



# MedScribe Ai

by SOL AI Technologies

**The AI-Powered Intelligence  
Platform for Medical Practices**

**Turning every patient encounter into  
structured, actionable intelligence**

**Pre-Seed Investor Deck | August 2026**





## THE PROBLEM

**Doctors should focus on patients not become administrators.**

After every patient encounter, doctors must manually turn conversations and clinical decisions into structured records.

**TIME LOST** Administrative work extends the working day and reduces time with patients.

**INFORMATION LOST** Important symptoms, decisions and treatment details remain incomplete or fragmented.

**VALUE LOST** Incomplete records weaken continuity of care and leave delivered services unrecorded.

**The result: less focus on patients, incomplete records, and lost revenue.**



# Two costs. One solution.

Time lost. Revenue at risk.



**61** working days every year

are consumed by bureaucracy in German outpatient care.

**≈10** hours per week

equivalent administrative burden.\*

Source: KBV – Bürokratieabbau  
<https://www.kbv.de/positionen/dossiers/buerokratieabbau>

\*Illustrative conversion based on 61 eight-hour working days distributed across 50 weeks. The KBV figure covers bureaucracy broadly, not medical documentation alone.



**10–15%** of invoice value

was lost in dgpar's analyses of private medical billing when documentation was incomplete or incorrect.

**43%** of flagged invoices

were missing services that had demonstrably been delivered.

Source: dgpar – Analysis of private medical invoices  
<https://www.dgpar.de/blog/neue-dgpar-studie-zeigt-viele-rechnungen-sind-unvollstaendig-bzw-fehlerhaft/>

Results relate to invoices examined in dgpar's private-billing analyses and should not be presented as a national average for all German practices.

**MedScribe addresses both:** reducing documentation effort and helping practices capture delivered, billable services more completely.

# THE SOLUTION

**MedScribe Ai turns every patient encounter into clinical and financial intelligence.**

**MedScribe Ai** captures the complete encounter, understands the clinical context, and transforms it into actionable results for care and billing.

## ✓ **Clinical Intelligence**

Captures relevant patient history, findings, treatments, and clinical decisions.

## ✓ **Financial Intelligence**

Identifies delivered services and suggests relevant BEMA, GOZ , EBM, and GOÄ billing codes.

## ✓ **CONNECTED PRACTICE WORKFLOW**

Transfers structured results into existing practice software and supports the wider clinical workflow.



**Doctors remain focused on patients while MedScribe Ai protects clinical quality, time, and revenue.**



Ai



# How MedScribe Works

From patient encounter to billing —in one connected workflow.



1

## Patient Encounter

The doctor speaks naturally with the patient while remaining fully focused on care.

2

## Clinical Intelligence

MedScribe understands the patient's history, symptoms, findings, treatments, and clinical decisions.

3

## Clinical & Billing Results

The encounter becomes a structured clinical record, while delivered services and relevant BEMA, EBM, GOZ, and GOÄ codes are identified.

4

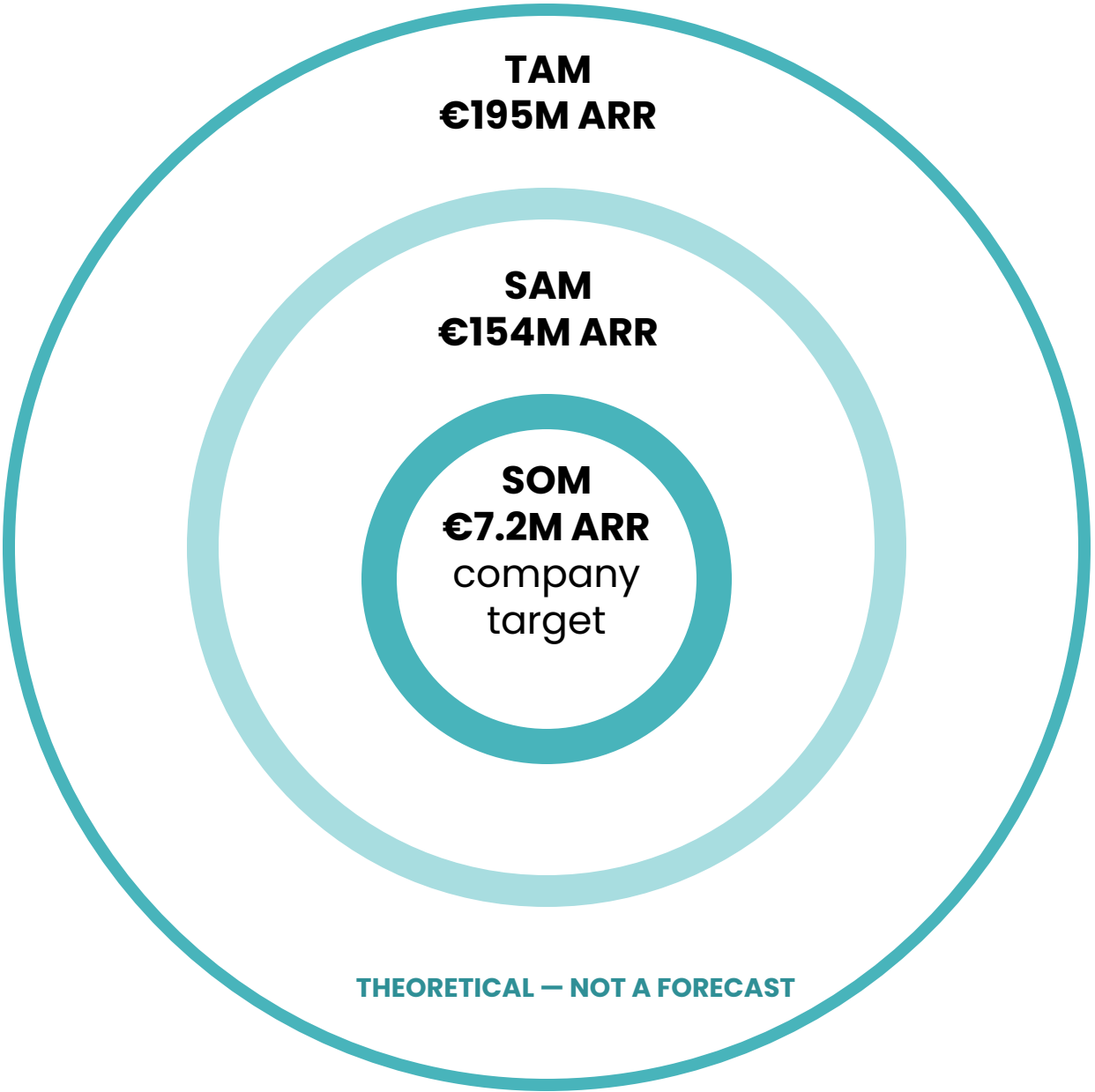
## Practice Software Integration

The structured results are transferred into the existing practice software.

One encounter. Complete clinical context. Better billing visibility. Less administrative work.

# Market opportunity in Germany

Germany has 97,973 medical and psychotherapy practices and 37,423 dental practices



5,000 practices within five years

Approximately 4.7% of the estimated addressable market  
135,396 medical and dental practices in  
Germany

## MARKET SCALE

|                                                                           |                                                                                              |                                                                                 |
|---------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------|
| <b>135,396</b><br>medical and dental<br>practices in Germany<br>KBV; KZBV | <b>578M</b><br>annual treatment<br>cases in medical and<br>psychotherapy<br>practices<br>KBV | <b>€195M</b><br>illustrative annual TAM at<br>MedScribe's current list<br>price |
|---------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------|

## How we calculated it

**97,973** medical and  
psychotherapy practices (KBV)  
**+ 37,423** dental practices and MVZ  
(KZBV, 2024)  
**= 135,396 addressable practices**

↓

**€120/month × 12 months  
× 135,396 practices  
= €194.97M potential annual  
subscription revenue**

TAM represents the theoretical German market at MedScribe's current list price of €120 per month. SOM is a five-year company target, not a market forecast. SAM will be calculated based on supported specialties, workflows and practice-software integrations.

KBV — Zahlen und Fakten, updated 30 March 2026 | KZBV — Jahrbuch 2025, practice structure data for year-end 2024

<https://www.kbv.de/infothek/zahlen-und-fakten>  
[https://www.kzbv.de/wp-content/uploads/KZBV\\_Jahrbuch\\_2025\\_Web\\_ohne\\_GOZ.pdf](https://www.kzbv.de/wp-content/uploads/KZBV_Jahrbuch_2025_Web_ohne_GOZ.pdf)

# From Early Validation to Repeatable Growth

A measurable first commercial milestone on the path to our five-year target

● Today — Early Commercial Validation

CURRENT RESULTS · ACHIEVED

5 Paying Practices

€600 MRR

- Go-to-market launched in July 2026
- 12-month subscription contracts
- €120 per practice per month
- Automatically billed monthly
- one measurable customer case study

10×

Customer Growth



August → 30 November 2026  
Target trajectory — not yet achieved

● 120-Day Commercial Target

COMPANY TARGET · NOT YET ACHIEVED

50 Paying Practices

€6K MRR    €72K ARR

- 45 new paying practices
- Two PVS integrations validated in real practice workflows
- First customers acquired through PVS and partner channels
- A documented and repeatable sales funnel

## INTEGRATION MOMENTUM

● COMPLETED   ● IN VALIDATION   ● IN DEVELOPMENT

COMPLETED  
15 Jul 2026  
DENSooffice integration completed

COMPLETED  
1 Aug 2026  
First three DENSooffice customer demos

IN VALIDATION  
1 Aug 2026  
Dampsoft validation started

IN DEVELOPMENT  
EVIDENT integration development started

IN DEVELOPMENT  
Additional PVS integration underway

MedScribe is moving from initial commercial validation toward a repeatable, integration-led customer acquisition model.

# A Focused Go-to-Market Engine

Combining targeted direct sales with integration-led and partner-led distribution

## ● Direct Sales

Build early customer relationships and validate the sales process.

- Targeted outreach to medical and dental practices
- Specialty-specific campaigns
- Personal live product demonstrations
- Structured trial and onboarding process

## ● Practice-Software Integration Channel

Turn software integrations into scalable access to practices.

- Reach customers through integrated practice-management systems
- Joint demonstrations and integration-supported onboarding
- Reduce adoption friction through workflow compatibility
- Convert integrations into repeatable acquisition channels

**VALIDATED CHANNEL - DENSOFFICE**  
Integration completed and first partner-channel customer acquired.

**IMPLEMENTATION COMPLETED - DAMPSOFT**  
technical implementation and integration completed; validation pending configuration confirmation from Dampsoft.

## ● Partnerships

Expand reach through trusted healthcare intermediaries.

- Practice consultants and billing specialists
- Healthcare networks and industry associations
- Referral and distribution relationships
- Selected technology and workflow partners

## CUSTOMER ACQUISITION JOURNEY

Targeted Practice → Product Demo → Structured Trial → 12-Month Subscription → Customer Success & Referral

€120 per practice/month · billed monthly

**COMPANY TARGET · 50 PAYING PRACTICES BY 30 NOVEMBER 2026**



### IMMEDIATE OBJECTIVE

**120-DAY COMMERCIAL OBJECTIVE**  
Reach 50 paying practices by 30 November 2026 through a combined acquisition strategy: direct sales, practice-software integrations and strategic partnerships.

Direct sales creates immediate market learning, while integrations and partnerships build the foundation for scalable distribution.

# Built for Modern Medical Practices



Affordable AI documentation, billing intelligence and workflow integration

|                             | MEDSCRIBE AI           | SONIA               | Nelly                 | FOXI                |
|-----------------------------|------------------------|---------------------|-----------------------|---------------------|
| CAPABILITY                  |                        |                     |                       |                     |
| PUBLISHED PRICE             | €120/practice/month    | €350/practice/month | €120/per doctor/month | €350/practice/month |
| AI DOCUMENTATION            | ✓ Yes                  | ✓ Yes               | ✓ Yes                 | ✓ Yes               |
| GERMAN BILLING INTELLIGENCE | BEMA · GOZ · GOÄ · EBM | BEMA · GOZ · GOÄ    | No                    | BEMA · GOZ only     |
| MULTILINGUAL DOCUMENTATION  | ✓ Yes                  | No                  | ✓ Yes                 | No                  |
| PVS / EHR SYNCHRONIZATION   | ✓ Yes                  | ✓ Yes               | ✓ Yes                 | ✓ Yes               |
| LOCAL / EU cloud processing | ✓ Yes                  | Only EU cloud       | Only EU cloud         | Only EU cloud       |
| PREVIOUS-DOCUMENT CONTEXT   | ✓ Yes                  | No                  | No                    | No                  |

## MEDSCRIBE ADVANTAGE

German billing depth, practice-level pricing, multilingual workflows and a path toward AI operation.

Example: 3-doctor practice · MedScribe AI: €120/month (per practice) · Sonia,or FOXI: €750/month (3 × €250 per doctor/license) · Nelly: €360/month (3 × €120 per doctor)  
Up to 84% lower subscription cost for a three-doctor practice compared with solutions priced at €250 per doctor.

## CAPITAL-EFFICIENT EXECUTION

Built by a sole founder in Germany, with a lean operating structure, direct customer feedback and control over the core AI stack.

FOUNDER-LED CORE · LEAN OPERATING COST · RAPID USER-DRIVEN DEVELOPMENT

MedScribe is not competing on transcription alone—it is building an affordable, locally adaptable workflow layer for German and European practices.

# Founder-Led Execution, Built to Scale

Deep technical ownership, supported by specialized medical, billing and go-to-market expertise



**M.Sc Mohamed abdel fattah**

**FOUNDER & CEO**

**Senior Software Architect  
AI Product Builder**

Mohamed combines more than eight years of experience in safety-critical software, systems engineering and software architecture with hands-on AI product development.

- 8+ years in software, systems and safety-critical engineering
- Hands-on product, platform and integration development
- Commercial execution across product, sales and partnerships

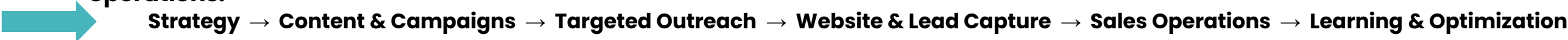
## Built In-House from Product to Market

**Most of the company’s product and operating infrastructure has been designed and built directly by the founder.**

- Core MedScribe AI product and workflows
- Product architecture and technical infrastructure
- Company website and digital customer journey
- Internal sales and operational systems
- AI-supported marketing and outreach infrastructure
- Practice-software integration capabilities

## AI-NATIVE OPERATING MODEL

**SOL AI Technologies uses an internally built AI and automation platform across both product development and daily operations.**



## SUPPORTED BY SPECIALIZED EXPERTISE

- MEDICAL ADVISORY** Clinical workflow and documentation expertise
- BILLING ADVISORY** German medical and dental billing expertise, including billing workflows
- MARKETING ADVISORY** Positioning, communication and go-to-market consulting

**A lean foundation ready to scale** MedScribe has reached the market with a capital-efficient operating model. Investment will expand sales, customer success and integration capacity around the existing product foundation.

# The Investment to Scale MedScribe



Turning a founder-built product into a scalable commercial organization

● PRE-SEED ROUND

€650,000

**The technology and operating foundation already exist.**  
This round will build the commercial, customer-success and integration capacity required to scale.

€650K PRE-SEED · 18-MONTH USE OF FUNDS

| 60% COMMERCIAL GROWTH                                                                                                                                                                                                 | 20% PRODUCT, AI & INTEGRATIONS                                                                                                                                                                                                                  | 10% Customer Success & Operations                                                                                                                                                                                              | 10% COMPLIANCE                                                                                                                                                                                                                       |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>COMMERCIAL GROWTH</b> <ul style="list-style-type: none"><li>• Marketing, content and targeted campaigns</li><li>• Direct, PVS-led and partner-led sales</li><li>• Events, demos and customer acquisition</li></ul> | <b>Product Ai &amp; PVS Integrations</b> <ul style="list-style-type: none"><li>• Complete priority PVS integrations</li><li>• Add MESA, Weinberger and further providers</li><li>• Advance healthcare AI, billing and payer readiness</li></ul> | <b>Customer Success &amp; Operations</b> <ul style="list-style-type: none"><li>• Scalable onboarding and activation</li><li>• Training, support and product adoption</li><li>• Retention and customer feedback loops</li></ul> | <b>Compliance &amp; Infrastructure</b> <ul style="list-style-type: none"><li>•Data protection, security and compliance</li><li>•Scalable European technical infrastructure</li><li>•Legal and essential operating expenses</li></ul> |

18-MONTH TARGET: 500 PAYING PRACTICES · €60K MRR · €720K ARR



Marketing + Direct Sales + PVS Integration → Channel Activation → Billing & Payer Readiness → European Expansion

**We are raising to commercialize and scale an already-built product through marketing, direct sales, PVS distribution and strategic healthcare channels.**  
Capital will expand customer acquisition, complete priority integrations, activate billing and payer capabilities, and prepare MedScribe for European expansion.

# What This Round Is Designed to Deliver

From founder-led traction to a scalable commercial and integration engine

18-MONTH COMPANY TARGET • NOT YET ACHIEVED

500

Paying Practices

€60K

MRR

€720K

ARR

€ 650K

PRE-SEED RAISE

Based on an average subscription of €120 per practice per month



## TARGET COMMERCIAL OUTCOME

500 paying practices supported by repeatable direct sales, PVS-led acquisition and strategic partnerships — with structured onboarding, retention and measurable customer outcomes.

## 6 MILESTONE OUTCOMES

### DEMAND GENERATION ENGINE (Months 1–18)

- Content, social media and targeted campaigns
- Events, webinars and practice education
- Predictable flow of qualified leads

### PVS INTEGRATION & DISTRIBUTION (Months 1–12)

- Complete priority PVS integrations
- Launch joint campaigns and referrals
- Convert PVS access into qualified leads

### SALES & CUSTOMER GROWTH (Months 1–18)

- Direct sales alongside PVS-led sales
- Lead → demo → trial → paid funnel
- Predictable customer acquisition

### BILLING & PAYER INTEGRATION (Months 6–15)

- Integration with billing partners
- Prepare for Krankenkassen connectivity
- Billing and reimbursement workflows

### EXPANDED PVS ECOSYSTEM (Months 6–18)

- Add MESA, Weinberger and further PVS providers
- Expand specialty and market coverage
- Increase partner-led distribution

### EUROPEAN HEALTHCARE AI (Months 12–18)

- Proprietary specialized healthcare AI model
- Payer and reimbursement readiness
- Expand across Germany, Austria, Switzerland and the Netherlands

This €650K pre-seed round is designed to scale MedScribe’s commercial execution—targeting 500 paying practices, €60K MRR and €720K ARR within 18 months through demand generation, direct sales, PVS-led distribution and strategic healthcare partnerships.

18-month targets—not current traction or guaranteed outcomes. Approximately 18 PVS providers are engaged at different stages of technical validation and commercial activation.

# Building the AI Platform for European Medical Practices



We are not raising to test an idea.

We are raising **€650K** to commercialize and scale an already-built product—targeting 500 paying practices and €60K MRR within 18 months through marketing, direct sales, PVS distribution and strategic healthcare partnerships.

| THE INVESTMENT CASE                          |                                            |                                                                    |                                      |
|----------------------------------------------|--------------------------------------------|--------------------------------------------------------------------|--------------------------------------|
| PRODUCT READY                                | FOCUSED MARKET ENTRY                       | ACHIEVABLE MARKET CAPTURE                                          | 18-MONTH COMPANY TARGET              |
| Built, launched and used by paying practices | Germany first, followed by DACH and Europe | 500 paying practices represent ≈0.5% of Germany’s 97,973 practices | 500 practices · €60K MRR · €720K ARR |

€650K

PRE-SEED ROUND

Commercial growth, priority PVS integrations, customer success and European expansion.

Join us in scaling MedScribe to 500 paying practices—and building Europe’s AI platform for medical practices.

Mohamed Abdelfattah · Founder & CEO  
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