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Karmen Joller
Minister of Social Affairs
Ministry of Social Affairs
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Proposal for Implementing Soteria One Point Zero in Estonian Healthcare

Dear Minister Joller,

On behalf of VLV Trans SIA, a company dedicated to advancing innovative healthcare solutions, I am pleased to present **Soteria One Point Zero**, an innovative AI-powered platform designed to revolutionize the diagnosis and management of obstructive sleep apnea (OSA). As a partner of Soteria Biotech Co., Ltd., VLV Trans SIA is committed to introducing cutting-edge medical technologies to Estonia, the goal of enhancing healthcare outcomes and operational efficiency.

Key Advantages of Soteria One Point Zero:

- **Efficiency:** Processes patient CT/CBCT scans in under two hours, offering precise, actionable reports.
- **Diagnostic Precision:** Achieves up to 91% accuracy in OSA diagnostics, as validated through extensive testing on over 6,800 cases.
- **Convenience:** Minimizes reliance on overnight sleep studies, enabling rapid analysis through Computational Fluid Dynamics (CFD) simulations.
- **Accessibility:** Removes barriers to care for underserved patient groups, including children, elderly, and high-risk individuals.
- **Cost-Effectiveness:** Reduces administrative workload, saving time and resources for healthcare providers.

Proven Performance

Soteria One Point Zero is CE-certified and adheres to ISO 13485 standards, ensuring safety and efficacy. The software uses advanced algorithms to simulate airflow dynamics, pinpointing

obstructions that are difficult to detect through conventional methods. This enhances clinical decision-making and accelerates treatment planning.

The platform has demonstrated exceptional results in diverse healthcare settings, including partnerships with leading hospitals in Taiwan, Singapore, and the Netherlands. Its adaptability to different clinical environments makes it a valuable asset for Estonia's healthcare system.

Supporting Documentation

To further support our proposal, we have included additional documentation with this letter. These materials provide detailed insights into the technical specifications, clinical performance, and certifications of Soteria One Point Zero. We invite you to review these documents for a deeper understanding of the software's potential impact.

Trial and Cost Structure

To showcase the transformative potential of our software, we offer a **one-month free trial** for Estonian medical institutions. During this trial, the platform can be utilized without limitations to experience its benefits firsthand.

Following the trial period, the cost for using the software in a specific field is equivalent to the **daily cost of serving one patient**, according to the medical institution's cost table. Any revenue generated beyond this threshold remains with the medical institution, creating an incentive for increased usage and integration into routine care. While this standard pricing model serves as a guideline, the exact terms can be discussed and agreed upon during negotiations to ensure mutual satisfaction.

Collaboration Opportunity

If the Ministry is interested in exploring this innovative solution further, we propose an online meeting via Zoom with our product inventor and CEO of Soteria Biotech Co., Ltd, **Mr. Hung Ta Hsiao**, to discuss implementation strategies and answer any questions.

Soteria One Point Zero offers a unique opportunity to revolutionize healthcare delivery in Estonia by addressing critical challenges in OSA diagnosis and treatment. We are confident that this collaboration can significantly improve patient outcomes while optimizing healthcare resources.

Thank you for considering our proposal. We look forward to the possibility of working together to advance healthcare standards in Estonia.

Yours sincerely,
Vilnis Lībietis
Member of the Board

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