

# MEDIGO

## PARTNER ONBOARDING & GTM KIT

Building the Future of Scalable Health Infrastructure





## MOVING FROM "HEALTH CAMPS" TO "HEALTH INFRASTRUCTURE."

Most health screening today is episodic, manual, and fragmented. Medigo transforms this into a governable, digital infrastructure.

### The Partnership Value

- **Standardized Flow**

No more variations in how vitals are taken; the robot guides the process

- **Consolidated Data**

Every screening produces a single, structured PDF report

- **Scalability**

Perfect for "Pilot-to-Scale" models where you prove outcomes in one site and expand to 100



**Medigo is the "Tier-0" screening layer that bridges the gap between citizens and formal healthcare.**

# A COMPREHENSIVE CLINICAL SUITE IN ONE HUB

## Module Breakdown

- **Core Vitals**

BP, SpO2, Temperature, Weight, and BMI

- **Advanced Blood Markers**

HbA1c (Diabetes), Lipid Profile, Hemoglobin, and Renal (Creatinine)

- **Specialized Diagnostics**

6-Lead ECG, Spirometry (Lung Health), and Audiometry

- **AI Screening**

Oral Health and Eye Checkups via high-resolution cameras



## Platform Features



Built-in 10W speakers for audio instructions



27-inch user interface for self-service or guided screening



Instant report delivery via WhatsApp/Email

# FROM AGREEMENT TO DEPLOYMENT

## THE 4-STEP PROCESS

### STEP 1

#### Profile Mapping

We work with you to define the "Screening Profile" (e.g., a "NCD Profile" for public health vs. an "Executive Profile" for corporates)

### STEP 2

#### Site Selection & Readiness

Identification of high-footfall indoor zones. Site check for 220V power and Wi-Fi/LTE signal

### STEP 3

#### Physical Installation

Delivery and assembly of the Medigo unit and the device mounting stand

### STEP 4

#### Digital Activation

Final configuration of the cloud dashboard and partner-specific report branding



# FLEXIBLE COMMERCIALIZATION FOR SCALABLE ROI

Medigo is designed to fit various commercial frameworks, allowing partners to generate sustainable revenue while providing essential health infrastructure.

## Program Contract Model (Government & Institutional)

- **Mechanism**

Partner secures large-scale screening contracts from government bodies or institutional missions (e.g., NHM/NCD cells).

- **ROI Driver**

Revenue is linked to program scope, duration, and the delivery of structured, KPI-based population health reports.

- **Best For**

State-wide health missions and district-level public health deployments.



## Screening-Per-Person Model (Corporate & High-Footfall)

- **Mechanism**

Medigo is deployed in high-traffic zones like transport hubs, corporate offices, or private clinics.

- **ROI Driver**

Revenue is generated on a "per-screening" basis. This can be sponsored by an organization for its employees or paid directly by the user.

- **Best For**

Factories, airports, malls, and executive wellness programs.

# FLEXIBLE COMMERCIALIZATION FOR SCALABLE ROI

## Lease + Consumable Model (Diagnostic Chains & Operators)

- **Mechanism**

Partner acquires Medigo via a lease or hybrid structure and provides it as a service to multi-site operators.

- **ROI Driver**

Recurring revenue is generated through the ongoing sale of approved medical consumables (test strips, lancets, etc.) required for blood markers.

- **Best For**

Diagnostic chains and multi-location health service providers.



## Pilot-to-Scale Transition Model (Risk-Reduced Growth)

- **Mechanism**

A low-friction 30-90 day pilot to validate throughput and user acceptance.

- **ROI Driver**

The "Pilot Evidence Report" acts as the business case to unlock long-term, multi-site procurement contracts.

- **Best For**

Institutional buyers and large-scale corporate health tenders.

# WHAT TO EXPECT IN THE FIRST 30–90 DAYS

To validate throughput, data accuracy, and user acceptance

## Key Success Indicators (KPIs)

### Throughput

Average number of screenings completed per hour/day



### Outcome Data

Percentage of at-risk individuals identified for referral



### Reliability

Uptime and report delivery success rates



## The Output

A comprehensive "Pilot Evidence Report" used to secure long-term contracts or state-wide mission extensions

# SHARED RESPONSIBILITIES FOR MAXIMUM SUCCESS

## Kody Technolab Responsibilities

- Hardware supply and medical device integration
- Software maintenance, cloud hosting, and dashboard updates
- Technical training for the partner's core team



## Partner Responsibilities

- Securing site access and providing on-ground electricity/network
- Managing on-site "Medigo Coordinators" to assist users
- Managing local clinical waste (test strips/lancets) as per regional norms
- Driving footfall and program outreach

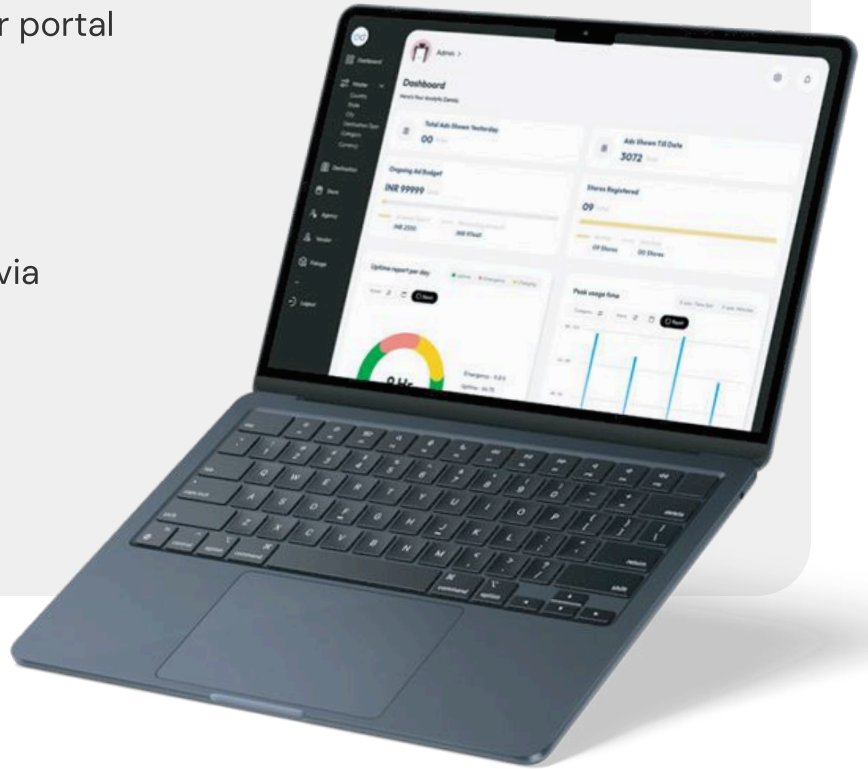
# PARTNER SUPPORT ECOSYSTEM

## Consumables Lifecycle

Simplified ordering process for rapid-test kits and lancets through the partner portal

## Technical Support

- **Level 1**  
Remote diagnostic support via the dashboard
- **Level 2**  
Field support for hardware maintenance



## Marketing Support

Access to the Medigo "Creative Vault" containing brochures, social media templates, and case study whitepapers



## READY TO DEPLOY?

- Submit your "Target Vertical" and "Screening Requirements"
- Schedule a site assessment with our technical team
- Launch your first Medigo unit in 4–6 weeks

Sales [sales@kodytechnolab.com](mailto:sales@kodytechnolab.com)

Website [kodytechnolab.com](http://kodytechnolab.com)

Phone +91 93167 56367

**TRANSFORM YOUR HEALTH  
SCREENING INFRASTRUCTURE.**

