

# Teleatherapy

Helping Speech Therapists provide better, more consistent care to the 90% of people with Parkinson's Disease experiencing changes to their voice.



# The Problem

# Problem for clinics

- Providing care for Parkinson's patients is very time-intensive for speech therapists. This limits the number of patients they can have on their caseload and causes a growing waitlist for care.
- Patients are not compliant with practice between sessions, meaning progress is lost and more therapy is required.

# Problem for Parkinson's patients

- It's hard for individuals with Parkinson's disease to access voice therapy.
- It's expensive and in-person therapy can be physically challenging to attend.
- Long gaps between therapy sessions mean progress made can be lost

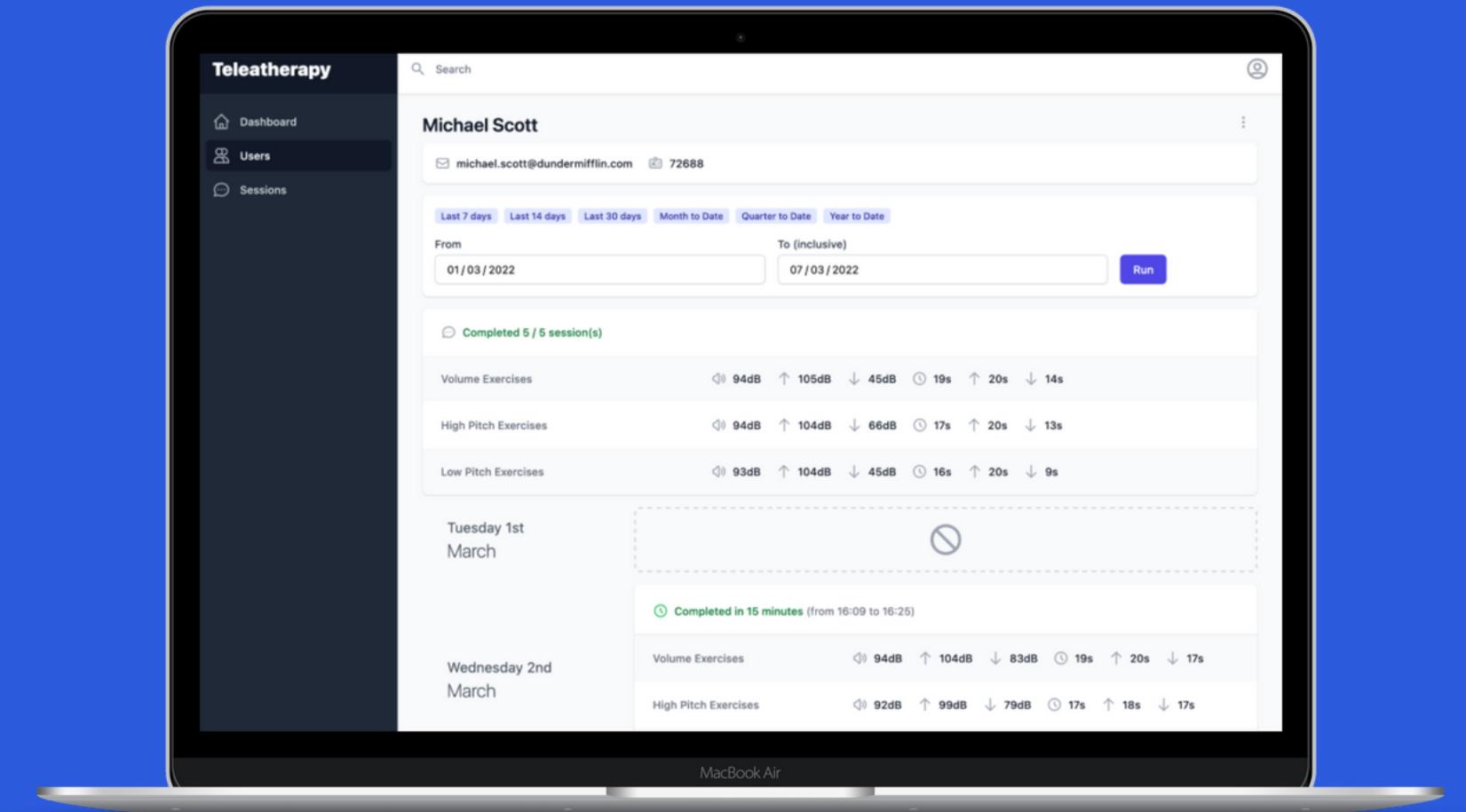
# Our Solution



# Solution for clinics

A care management platform to:

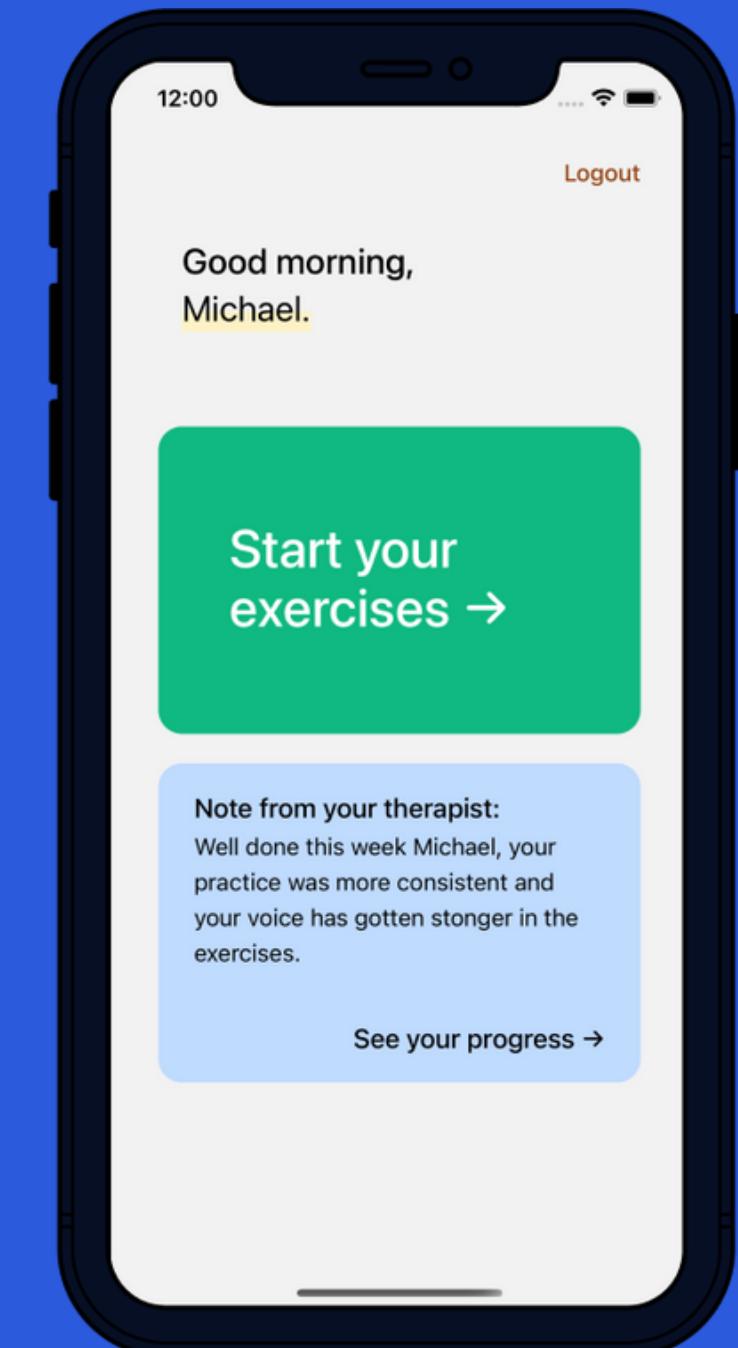
- Be more efficient with patients  
→ see more patients
- Have better data on patients' progress and deliver better outcomes
- Use AI-driven decision-making



# Solution for patients

A mobile therapy app to:

- Access care much more easily and much more affordably
- Practice as much as they want in their own time
- Have their practice monitored by a therapist to improve their care



# Why now?

## Telehealth

Telehealth movement is growing momentum with older people more accustomed to video calls & mobile devices due to the pandemic

## Prevalence of Parkinsons

Parkinson's is the fastest growing neurodegenerative disease because of aging population

## First mover advantage

We are the first company to close the loop for speech therapy of practice-monitor-careplan

# Market Validation



parkinsons.ie



BON SECOURS HOSPITAL CORK

Parkinson's Association of Ireland & Bons Secours Neurology Clinic trust the service and regularly refer patients to our B2C pilot. PAI are currently funding members subscriptions and hoping to roll out nationally.

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There are three clinics currently on our waitlist to pilot the B2B offering

# Market Size

(Starting with US)

120k US  
Speech  
Therapists

Total Available  
Market (TAM)

36k work  
with  
adults

Serviceable Available  
Market (SAM)

1k use  
Teletherapy

Market Share

# Market Adoption

## B2B Pilot

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- Start with 1 NHS clinic, expand to 3 in UK, 3 in US
- Target NHS Parkinson's clinics - 1 has agreed to a paid pilot

## B2B Launch

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- After Series A
- Start with Northwell Health in New York (more employees than HSE)
- High average deal size will support outbound sales approach

# Seed Phase Roadmap

Launch B2B pilot with clinics

Q3 2022

Prepare for FDA registration

Q2 2023

Apply for insurance  
reimbursement codes in the US

Q2 2023

Scale B2B offering

2024 and beyond

# Business Model

Charge clinics €100/mo per patient

1k Therapists with 40k Patients

(market size)

x €100/mo

= €48m ARR





# Clare Meskill

CEO

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Qualified & CORU Registered  
Speech & Language Therapist |  
Director at the Irish Association  
of Speech & Language  
Therapists

A portrait of a man with light brown hair and a beard, wearing a dark blue zip-up jacket over a dark turtleneck and a patterned scarf. He is looking slightly to the right of the camera. 

# Dave Calnan

CTO

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Co-Founder & CTO | Senior  
Software Engineer



# **Kevin Bourke**

**Sales & Marketing  
Executive**

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Kevin joined the team in July 2021 to help grow the B2C pilot.

# We're getting noticed



*The Echo*



## So, will you join us?

# The Ask

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We're currently raising €500k at a €2.5m valuation. We'd be thrilled if you would consider investing €50k for 2% of Teleatherapy.



# Thank you, we'd love to hear from you



**Email Clare:**

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**Call Clare:**

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