC formation)

Year 3+: Scale

- Scale through cross-subsidy model
- Attract additional global health funders
- Implement sliding scale pricing for LME hospitals
- Expand to additional geographic regions

Long-term: Self-Sustaining

- Self-sustaining model that scales automatically with Haem.io's commercial success
- Established as permanent charitable initiative
- Ongoing impact measurement and optimization

Partnership Structure

The Global Access Initiative operates as a Community Interest Company (CIC) under the Haem.io umbrella, with Love Hope Strength as the Founding Partner:

Founding Partner Recognition

Love Hope Strength will be permanently recognized as the Founding Partner of the Haem.io Global Access Initiative, with prominent acknowledgment in all materials, reports, and communications.

Governance & Board Representation

As Founding Partner, Love Hope Strength will have a full board seat on the Global Access Initiative CIC, ensuring direct governance and strategic input into the initiative's direction and impact.

Legacy Elements

The initiative will include named elements honoring Love Hope Strength's contribution:

- **Love Hope Strength Diagnostic Access Fund:** Permanent fund supporting subsidized diagnostics in LMEs
- **Love Hope Strength Fellows:** Program for subsidized diagnostics and training in LME settings

Clinical Leadership

Dr. Luke Carter-Brzezinski, our Co-CMO, brings particular expertise in LME haematology with direct clinical experience working in Cambodia. His hands-on experience in resource-constrained settings, combined with Love Hope Strength's established hospital relationships in Dar es Salaam, creates a powerful foundation for launching the Global Access Initiative in real-world LME contexts.

This clinical leadership ensures that the platform is designed and implemented with deep understanding of the challenges and opportunities in LME healthcare settings.

Next Steps

We're excited to discuss how Love Hope Strength can create a lasting legacy through the Haem.io Global Access Initiative. Your founding gift would establish a permanent fund that grows with our commercial success, ensuring ongoing impact for years to come.

Key next steps include:

1. Finalize partnership agreement and CIC structure
2. Begin validation studies in Dar es Salaam, Tanzania
3. Establish governance board with Love Hope Strength representation
4. Develop detailed implementation plan for Year 1 activities
5. Identify additional validation sites for Year 1-2 expansion

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Founding Partner: Love Hope Strength Foundation

This document outlines our impact strategy for the Global Access Initiative. For partnership inquiries, contact robert.lee@haem.io