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MD Expo - SoCal 2025

# Inventory Faster, Smarter and Easier with CapExpert

**Luke Johnson, CEO**  
**Pete Stahl, CPO**

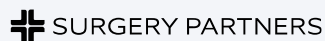




Who are we?

**Cofounders of CapExpert.**

**Built a solution to a problem we lived too often as provider and vendor leaders.**



“Over the **next five years**, we’ll see a transformation in the healthcare supply chain that will **redefine** what’s truly **possible**.

AI-powered technologies and enhanced data visibility will be **at the heart of this shift**—*automating* processes, delivering *predictive* insights and empowering more *strategic* decision-making across the ecosystem.”

— Confucius, probably

**5 points** we hope you take away from our talk & demo

1

We have proven **one user can inventory up to 360 unique pieces of medical equipment per hour with our AI-powered inventory solution - Capture**

2

To "Inventory" means **make, model, SN, age, specs, pictures and more**

4

AI-Native plus a white-glove approach **equals higher NPS and data quality**

3

We are an AI-Native solution **rapidly structuring equipment data**

5

What you see today is only the **beginning** of what's possible

**How'd we get here...**



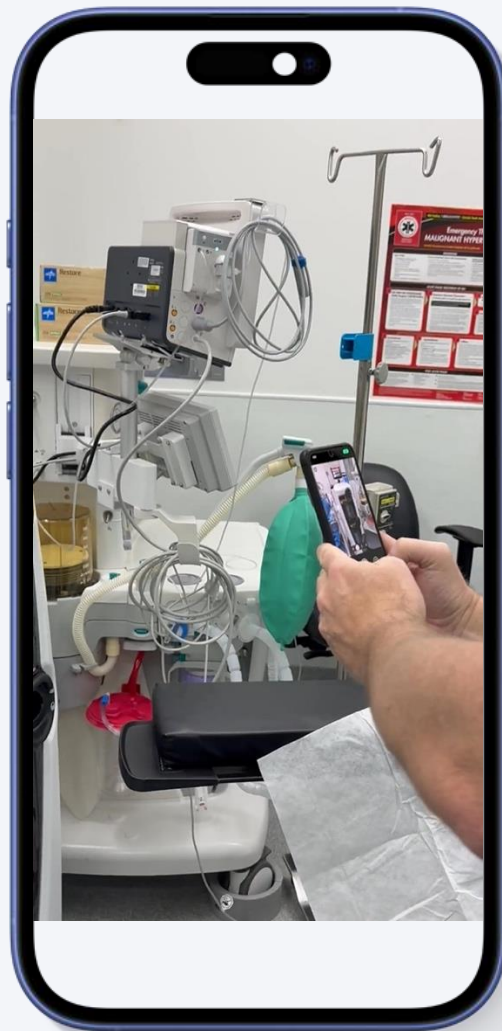
A modern operating room with surgical lights, monitors, and a table. The room is brightly lit with overhead surgical lamps. A person's hand is visible on the right, holding a smartphone. The text "Introducing Capture" is overlaid on the image.

# Introducing Capture

# Launched Nov. 2024

## Video Summary

1 User  
2.5 minutes  
15 assets  
10 seconds per asset  
500 sqft OR completed



## Scaled Performance

1 User  
up to **12,000 sqft** per hour  
up to **480,000 sqft** per week

4 Users  
up to **48,000 sqft** per hour  
up to **2M sqft** per week

Data is ready **48 hours**  
after last picture is taken

# Use Cases

A photograph of a modern operating room. The room is brightly lit with overhead surgical lights. In the center, there is a surgical table. To the left, there is a rack with various medical equipment. On the wall, there are several monitors and control panels. A person's hand is visible on the right side, holding a smartphone. The overall scene is clean and professional.

# Use Cases To-Date

1

5 Hospitals wanted to inventory their estimated 1,500 beds  
**Actually had ~1,900 & >10 OEMs**  
**41 tagged as "Needs Repair"**  
**186 tagged as "Idle"**  
Inventory was completed in 2.5 days by CapExpert's team  
Data completed same day



"Idle"

2

PE-Backed outpatient MSO doesn't have a supply chain team, not even an equipment list and has over 100 sites across 6 states  
**Every asset inventoried in 6 weeks.**  
**\$3M of service coverage was added to their fleet**



4

Capture also works on hard copy service contracts.  
**5 full service contracts can be digested and summarized in 20 seconds**

3

10 MRI facilities were inventoried in 1 day.  
**Client was unaware \$1M of contracts were set to expire in 6 months and chiller coverage had lapsed on all units.**  
Add'l 4 C-Arms were 20 years old

Item #1:

Equipment:	[Redacted]		
Equipment Location:	[Redacted]		
Address:	[Redacted]		
Functional Location:	Service Quote Nr:	Equipment Quote Nr:	Payment Frequency:
Service Agreement:	Contract Start:	Contract End:	Annual Price:
Silver contract	1/1/2017	1/1/2018	\$20,000

(See Glossary pages for detailed description of items listed below)

Coverage applies during the Contract Period as indicated:	Contract Period
Principal Coverage Period	05/01/16 - 05/01/18
Uptime Guarantee	99.9%
Phone Response	60 min
On-site Response	8 hours
Parts Order Turnaround	48hrs
Parts Delivery	Next Day
Remote Assist Hotline Support	✓
Integrated Electronic Cabinet (IEC) sales # SMR250A	✓
ACU Support Package M2	✓
9130 UPS Coverage	✓
Safety Checks	✓



## How to partner with CapExpert

1. License the software - found in mobile app
  - a. Subscription per user
  - b. Pay per asset
  - c. Data delivered in nearly every modality
  - d. API's available subject to setup costs
  
1. Hire CapExpert
  - a. Pay per project fee
  - b. Per asset or per sqft pricing
  - c. Data delivered in nearly every modality



Photo by Aleksandar Pasarić