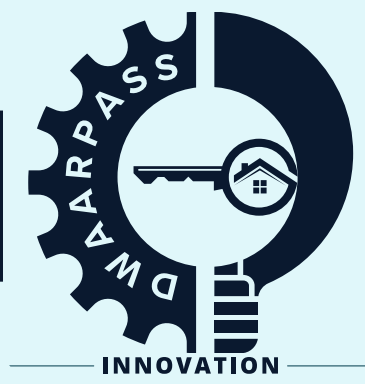




Startup

HCARE24

Any Time Healthcare (ATH)



Dwaarpass Innovation Pvt. Ltd.

Founded in **30-Jan-2025**, based in New Delhi

DPIIT-203677 HealthTech startup(**Hcare24**)

Mission:

To make 24×7 affordable and accessible healthcare available at public and rural touchpoints through smart digital solutions.



What We Do:

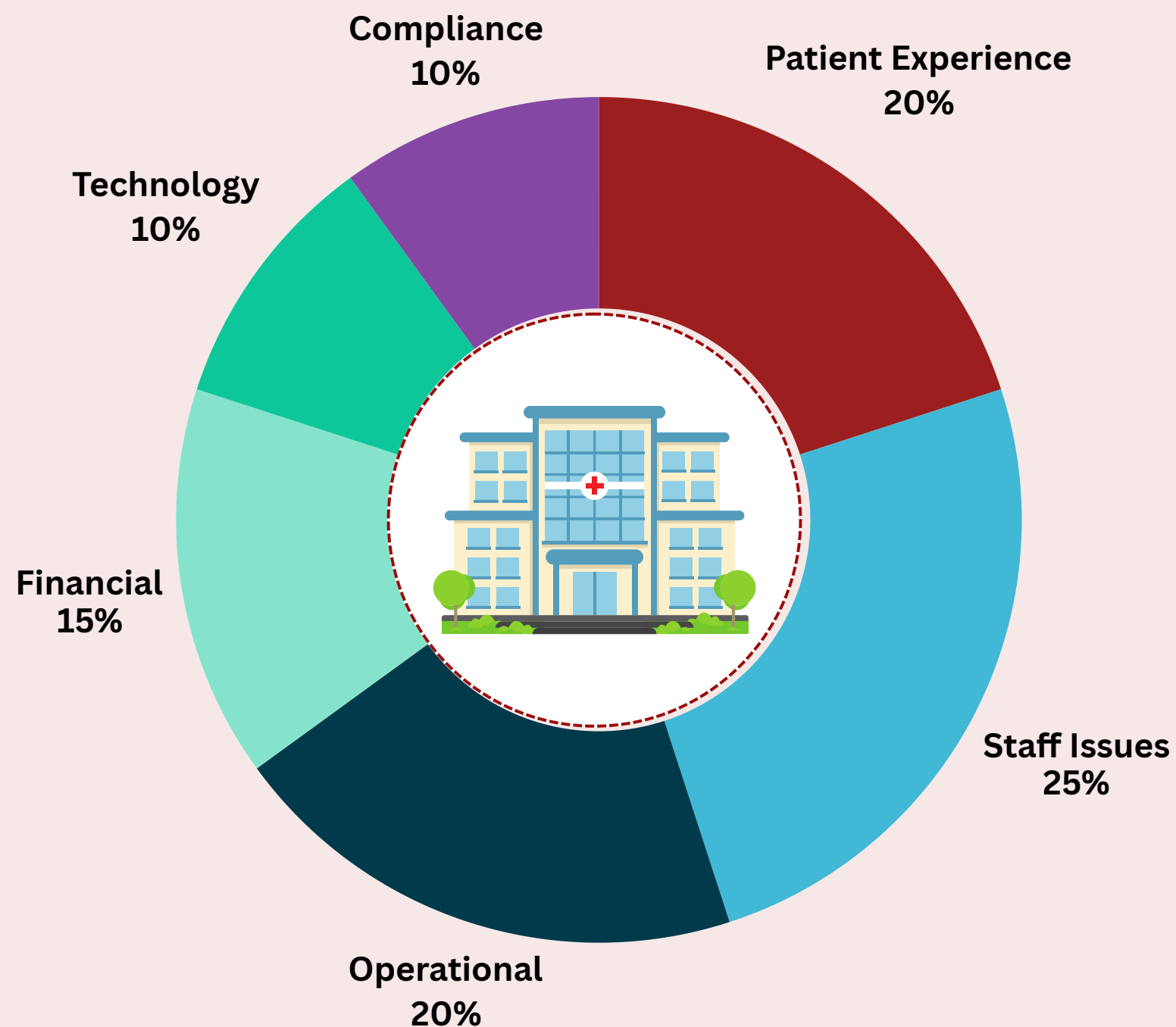
- **Mobile-first OPD CRM + IoT-enabled Smart Health Booths**
- Delivering vitals monitoring, teleconsultation, and e-pharmacy services

Why It Matters: Bridges critical healthcare gaps in underserved areas using scalable, tech-enabled infrastructure





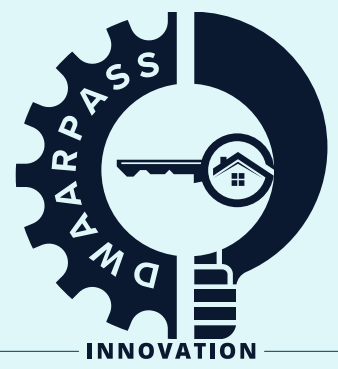
THE PROBLEM



HOSPITAL PAIN POINTS

- 70% of Indians lack timely access to quality healthcare.
- The doctor-to-population ratio stands at 1:1,000, significantly below the WHO's recommended benchmark.
- High out-of-pocket medical expenses drive nearly 6 crore people into poverty each year.
- Rural India struggles with inadequate infrastructure, a shortage of medical professionals, and limited resources.
- Hospitals remain overburdened, and first-response care and diagnostic services are largely inaccessible in rural and transit areas.

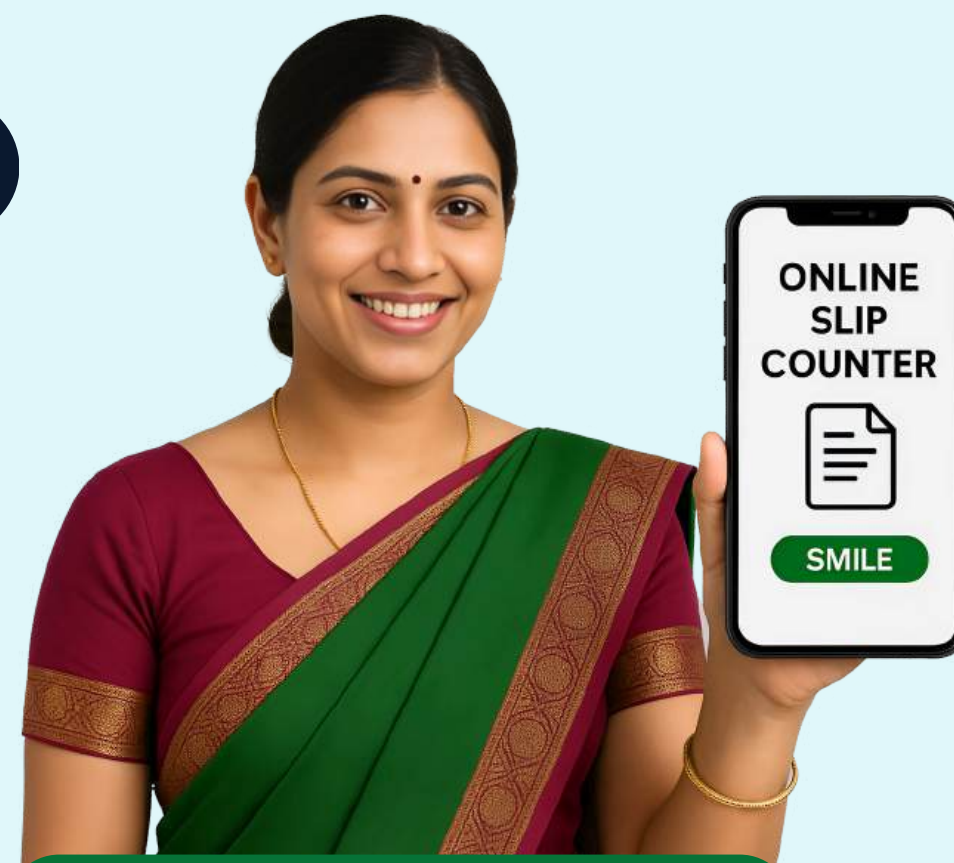




OPD Mobile

Offline & Online Slip Counter

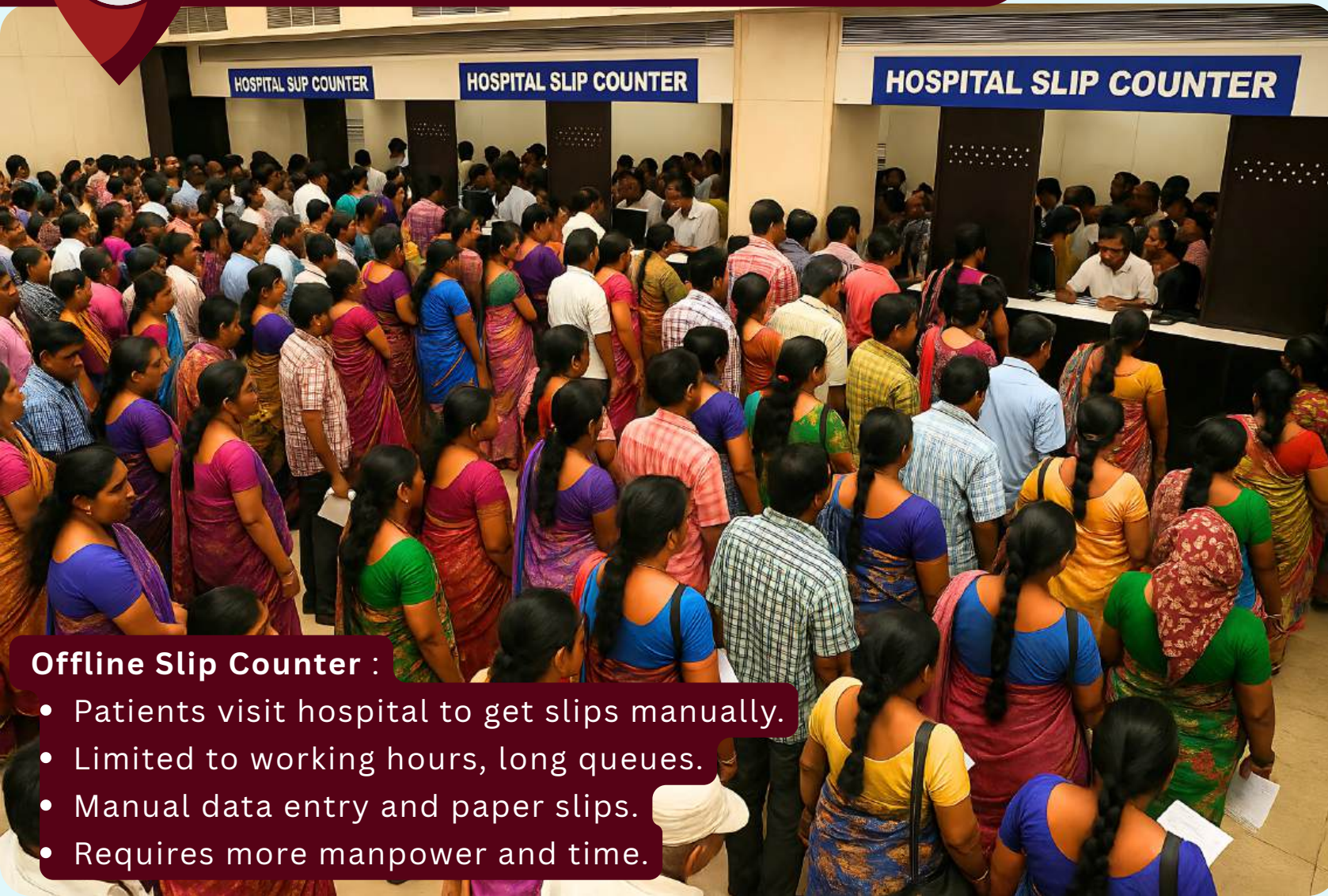
Why Choose Hcare24 CRM
for OPD Mobile Slip ?



SOLUTION



COUNTER PROBLEM



Offline Slip Counter :

- Patients visit hospital to get slips manually.
- Limited to working hours, long queues.
- Manual data entry and paper slips.
- Requires more manpower and time.



Online Slip Counter :

- Patients book OPD slips via website/app.
- 24/7 access, avoids queues.
- Payments, appointment slots, and records are digital.
- Reduces staff workload and waiting time.
- Integrated with patient history and doctor schedules.

Summary:

Online slip counters improve efficiency, save time, reduce crowds, and support digital healthcare systems.

Value Proposition & Business Concept

Expenses: ₹ 180,000

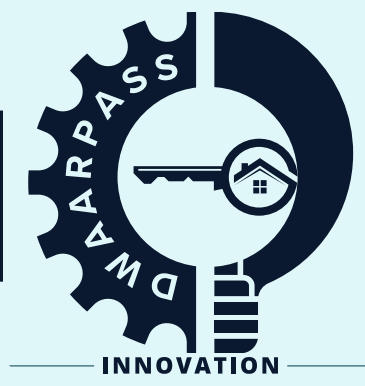
Monthly Clients: 1,500

Price+(18%)	Return	INCOME	Hcare24
₹ 24	35,400	-144,600	215,400
₹ 47	70,800	-109,200	250,800
₹ 71	106,200	-73,800	286,200
₹ 94	141,600	-38,400	321,600
₹ 118	177,000	-3,000	357,000
₹ 142	212,400	32,400	392,400
₹ 165	247,800	67,800	427,800
₹ 189	283,200	103,200	463,200
₹ 212	318,600	138,600	498,600

Note: Analysis **The Red colour** is an indication of a **Loss**, and **The Green colour** is an indication of **Profit**. You would collaborate.Hcare24 Everything you own is always green (**Profitable**).

Live Slip Tracking





THE SOLUTION

Registration

Verification

Doctor & Hospital
SetUp

Patient Journey

Digital Services



Mobile OPD CRM + ATH Smart Booths

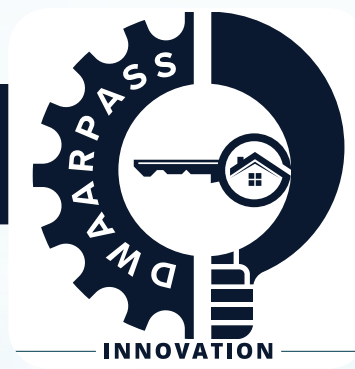
A unified digital healthcare ecosystem **Web + Mobile**:

1. **Mobile CRM** for Admin, Hospitals, Clinics, Doctors, and Patients
2. **ATH Smart Diagnostic Booths** for Remote Health Assessments
3. **White-label & Franchise-ready Platform**, scalable across Tier 2–4 cities

Note: Includes **Offline Counter Solution (Android App)** and **Online Token Booking**.



Hcare24 **ATH** bridges patients 🧑🏻🧑🏻 and Hospitals — delivering accessible, scalable, and efficient care anytime, anywhere .



ATH Use Case

Any Time Healthcare

Deployment :

- ✓ **Hospital** / Clinics
- ✓ Railway & Metro stations
- ✓ Bus stops / Terminals
- ✓ Malls & shopping complexes
- ✓ Corporate offices & tech parks
- ✓ Govt mega-events (e.g. Mahakumbh, trade expos, Military camps / Border posts, Health camps / Disaster relief , **Covid-19** camps, Highway rest areas etc.)

Remote / Rural Areas:

- ✓ Villages & small towns
- ✓ Highway rest stops
- ✓ Hilly / tribal regions

Key Features / Services

- ✓ Vital signs monitoring (BP, heart rate, O2, temperature, BMI)
- ✓ Basic first-aid supplies & emergency kit
- ✓ Video/tele-consultation with doctors
- ✓ Medicine vending (OTC & prescribed via e-consult)
- ✓ Health report print + sync with app/EMR
- ✓ Appointment & ambulance booking
- ✓ Preventive health awareness (via display/interactive screens)

Business / Social Value

- ◆ Decongest hospitals for minor & preventive care
- ◆ Fast first-response at high footfall zones
- ◆ Healthcare access in underserved areas
- ◆ Strengthen public health mission (Digital India, Ayushman Bharat)



Target Users

- Daily commuters 🚆
- Shoppers & urban visitors 🛍️
- Corporate employees 💻
- Event attendees 🏠
- Rural populations with limited healthcare access 🌾

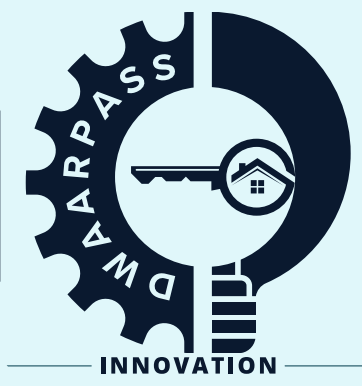


Revenue / Model

- Pay-per-use: small fee per checkup / consult
- Subscriptions: for corporates / societies
- Branding / ads: pharma, insurance, FMCG
- Govt / CSR funding: health mission support

- ✓ Easy to install, minimal maintenance, scalable across India



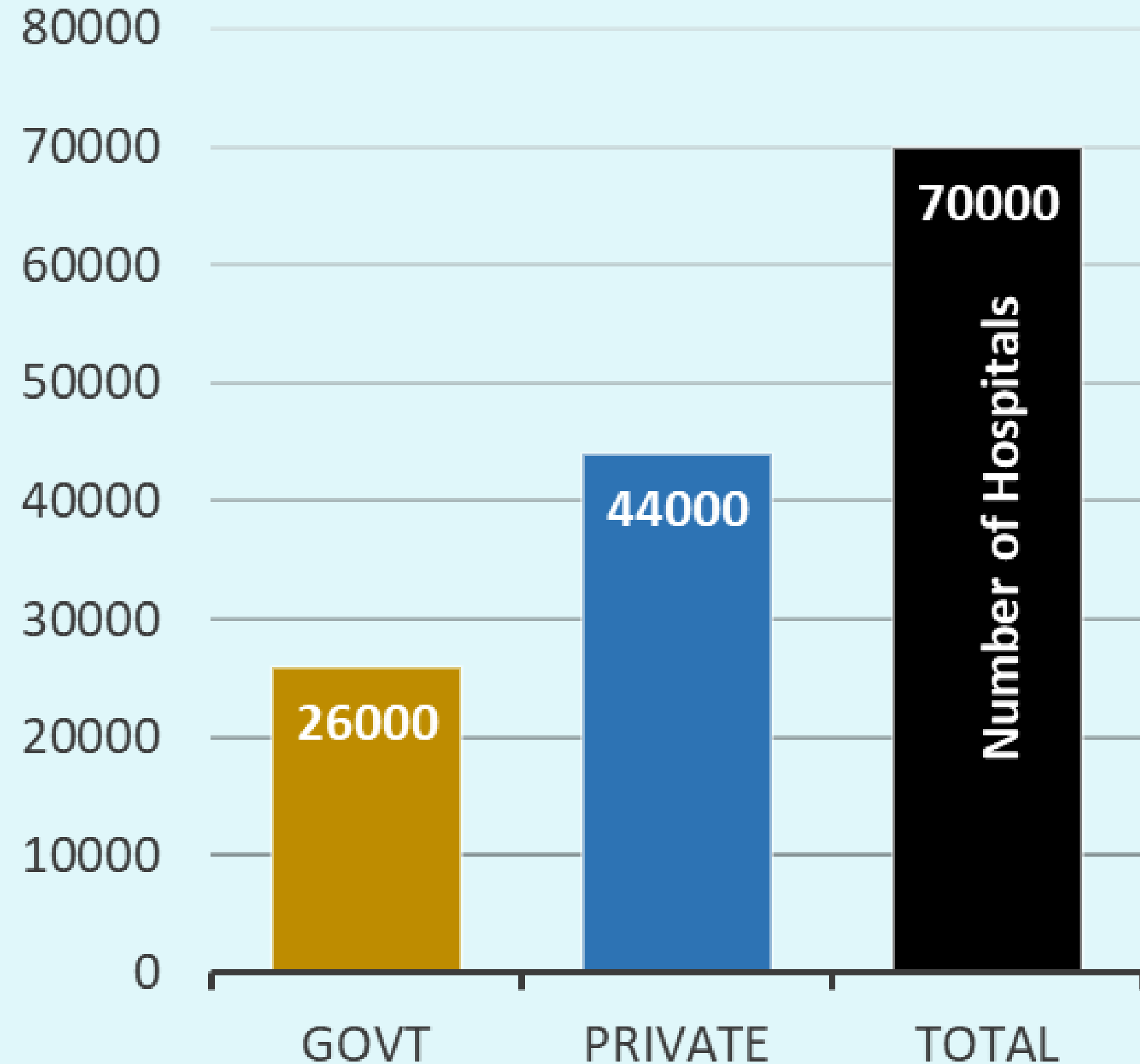


Market Analysis

\$ 372 B+

Market Size

- **CAGR of 31 %** with growing demand for digital solutions
- **70,000+** Hospitals (**26,000** Govt & 44,000 Pvt)
- 70% of India's population in rural areas
- Target Market: Hospital, Tier 2-4 towns, villages, railway stations, events, corporate/RWA clusters



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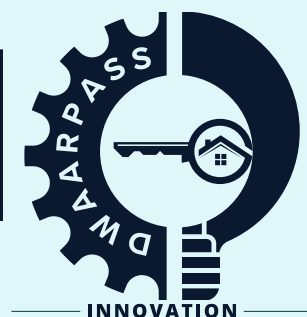
Kim Woodburn Dies MHT CET Result TS Inter Supply Result Live Photos Century of Leadership Web Stories

Roadmap to a \$450 billion health care industry

By [Amitabh Dube](#)

May 10, 2025 03:19 PM IST

This article is authored by Amitabh Dube, country president and managing director, Novartis India.



Competitive Analysis

Indian Healthcare Online Consulting Companies

#	Company Name	Growth	Segment	Growth
1	Practo	30-35%	Telemedicine & Consultations	High
2	DocOnline	25-30%	Teleconsultations	Moderate
3	mfine	30-35%	Telemedicine & AI Health Assessments	High
4	1mg	25-30%	Online Pharmacy & Diagnostics	High
5	Lybrate	20-25%	Online Consultations	Moderate
6	HealthifyMe	25-30%	Wellness & Fitness Services	High
7	Tata Health	30-35%	Virtual Consultations & Wellness	Moderate
8	CallHealth	20-25%	Home Healthcare & Diagnostics	Low
9	PharmEasy	30-35%	Online Pharmacy & Health Services	High
10	Medlife	25-30%	Online Pharmacy & Diagnostics	Moderate

#	Company Name	Launch Year	Audience	Market(AVG) ₹ (Billion)
1	Practo	2008	Urban & Semi-urban Users	27.5
2	DocOnline	2015	Working Professionals	7.5
3	mfine	2017	Health-Conscious Individuals	14
4	1mg	2015	General Population, Elderly	17.5
5	Lybrate	2013	All Age Groups	9
6	HealthifyMe	2012	Fitness Enthusiasts	7
7	Tata Health	2019	Corporate Employees, General	6
8	CallHealth	2016	Families, Elderly Care	4.5
9	PharmEasy	2015	General Population, Elderly	10
10	Medlife	2014	General Population, Elderly	5
Total (AVG)				₹ 108

USP Hcare24+

Feature	Hcare24	Traditional Providers
Full-stack ecosystem	✓	✗
AI + IoT integration	✓	✗
Scalable Rural + Urban	✓	✗
B2C + B2B + Franchise	✓	✗

Digital OPD apps, basic health kiosks – but none offer this integrated, scalable booth + CRM model





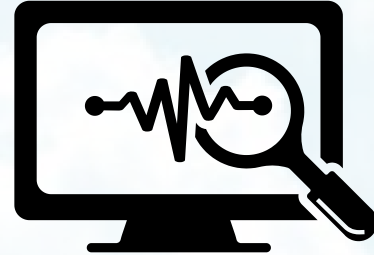
Go-to-Market

Business Model

Any Time Healthcare



Doctor
Consultation



OPD
Diagnostics



Emergency
Support



Smart
Biometer



ECG
IoT Device



Oxygen
IoT Device



Digital
Prescription



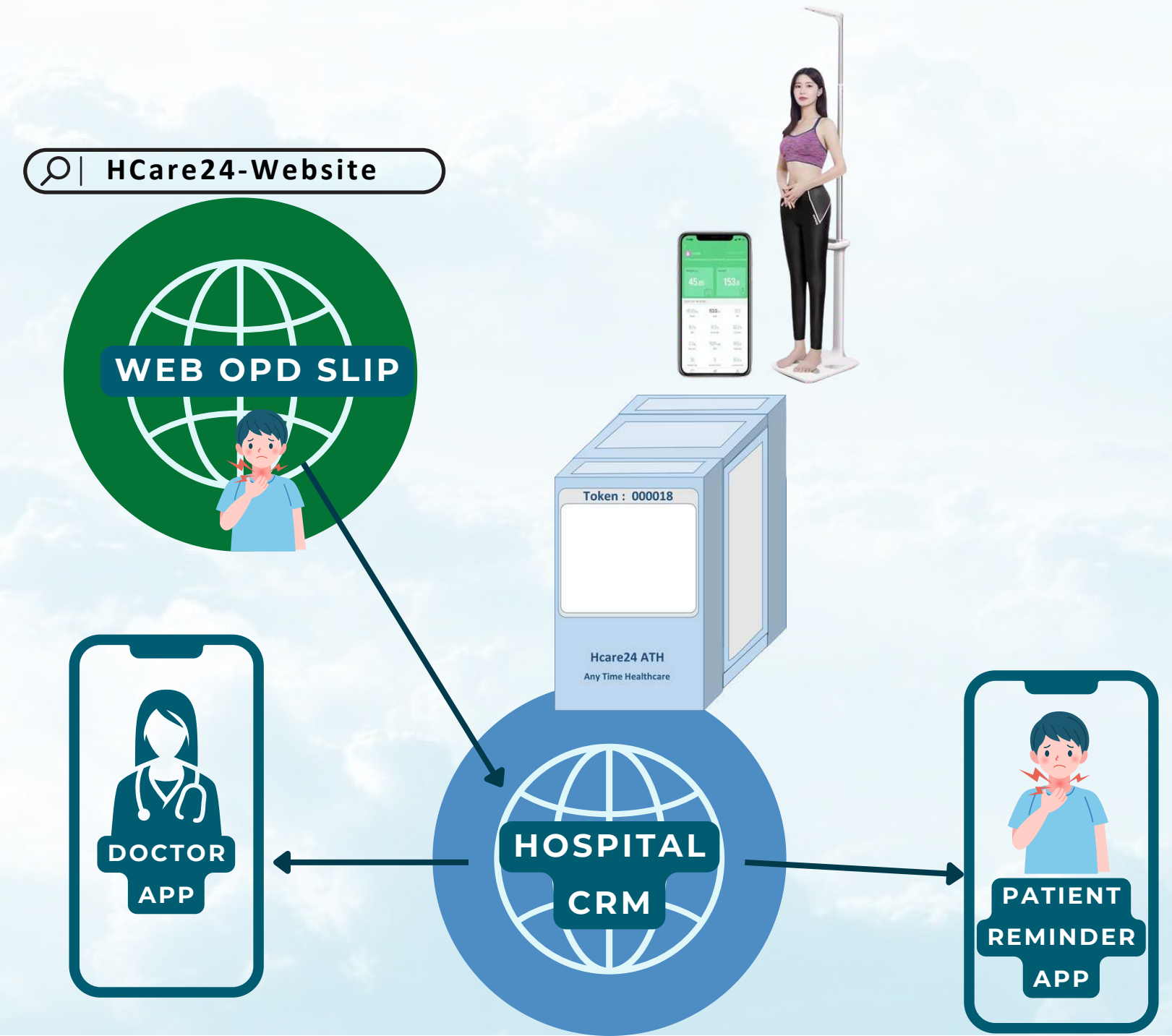
Live Slip
Tracking Status

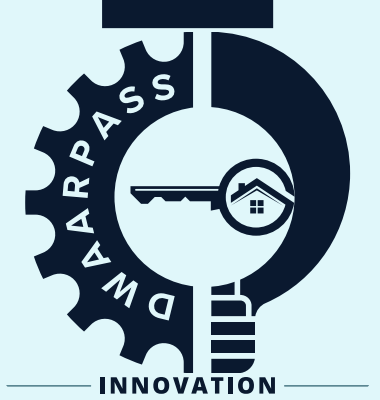


Online
Pharmacy

Mobile OPD CRM + ATH Smart Booths

1. **B2C:** Subscription plans for home care, telehealth, and diagnostics
2. **B2B:** Licensing platform to clinics, hospitals, and wellness centers
3. **Franchise:** ATH booths in Urban & Rural/underserved areas
4. **Govt/NGO:** Public-private partnerships for community healthcare





Digital Hospital CRM

Revenue Stream



Revenue Stream	Pricing / Commission
Consultation Fees	₹ 500 per consultation (20% commission)
Subscription Plans	₹ 299 / month for premium services
Lab Test Bookings	15 % commission per test booked
Medicine Delivery	5 - 10% commission per order
Health Insurance Integration	₹ 200 - ₹ 500 per policy sold
Hospital CRM SaaS	₹ 15,000 / month
Doctor SaaS Fees	₹ 999 / month
Corporate Health Programs	₹ 10,000 per 100 employees
Medical Equipment Marketplace	5 % commission per purchase
Sponsored Listings & Ads	₹ 10,000 / month
Franchise: ATH booths	₹ 2,00,000 to ₹ 20,00,000 Security

Workflow:

1. Vitals check → 2. OPD slip generated → 3. Teleconsultation/e-prescription → 4. Report printed or app-synced

Channels:

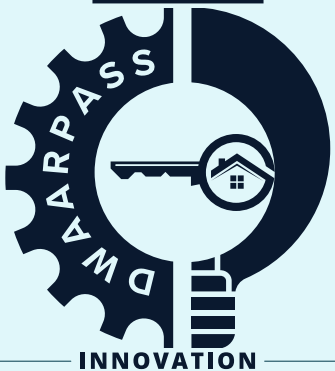
CSR programs, govt health schemes, franchise partners, hospitals, clinics, RWAs

Marketing:

Digital campaigns, health camps, influencer advocacy, public partnerships

Revenue Streams:

- Pay-per-use diagnostics
- B2B subscriptions
- Pharma/insurance ads
- Govt/CSR-funded booths



OUR TEAM



Founders & Director

Deepak Kumar Jana

Full Stack Dev, exp:12+ yrs



Co-Founders

Dr. Shabnam Panwar

Doctor, exp:10+ yrs



Director

Miss Urvashi

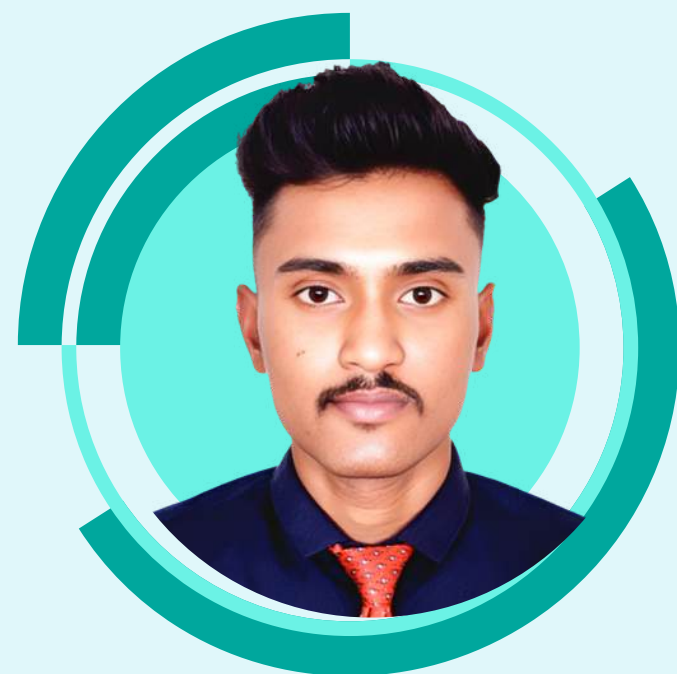
Consultant, exp: 15+ yrs



Marketing

Mr. Amaan Singh

Marketing, exp:3 yrs



Co-Founders

Mr. Ghanshyam Patel

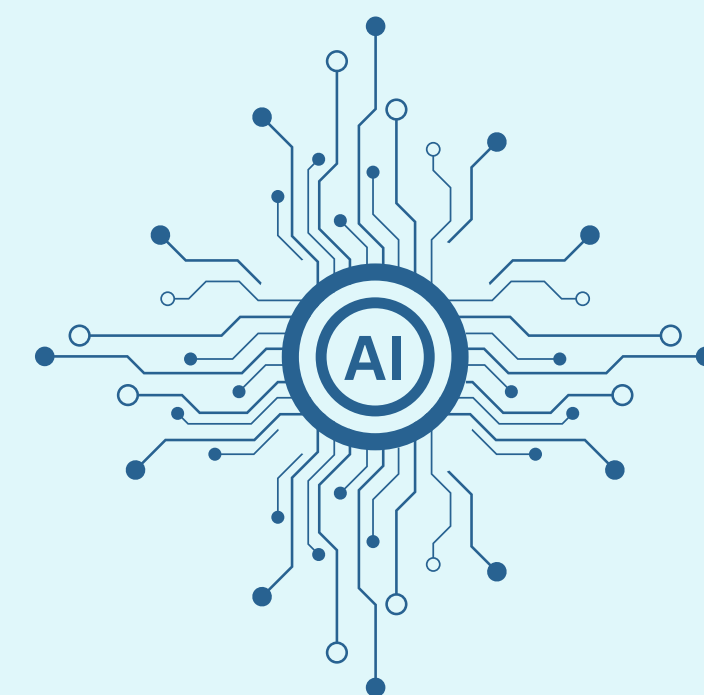
Marketing, exp:5+ yrs

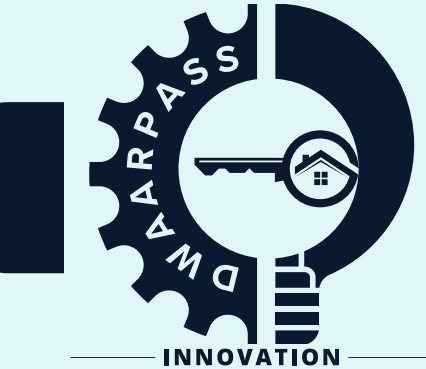


Marketing

Mrs. Sushma Biswas

Networking, exp:15+ yrs





Financial Plan

Seed Ask: ₹ 50,00,000

Use of Funds:

- 40% – Tech/Product Development (CRM upgrades, IoT R&D)
- 30% – Marketing & Franchise Acquisition
- 25% – Hiring (care providers, ops staff)
- 5% – Licensing, QA, compliance

Key Projections:

- **Break-even:** 20–24 months
- **Year 2 ARR Target:** ₹ 2 Crore (20+ booths)

12–18 Month Roadmap

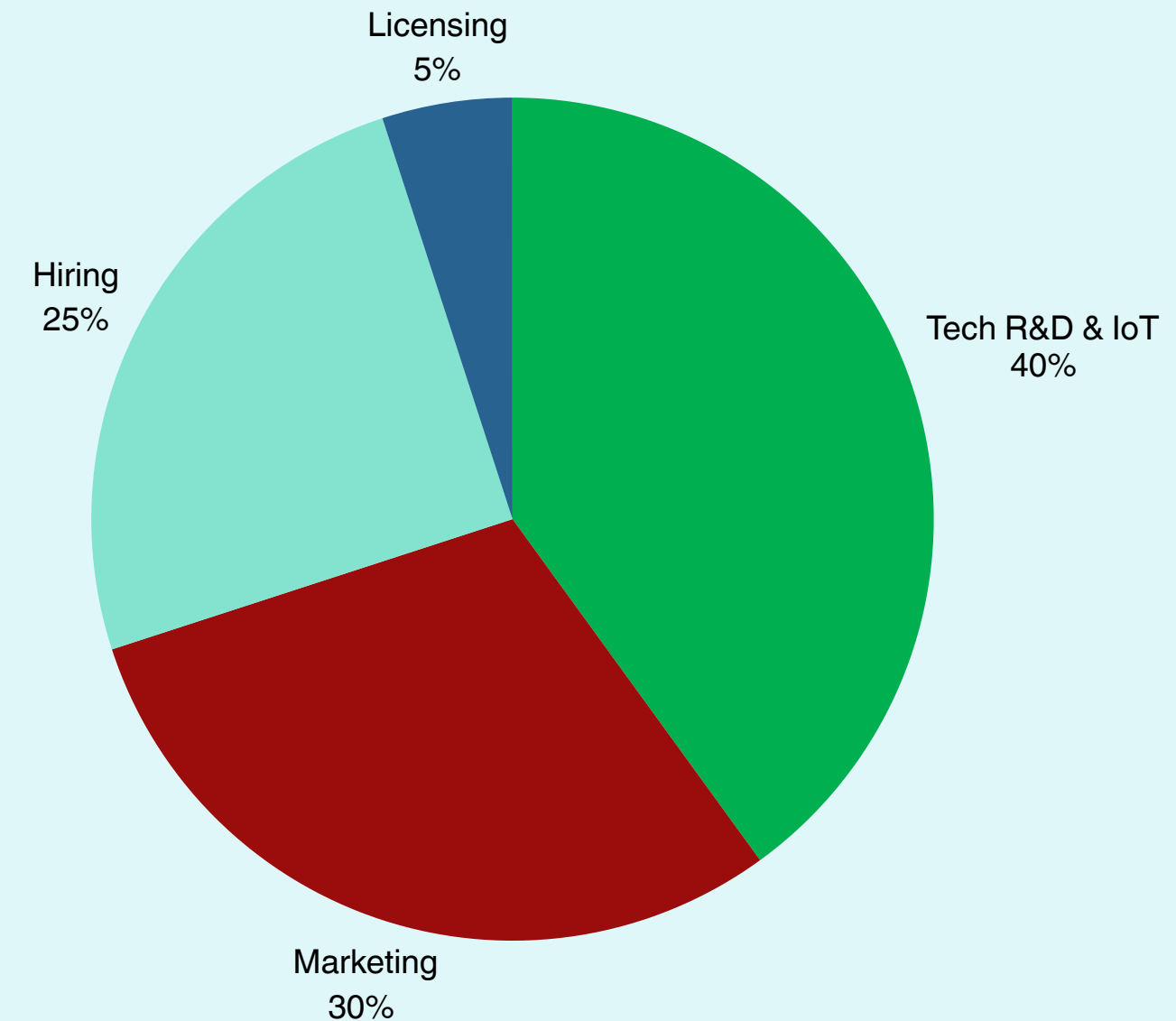
Deploy 20+ ATH Smart Booths , Roll out CRM to 1,000+ clinics, Launch AI-based diagnostic tools, Expand to 10 Indian states , Build partnerships with governments and NGOs

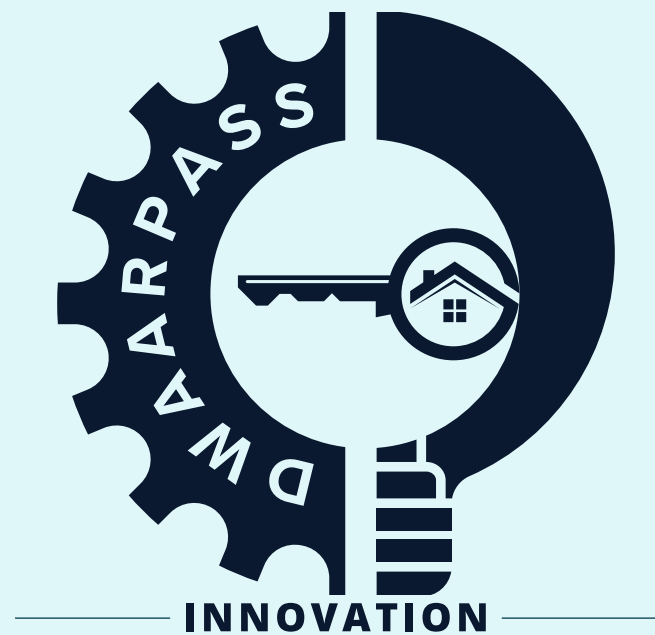
Future Plans:

AI-powered health bots, Regional language integration, Insurance & digital payment integration

Risk Mitigation

Backup power and connectivity for booths, Modular deployment kits, Rural support via local partners and franchises





We are not just building devices—we are building bridges

Thank You

Between villages and cities, patients
and doctors, technology and trust.



Hcare24

Join us. Invest. Franchise. Partner.

नमस्ते

Let's revolutionize healthcare access in India—together.

Contact Us

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+91 99995 53320

 [linkedin.com/in/dwaarpass](https://www.linkedin.com/in/dwaarpass)