What is your current role?	Founder
What will your role be in the new venture?	Founder, Visionary
Link to LinkedIn profile or upload resume.	https://www.linkedin.com/in/uttam-pawar-54254223
What is your superpower?	Industry expert, Passionate, Visionary, Technical savvy.
Venture name	ChartLync
What's your venture's mission?	Our mission is to bring simplicity to user's health records access and sharing process.
Briefly describe the product/service you plan to deliver	We provide a platform and mobile application(s), . links records from multiple service providers across network of heterogeneous systems . an ability to securely access and share records when, where and translated into a local language if needed on demand with a click of button. . avoid data duplication
Describe the problem you are solving	Even though we have achieved almost 100% digitization (in developed world) of our medical records, it's still far too difficult to access and share them as and when needed. These difficulties makes it managing ones health records becomes a time consuming task at the minimum, tracking it for a family (kids, elderly parents, etc.) and sharing between providers (in-network, out-of-network) becomes almost impossible. It's difficult to have a holistic view of ones health. In ideal world there would be one software system/solution used by every provider making it easiest to use for the users. But it's not practical since provider needs specialized systems and there is a question of affordability. Our technology aims to address this problem by providing a token based solution just like a digital-card processors which processes all kinds of card irrespective of the issuer which works with many different systems

	(from old swipe to latest chip based mode) making health record access simple.
Which Challenge are you submitting for?	Productivity
How do you know this is a problem?	With respect to health record storage and access, there are many barriers including many software systems (from EPIC to simple excel based) used by various providers, disconnected health services (primary care physicians, eye clinics, dentists, specialist services, nursing homes, therapy clinics, etc.), various data formats making user data fragmented.
Who are your customers or stakeholders?	Frequent travelers, hospitals, small clinics with general and specialty care, nursing homes. There are more use cases using underlying sharing technology/infrastructure.
Please share any market feedback or interactions you may have had that confirm this problem / customer pain, and please list customers you expect would be interested in your solution.	Here are few interviews I'd conducted. A family going on a vacation overseas, a family sending their son/daughter to an out of state school, hospital who had acquired a clinic in rural part of the state (system mismatch), and a therapist working at nursing home. All had shared various levels of frustration in accessing/sharing medical records in above mentioned situations. - Family on vacation had to spend time in creating photos/pdfs of their records and saving them on google drive before they leave. - Student's family had a concern about how would they can help if they don't get access to doctor's visiting record if their student had to go for a medical treatment. There was a similar frustration for an individual who needed to go for services provided out-of network providers whose system couldn't share information due to difference in data format. That individual had to provide paper copies to get appropriate service. - During acquisition period, providers needed a solution to access each other's records at least while they are in a transition period. - Therapists at nursing home had to use some of their time in calling hospitals for patients records (which could be faxed over) or reading through paper copy came with patient and entering them

	in their own system instead of focusing on treatment increasing the overall cost.
How are they solving their problem today?	. Most use online portal provided by the providers. . Frequent travelers try to use some kind of online storage such as 'Google drive', 'Drop Box' which are good systems but not adequate for this purpose. People also make paper copies and carry with them while travelling. . Student takes photos of their doctors visiting records and share with their family over email or WhatsApp services.
Describe in detail your solution, product or service	The ChartLync platform links records from multiple service providers enabling the user to access and share their medical records from a palm of their hand. ChartLync provides a mobile application (iOS, Android and a Website) with back-end service(s), - to securely access their health records from choice of their device(s) from the existing web portals (mychart.com, etc.), - user can share their records between various providers, family members, - provides flexibility to save records in many ways such as own device or to the ChartLync in the form of a imges/pdfs. - while travelling, records could be translated in a local language if needed. - application provides additional features to keep track of medical id cards, immunization, allergy records and daily vitals such as blood pressure, etc. which will help with follow-up visit with the providers.
What is your minimum viable product (MVP)?	I've a released a mobile application for iOS, Android platform. I've developed back end service using Node.js run time but not yet deployed. - Ability to save visiting records in the form of images, - able to upload allergy, immunization information, recording of daily vitals, and an ability to capture after-visit experience.
Outline the primary use cases	- Our typical user is a frequent traveler who carries everything (family to financial information) in digital form except the medical

	information which becomes very critical to have when needed while in foreign country.
How is your solution disruptive for your users? How does your solution deliver extraordinary value to your customers?	Our solution frees users from dealing with fragmentation of data, gives complete control and decision making over sharing the records as and when needed. With our solution users can always get holistic view about their health.
What significant recent trends or market forecasts are important to your product/solution category?	In year 2017 approximately 1.32 billion people traveled internationally, and 15% (198 million) of those needed some sort medical services while traveling. This number has been forecast to reach 1.7 billion travelers by year 2025. There is increased sensitivity about mismanagement of people's data (right to forget initiatives across the world). We believe we can provide exact solution for this problem (access and sharing) without mining people's data.
Why is now the time to do this?	Today's users almost expect or even demand to have instant access to their records just like financial, payment services. Most people are always connected (almost free internet access either via Wifi or increased cell coverage) making data retrieval easy and fast. Record number of people are traveling with increased need for such a solution.
List competitors and players in the broader ecosystem	patient web portals, insurance companies, software makers for healthcare such as EPIC and Apple healthcare solution.
What is your source of sustainable competitive advantage?	One of the advantages is to have cross-platform solution, giving complete control to the user over their data, on demand record translation service. Existing providers and software solution creators have invested into lot of resources, processes to keep our data secure, we intend to connect to various systems with small to no modification to the existing system stack.
What are the most important proprietary technologies that your solution will use or create?	We plan to build fast (DPDK), compression, secure, most accurate character recognition and document/language translation service based on AI based custom models.

How does this leverage Intel's technical strengths and assets?	- Use Intel's AI technology for accurate optical character recognition, - Use IA tech for the best document compression, encryption need - Intel is trusted brand giving a boost of confidence and leverage to our solution in the marketplace.
Revenue model: How will you monetize?	- Charge a small monthly subscription fee to the user to use or services. - Charge businesses (merger and acquisition use case) a contract fee to use our services during the transition. - Enable doctor-patient consultation services across geographical boundary for a percentage of commission.
How will you price the product?	- For end user we expect to charge $0.99 per month for the premium version of the application. - We will charge minimum of $2.99 or 10% commission for the consultation services. - For the B2B, there will an upfront negotiation for the ongoing service.
Please describe your value chain (e.g. B2B, B2B2C, or B2C)	B2C: We directly engage with the consumer. B2B2C: We work with travel and life-alert service providers to enable as add-on service. B2B: Connect standard (EPIC based) and non-standard or non-emergency service providers (dental, eye-care, therapy clinics) to enable holistic view of patient's health.
What is your Marketing Strategy?	- Strategic partnership with small clinics early on - Targeted ads to travel companies, life-alert service providers - Advertise this platform to help medical record digitization effort in developing countries - Partner with enterprises to provide this as an employee benefit service.
What is your Sales, Distribution, and Customer Support model?	- Sell to travelers via Travel agents (e.g. Expedia) - Distribute application via app store and play store. ** This is still work in progress.

What Strategic Partnerships (if any) are important?	- Strategic partnership with biggest health record storage company called 'EPIC' enabling access to most large-scale hospitals in US. - Strategic partnership with small software makers is important to connect small clinics.
Clearly define your category of customers/target market segment	My research shows that the international travelers is the biggest segment of users who can benefit with our solution.
What is your estimation of the market size? Explain your assumptions.	Using our primary use case (travelers), around 15% of 1.7 billion travelers could benefit from our solution. I'm assuming that over 5-year period we could capture approx. 5% market share as we get name recognition potentially having 10 million customers with approximately $120 million in revenue. There are at least 2 more customer segments we can add for additional revenue.
What Intel strengths can you leverage?	The product (back-end) itself can leverage Intel's AI technology (hardware asset) to provide fast and accurate language translation service on demand. Intel has the technical talent, resources, capital, customer connection and most important "trust" to keep people's data secure to make this solution a success. This is one way to get onto other people's turf as Bob said in his open forum. As Intel is positioning itself as a data company and by providing solution to real consumer problems, we believe help build strong brand identity with real users.
Is there anything else we should know about your proposed new venture?	There are many secondary use cases we plan to target using underlying document sharing and translation technology such as research collaborators, service to parents whose students are enrolling into colleges (~20 million freshmen in US schools). Apple Inc. has recently released a healthcare application for their users (on iOS platform only) validating this idea.
By submitting this form, you are confirming you are an adult 18 years or older and you agree to submitting your personal information for the purpose of	I agree

applying to, and getting updates
from, the Intel Incubation Program.

User ID	Pawar, Uttam C