

AITA Platform Vision

The future of the Operating Room



Today, hospitals are faced with a growing set of challenges

Skilled Labor
Shortage & Burnout¹⁻³

Rising Cost of
Healthcare (&
Increased Cost
Scrutiny)⁴⁻⁶

**Legacy
Infrastructure &
Technology**⁷⁻⁹

**Poor Industry
Perception** by
Patients &
Caregivers¹⁰⁻¹²

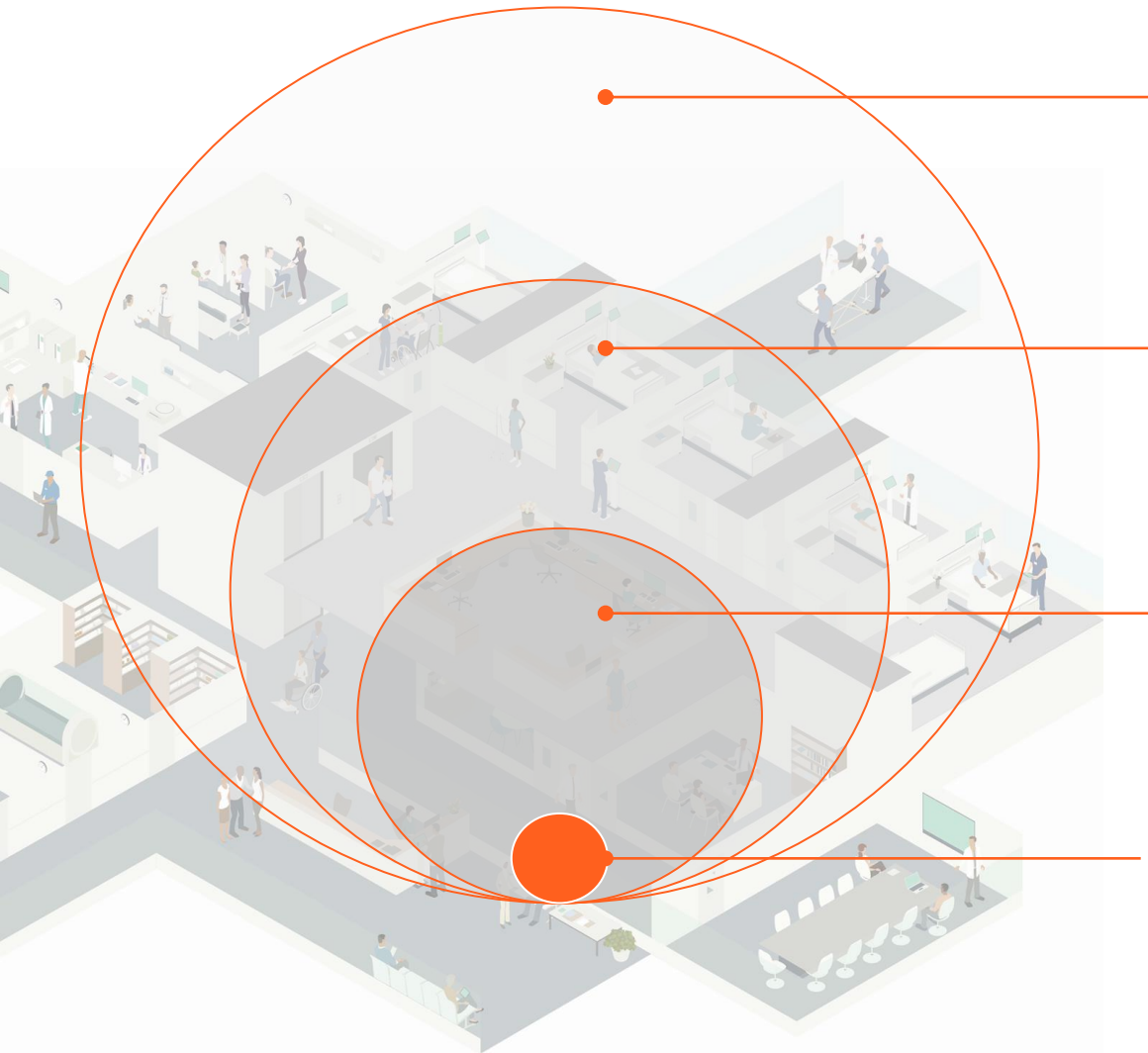
Outsized **Carbon
Footprint**¹³⁻¹⁵

To meet these challenges, the operating room is being redefined through **technological innovation**

The Current State

- **Digital Transformation is a Core Business Goal:** Digital transformation will drive the highest rate of technology investment since 2007¹⁶
- **Healthcare Executives Invest in Data and Insight:** Technological investments will increasingly be tied to decision making and outcomes. In 2019, hospitals accelerated investment into digital health, AI, and analytics¹⁷

Our vision for **AITA** is to collaborate with hospitals to evolve the value proposition and build the future OR



CARE MANAGEMENT
Insights as a Service

Ability to measure operational performance to inform strategic decisions

OPS MANAGEMENT
Orchestrating OR Workflow

Tools to provide orchestration of OR workflows, so that friction points are addressed

MATERIALS MANAGEMENT AS PATIENT CARE
Driving Supply Efficiency

Visibility on OR material usage, so hospitals can reduce complexity

SUTURES MANAGEMENT
AITA Today

Visibility on suture usage, so hospitals can reduce waste and cost

A + I
+ + +
T + A

Section 02 –

Introducing AITA

**AITA turns supplies
into data**

**and data into
insights.**



AITA is:

A smart, fully-automated product storage and staging system that unlocks a data-driven insights engine to provide customer value

Current State

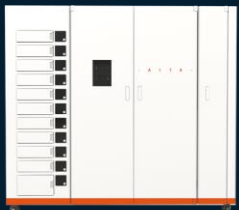
Complex and time-consuming suture / medical device product management contributing to high clinician burn out rates



Future State

Fully-automated materials management that will deliver actionable insights and drive hospital efficiencies.

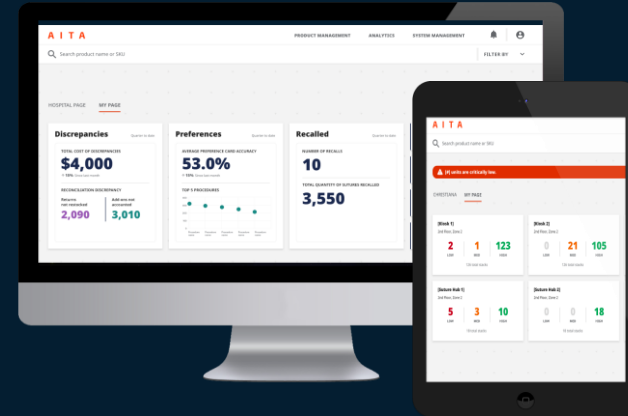
+ AITA Kiosk



+ AITA Suture Hub



+ AITA Smart Shelves



+ AITA Insights Engine

Value creation driven by...

An AITA insights engine that generates procedural insights to provide hospitals with an impactful roadmap for operational improvement



Non-Clinical Connections

Materials management as patient care; Connected, informed preference cards; Improving trust through data & analytics



Waste Reduction & Sustainability

Reduction of waste and over-processing; Streamlined ordering & replenishment; Migration to everything being 'just in time'



Efficiency+

Reduction of long-tail inventory; Time savings and refocus of headspace for clinical staff; Product & procedure standardization and optimization



Advanced System Thinking

Insights platform provides immediate answers to questions and replaces nebulous reports; Quarterly consultative action planning; Recommendations engine enables hospital project formation

AITA Capabilities



AUTOMATIC REPLENISHMENT ORDERING

Advanced software generates accurate orders



CENTRALIZED SMART STORAGE

Consolidated storage optimizes inventory management



ONE-STEP SUTURE COLLECTION

Streamlined picking and staging saves significant staff time



IN-PROCEDURE TRACKING

Provides access to ad-hoc products during surgery while learning to accurately anticipate demand

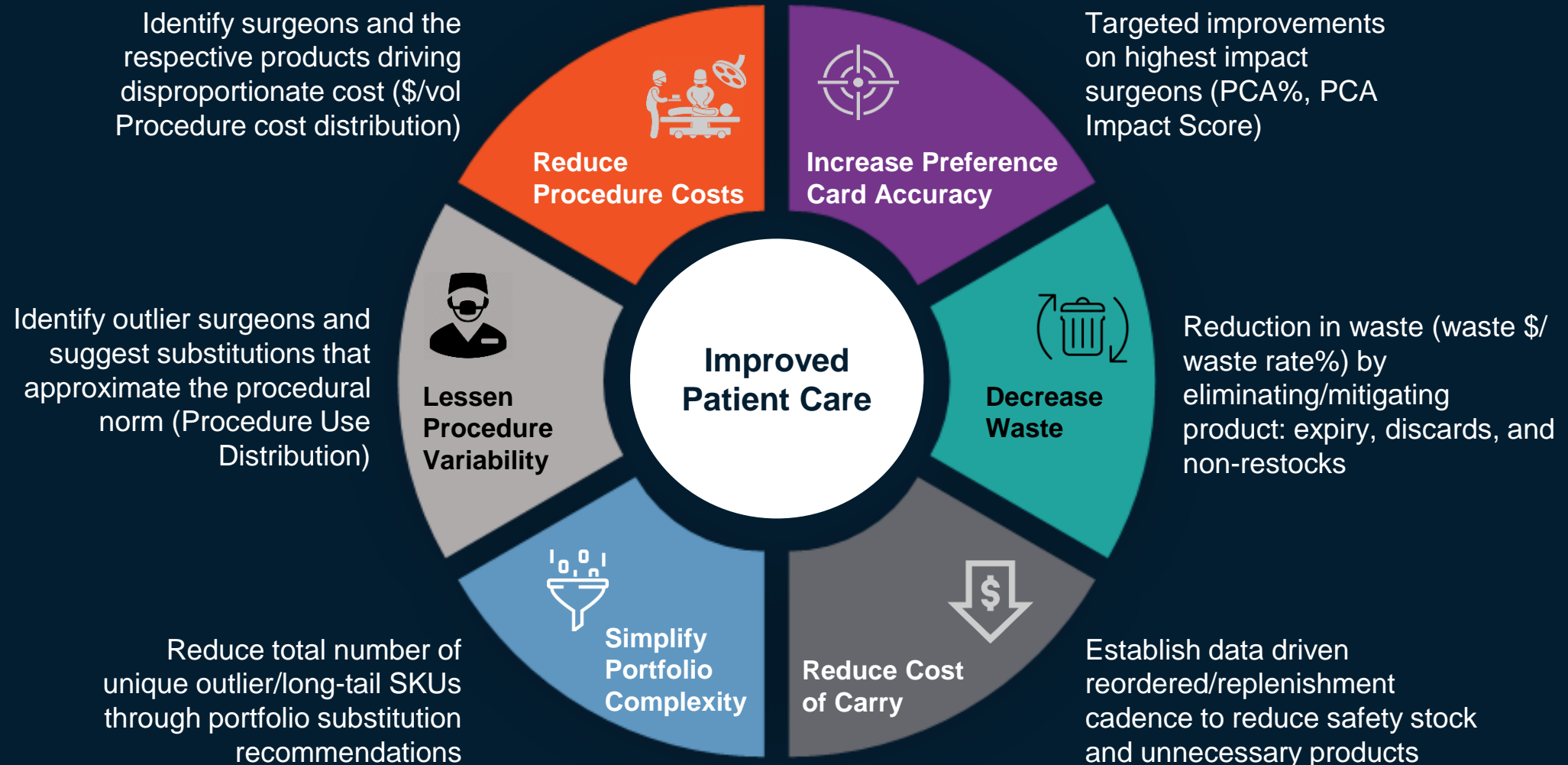


AUTOMATED RESTOCKING

Restock unused sutures to track inventory and minimize waste

AITA Operating System Data Insights

In Beta Test 2, we will validate customer value for these 6 key insights that can lead to improved patient care through better materials management



Section 03 –

AITA Growth

2020- First 3 Customers Profile



Massachusetts General Hospital
Boston, MA
February 2021



Christiana Main
Newark, DE
October 2020



Baptist Health
Jacksonville, FL
January 2021



AITA Growth Trajectory

PORTFOLIO/ PLATFORM EXPANSION BEYOND SUTURES



Incorporate additional Ethicon/ J&J products within the AITA platform

LARGE SCALE DATA ASSET TO ENABLE INSIGHTS/OUTCOMES MONETIZATION

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01010
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Create value-added insights and enable outcomes-based contracting from AITA data

INTERNATIONAL EXPANSION



Expand AITA offering to additional high potential geographies

VENDOR PREFERENCE VIA SUSTAINABILITY



New business opportunities and/or optimized contracts due to AITA environmental benefits



+ A I T A +

Thank You



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