



SehaTech

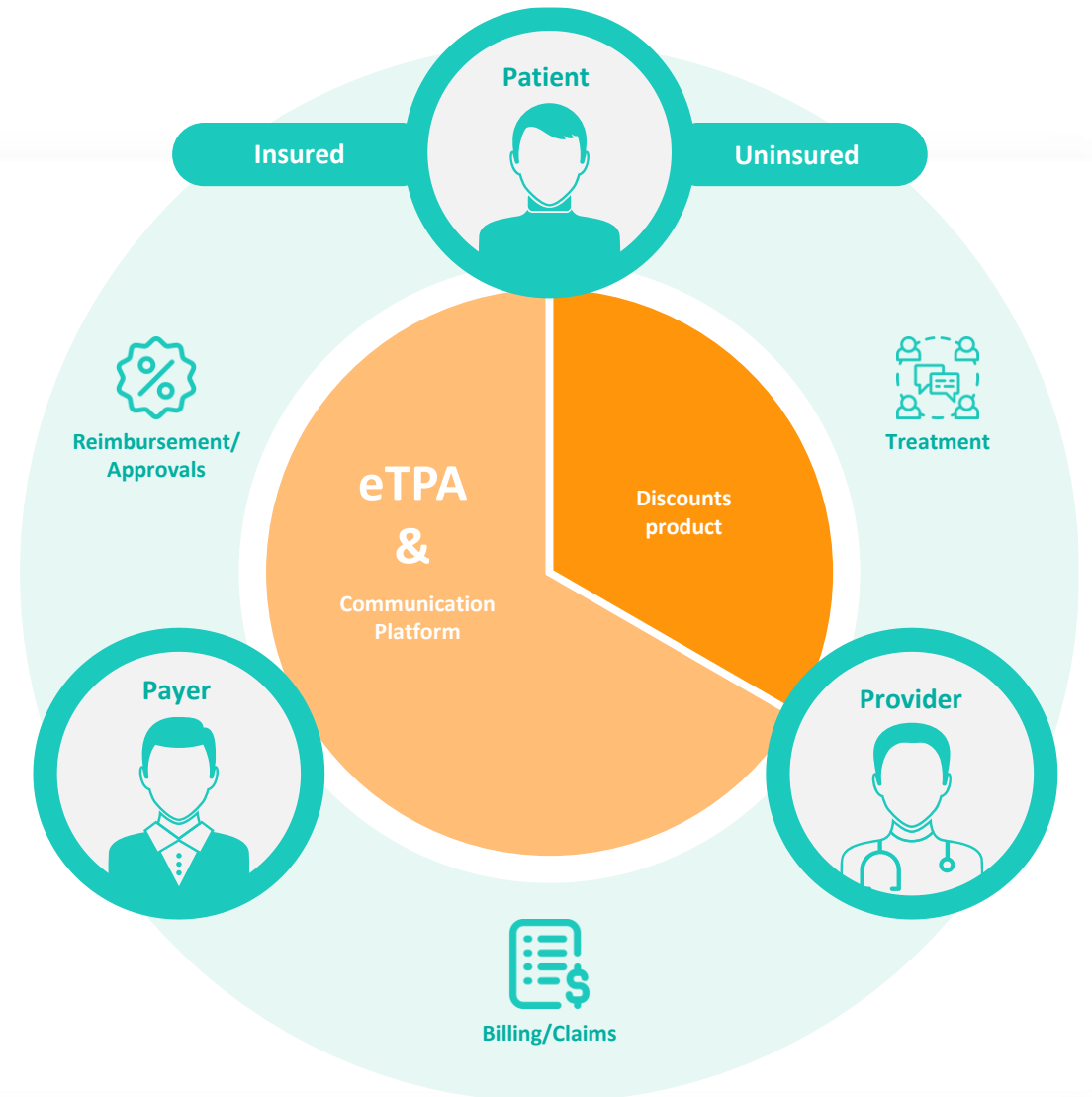
About Us

The Future of Health Insurance

SehaTech is an eTPA (electronic Third-Party Administrator), we manage the health insurance policies and self-funded schemes on behalf of the payers.

Technology Driven

Through our platform, we connect all stakeholders and enable our payers to seamlessly manage and monitor their healthcare schemes with full control. With the help of our sophisticated Artificial Intelligence module and rules engine, we aim to fully automate the process and tackle all forms of fraud and abuse.



Problem:

Fragmented Communication

A significant part of the communication between the healthcare payers and providers is manual and paper based.

This leads to a high administrative cost on both stakeholders, long waiting times and payment cycles and a very low patient satisfaction

Lack of Transparency

The lack of transparency and real-time data, puts the payer in a very low level of control and makes the process prone to high level of errors, fraud and abuse.



Patient waiting for an Approval



Manual Claims & Piles of Paperwork



Stakeholders Problems

Payers

Manual labour-intensive process

High administrative Cost

Long processing time

Low Level of control

Limited data aggregation and data analysis

Difficulty in detecting frauds & errors

Difficulty to scale and obtain more clients

Providers

Long payment settlement process

Long waiting times for approvals

Low patient satisfaction

Difficulty for providers to track their claims from different payers

Solution:

A streamlined, user-friendly platform to connect the payers, providers and beneficiaries together



Tech enabled platform that automates approvals & claim handling & minimize manual labor



Live data aggregation & intelligence provided for payers via customized dashboards



AI algorithms help in detecting frauds & errors



Automation decreases admin cost, improves efficiency and increases scalability



Built-in revenue cycle management module for providers



Faster processing time, enabling quick payment settlement for provicers

Product:

Digital Claims

Providers are able to submit all their claims digitally and request second point care for their patients



Rules Engine

Financial and Medical rules engine based on patients' meta-data to enable partial or fully automated approvals and claims handling.



Revenue Cycle Management

RCM to enable provider to track all submitted claims and review the settlement status



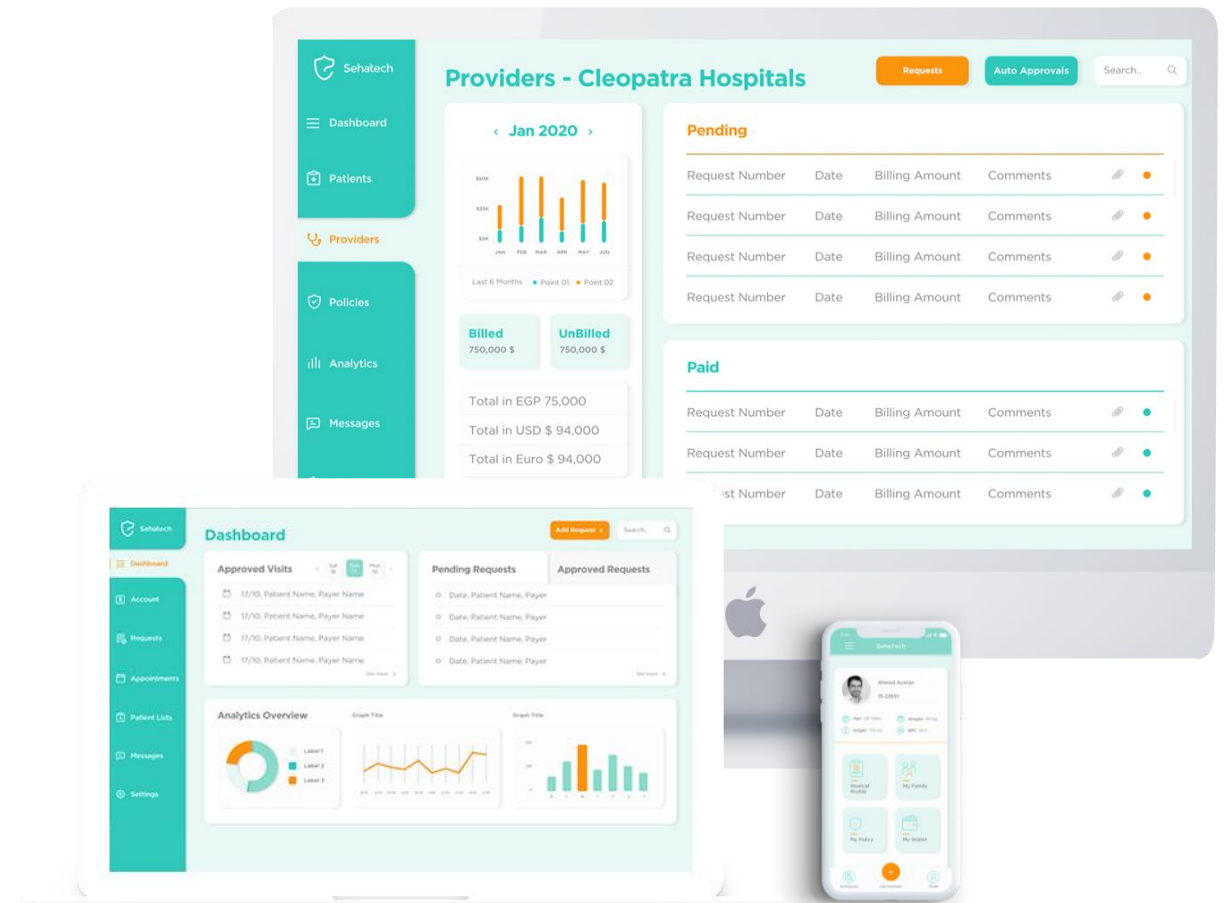
Advanced Analytics

Expenditure trends and consumption rates to aid payers in the actuarial exercise and quotation pricing



AI & Machine Learning Algorithms

To identify anomalies and flag them for review to minimize fraud and errors



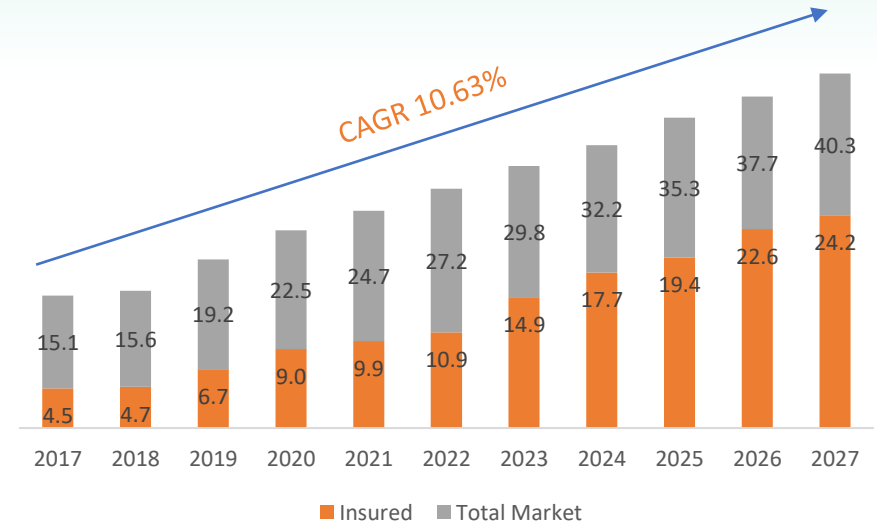
How Big Is The Opportunity?

Market Size	+USD 27bn	+30k Healthcare Provider	+ USD 10bn Insured
	2022	2027	5 Year Growth
Addressable Market	USD 27bn	USD 40bn	48%
Serviceable Addressable Market	USD 10bn	USD 24bn	160%

Changes in the healthcare market in Egypt

- 1 The government plan to provide health insurance coverage to 100% of the population through the UHIA
- 2 The Private health insurance market is projected to grow from 5% to 25% by offering supplementary policies to the UHIA basic coverage
- 3 This open wide the demand for TPAs to administer the influx of insurance policies issued by the government and the private sector.
- 4 Traditional TPAs are very hard to scale beyond a certain point without being tech enabled to meet this growing demand

Healthcare Market in Egypt (USD Bn)



Competition:



SehaTech

MED  RIGHT


mednet


GlobeMed

nextcare

Portfolio Size

5K beneficiaries

420K
beneficiaries

200K
beneficiaries

750K
beneficiaries

420K
beneficiaries

Focus

SAAS + TPA

Risk Carrier + TPA

TPA

SAAS + TPA

TPA

Market

Egypt

Egypt

Regional

Regional

Regional

Technology

Fully Digital

Basic

Poor local market
adaptation

Poor UI/UX

Basic

All tech enabled TPAs are yet to capture 2% of the market, with 98% serviced by fully manual and extremely segregated providers.



Differentiation:

Difference Between Traditional TPAs & SehaTech

Traditional

SehaTech

Communication

Paper Based

Electronically on one platform

Approvals

Manual

Automated

Provider Settlements

Slow & Manual

Fast
w/ Status Tracking

Financial Transactions

Manual payment between Payer & Provider bank checks or transfers or cash

Seamless fully automated, digitally controlled monetary transactions between payers and providers

Payer Control

Low Payer Control
Lots of paperwork & Analysis required

High Payer Control
Approvals & Claims audited Digitally

Patient Consumption/Quota
Visibility

Delayed
Inaccurate

Immediate
Realtime

Data analysis

Slow & Manual

Automatically Generated
Real Time

Scalability

Hard to Scale

Easy to Scale



Financial Model

Service

Model

Range

Average amount

SAAS

Annul Subscription per beneficiary

1-5 USDs per beneficiary

50 EGP

TPA

8-10% TPA fees of the policy premium

300-450 EGP per beneficiary

350 EGP



1-5 % Admin fees from providers

1-5% Traffic Rebate

1-5% Chronic meds management

Team:



Mohamed Elshabrawy
Chief Executive Officer

Mohamed Elshabrawy has 12+ years of experience as a doctor and a manager in the NHS, England, United Kingdom.



Mostafa Tarek
Chief Operating Officer

Mostafa Tarek has 12+ years experience as a doctor and a manager in multiple reputable healthcare providers



Ernest Zaki
Chief Commercial Officer

Dr Ernest has 25+ years experience, he's ex-COO GlobeMed Egypt and the head of Medical operations at Lockton Brokerage..



Omar Shawky
Chief Technical Officer

Omar Shawky Omar has 12+ years of experience, helping customers all over the world with their digital transformation.

He is an ex-principal consultant at SAP



Ahmed Kamel
Head of Medical Providers

Ahmed Kamel is a physician, graduated from faculty of medicine Ain Shams university with diverse experience in life and medical insurance in addition to medical start-up companies and TPAs.



Ask:

Financing

We've just closed our pre-seed investment round, securing \$850,000 from A15 and Beltone Venture Capital. Our next step is the seed round, and we'd love to keep you updated. Stay in touch, and you'll be among the first to know when we kickstart the process. Your support is invaluable as we move forward on this journey.

Support

Beyond financial support, any mentorship, networking, and partnership opportunities would be greatly appreciated. Your involvement means the world to us as we work towards our vision. Thank you for being a valued part of our exciting journey ahead.



Thank You!

