



MeduTechs

The Professor-Validated AI & VR
Anatomy Platform

Where Academic Trust Meets Immersive VR

Techstars - Nov 2025





01 Problem




"As a medical uni student, I stood in a cold anatomy lab surrounded by formalin fumes and anxious classmates. We couldn't even focus, the smell, the stress. I realized this isn't education. It's endurance."

Alireza-Founder

01 Scalability & Cost

Cadaver labs cost \$10,000 –\$50,000 **per cohort** and require complex logistics. Only 15% of medical schools worldwide have sufficient cadaver access (WHO, 2023).

 **Global inequality**

02 Emotional & Ethical

Dissection triggers stress or trauma in up to **34%** of students.

Learning focus drops, not increases.

 **Students lose focus**

05 AI Academic Data

Generic AI is **unreliable** and untrusted for medical use. Universities cannot adopt it, they **lack** access to academic data, creating a trust and compliance gap under the **EU AI Act**.



03 Repetition & Access

Labs open < 10 hours/week
→ students forget **~55%** of anatomy in 6 months.

No infinite practice  **No mastery**

04 Pedagogical Barrier

Traditional dissection and 2D materials don't build spatial understanding.

→ Students struggle to visualize anatomy in 3D.



Journal of
Education and Health Promotion

Human anatomy was recorded as the most difficult course in the first year by 63.6% of students.

Notably, over 90% of students indicated that VR would enhance their anatomy learning experience and help them learn a topic better than traditional models.



JNS JOURNAL OF
NEUROSURGERY
OFFICIAL JOURNALS OF THE AANS SINCE 1944

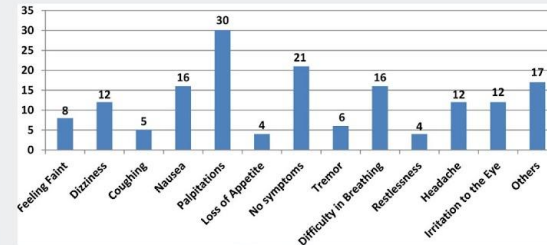
Most participants (90%) preferred the 3D VR models for aneurysm detection and description, and only 1 participant (5%) described VR-related side effects such as dizziness or nausea.



ELSEVIER
Journal of Taibah University
Medical Sciences



Figure presents the symptoms that the 87 participants had experienced when they were present in the anatomy dissection hall.





02 Our Transformative Solution

Immersive VR Platform

A "AAA-quality" VR Atlas for real-time 3D exploration and virtual manipulation of structures.

Replaces high-cost, high-trauma, and high-emission labs.

24/7 access, infinite repetition, and true 3D spatial mastery.

Academic AI Tutor



A conversational AI trained on our proprietary, professor-validated data.

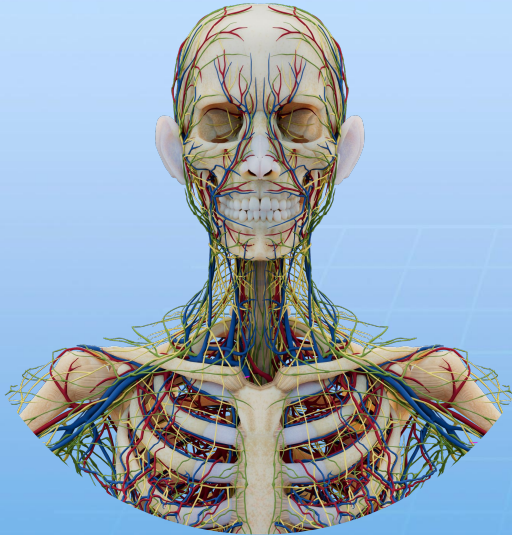
Bypasses publisher data bans and meets EU AI Act "high-risk" standards.

A trusted, real-time, **professor-level** guide for students.





03 Unique Value Proposition



Academic Integrity

Proprietary Database: Built on our original, professor-validated 3D Atlas.

Curriculum Match: Content grouped by programs, categories, and systems to match university standards.

Approval Level: Meets the high standards required for academic/EU compliance.

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Applied AI & Trust Moat

Academic AI: Fine-tuned exclusively on our verified data (not generic LLM scraps).

Real-Time Conversation: Students interact with a professor-like AI tutor in VR (not a robotic monologue).

9.9/10 Accuracy: Tested by anatomists (The proof we show on the next slide).

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VR Efficacy & Scale

VR Quality: Optimized for high-fidelity rendering, comfort, and minimal motion sickness.

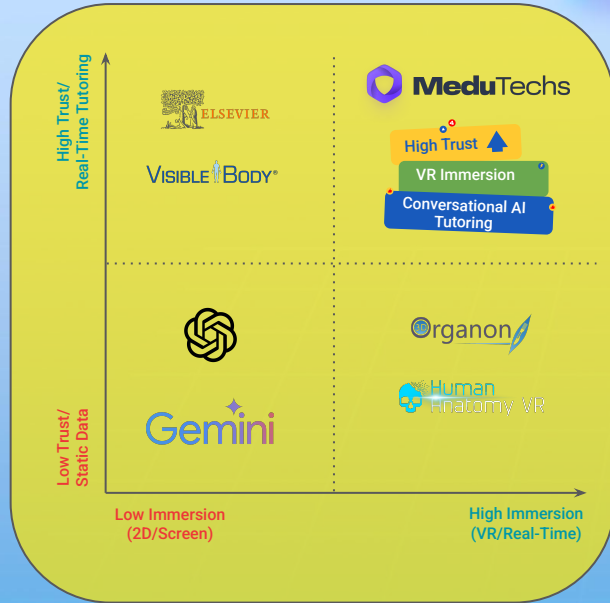
True Immersion: Enables 3D spatial mastery and virtual manipulation of complex structures.

Global Scale: Low-cost SaaS model eliminates access and cost barriers worldwide.

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04 The Competitive Landscape



Feature / Moat	Medutechs	Elsevier (Complete Anatomy)	Visible Body	Virtual Medicine	3D Organon	BodyMap (MAI)	Osso VR	Generic AI (GPT/Gemini)
Academic Trust (Proprietary Data)	✓ Proprietary Atlas	✓ Publisher-Trusted (Legacy)	✓ (Trusted)	✗ Generic Dataset	✗ Generic Dataset	✗ Niche Clinical Focus	✗ Surgical Focus	✗ Data Banned
Conversational AI Tutor	✓ Real-Time, Validated	✗ None	✗ None	✗ None	✗ None	✗ None	✗ None	✗ Untrusted (5.5/10)
VR First-Design (Deep Immersion)	✓ AAA-Quality VR	⚠ Mobile/Tablet First	⚠ Mobile/Tablet First	✓ High Fidelity	✓ High Fidelity	⚠ Mixed Platform	✓ Surgical Focus	✗ None
Curriculum Alignment	✓ Full Alignment	✓ Deep Integration	✓ (Courseware)	✗ Generic Content	✗ Weak Alignment	✗ Niche Clinical Focus	✗ Niche Surgical Focus	✗ None



05 Market Opportunity




\$2.48B

Core **SAM** (VR Med Ed) by 2025
and \$5.8 by 2030

18.6%

Core Market **CAGR**

Strategic Focus & Market Drivers

-  Wider Market (TAM): Sits in a \$31.3B (2025) VR in Education market, validating massive adoption.
-  The B2B Value Prop: We replace the ~\$1,270/student cost of physical labs AND solve the >40% faculty workload with our AI Tutor.
-  **Strategic Focus:** Target high-value (**NA: \$1.33B**) & high-growth (**APAC: 17.9% CAGR**) markets first.



06 Business Model Scalable & High-Margin

We ensure high ARR from universities with tiered AI monetization and drive growth via scalable B2C access.



B2B Institutional (High ARR)

- ✓ **Customer:** Universities & Hospitals (Bulk Licenses: 250-500+ users).
- ✓ **Model:** Annual Recurring Revenue (ARR).
- ✓ **AI Moat:** Tiered AI tokens (10k/student base + paid add-ons).
- ✓ **Value:** Replaces high-cost labs & reduces faculty load.



B2C Student (Scalable Reach)

- ✓ **Customer:** Individual Learners & Professionals.
- ✓ **Model:** Monthly / Annual Subscriptions.
- ✓ **Funnel:** Free Demo App $\$$ to $\$$ Paid Conversion.
- ✓ **Value:** On-demand access to the 99% accurate AI Tutor.



AI Moat: We monetize our core AI advantage via token usage, embedding high-margin revenue into institutional budgets.



07 Why Now?



VR Affordability & Cost Crisis

The platform is **finally cheap enough** (Meta Quest 3) to replace a cost that is **unsustainable** ($\sim \$1,270$ per student/session cadaver cost). This financial pressure is forcing institutions to adopt tech now.



AI Reaches Expert-Level & Faculty Load

AI can achieve **86-90% USMLE accuracy**, proving a "professor-level" tutor is viable. Institutions are desperate for this AI to reduce **the $>40\%$ faculty workload** on routine instruction.



The 'Trust Gap' (Regulatory Moat)

The **EU AI Act** and **Publisher Data Bans** block generic AI. This created an urgent, temporary window for the **only compliant solution**: our proprietary, **9.9/10 validated AI** built by academic experts.



09 Traction

A Story of Speed, Pivot & Conviction

Q3 2024: Pre-Seed Funding

Secured **\$285k CAD** commitment from CIAI Angel Group

Q1 2025: The Strategic Pivot

Market tests in **Belgium & Estonia** proved 'school' model was wrong. **Pivoted** to high-value Medical University niche.

Q4 2025 (NOW): Public Beta

MVP (Male/Female models) launching on Meta Store for mass user feedback.

Q1-Q2 2024: Formation

Founded in Canada, joined CI Ventures Incubation, and built core co-founding team.

Q4 2024: Initial Product (v1)

Developed initial 'school-ready' app (Grade 8-12) for rapid market validation.

Q2-Q3 2025: Rebuild & R&D

Co-founders invested **+\$80k** post-pivot. Completed 9.9/10 validated AI Tutor & B2B Dashboard.



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Roadmap: From Beta to B2B Scale

2026: Launch & Validation

- **Q1 2026 (Pre-Accelerator):** Use Public Beta feedback to finalize full Medical-Grade App (PhD-level) & Professor Mobile App (v1).
- **Q2 2026 (During Techstars):** Launch commercial pilots. Secure first 3-5 Canadian/EU University Pilots, leveraging the Techstars network.
- **Q3 2026 (Post-Demo Day):** Onboard first pilots, gather case study data, and hire key B2B sales lead.
- **Q4 2026 (Primary Goal):** Achieve 10+ new B2B university contracts signed.

2027: Scale & Expansion

- **Q1 2027 (Sales Scaling):** Use pilot case studies to scale B2B sales efforts into North America & Europe.
- **Q2 2027 (R&D Expansion):** Begin development of next high-value module (e.g., Surgery Simulation or AR) to create upsell opportunities.
- **Q3 2027 (International):** Begin initial market entry into high-growth APAC region.



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The Domain Experts: Why We Will Win

Alireza Ehteshampour - Founder & CEO

The "**Founder-Market Fit.**" A tech-savvy medical student turned entrepreneur with 12+ years in XR development.

***Origin (2018-2023):** "I won a research grant for our first VR prototype. We tested it with **1000+** students & **100+** professors at 10+ universities, leading to **3 published articles** and 3 innovation awards. I knew this had to be a **company.**"*

- +6 Years Entrepreneurship & PM
- PhD Computer Science Candidate

Dr. Javad Hami - Chief Academic Officer

The "Trust Moat." Dr. Javad is the academic authority who ensures our AI accuracy and app curriculum alignment.

- Faculty Member at HMU Health & Medical University, **Germany**
- PhD in Anatomy
- Two Postdoctoral in Anatomy Research

The Expert Board - Business & Scale

Our board provides the deep clinical, business, and technical expertise required to scale a global **MEdTech** company.

- **Dr. Ravi:** +30 years medical experience; Director at P&R Medical Specialist Clinic.
- **Dr. Tania:** +16 years medical & academic exp; Director at Diagnostic and Hospital LTD.
- **Adeola:** +20 years IT & Tech solutions; CEO at Vcloud-Kitbox UK LTD.



12 The Ask & Use of Funds

\$500K

Pre-Seed / Accelerator Capital

(18-Month Runway)

Funding for 18 Months of Commercial Scale

- ✓ **50% Go-to-Market & University Pilots:** Fund first pilots (Canada/EU), build case studies, & hire key B2B sales lead.
- ✓ **30% Product Scaling & AI Infrastructure:** Finalize PhD-level content, scale AI server infra, & build mobile app (v1).
- ✓ **20% Team & Operations:** Key engineering hires and G&A.

Primary Goal: Secure 10+ University Contracts by Q4 2026



Our Vision



**To make medical education immersive,
accessible, and unforgettable for every
student on earth** ”

We're not just teaching anatomy.
We're redefining how humans learn medicine.

alireza@medutechs.com

