

NEWSLETTER DECEMBER 2023

Message from CEO
Bye Bye 2023 – A year of Success



What an Amazing year for the growth of Telemedicine around the world. Thanks to our customers, partners, distributors and team-members for making 2023 such a successful year for Tech4Life. The team made tremendous progress in each of the focus areas, including R&D, Sales, and Network growth in all parts of the world. Key achievements include:

1. Research & Development: Tech4Life teams have made tremendous progress in finalizing the design and testing of the new version of eSteth digital stethoscope and Non-Invasive Hemoglobin monitor, both of which are game-changing devices in Telemedicine and Point of care areas. Tech4Life also launched the prototype of the first of its kind 'Drone Telemedicine kits' for teleconsultations in hard-to-reach areas. Finalizing the growth in Artificial Intelligence in collaboration with the Center of Mobile Innovation at Sheridan College, Canada and Dr. M. Suleman Otho in Pakistan has been a ground-breaking achievement in digital health.

2. Sales: Tech4Life continued to strengthen its brands of eSteth in the range of stethoscopes and Sojro in the field of Telemedicine around the world. Over 10,000 units were sold through eCommerce platforms in North America and Europe, and through our distributors and resellers in several countries of Asia, Africa and South America. Special thanks to our satisfied customers for their encouragement and reviews on various platforms.

3. Network Growth: Tech4Life exhibited in several esteemed Healthcare conferences, such as American Telemedicine Association Conference in San Antonio TX, Biomed 2023 Conference in Tel Aviv, Caribbean Connect Conference in Montego Bay, and MEDICA in Dusseldorf, Germany. Tech4Life also spread its network of distributors to the United States of America, Zambia and Saudi Arabia. Tech4Life also received funding from the CanEXPO program to expand its networks in Europe.

Tech4Life team is determined to carry this progress into 2024 and make it another year of success for the company and Digital Health all over the world.

-By Dr. Shariq Khoja, CEO – Tech4Life Enterprises

Introduction of New Devices in 2024



Tech4Life plans to bring several of its introductions to market in the year 2024. These include eSteth Pro digital stethoscope, Non-invasive Hemoglobin monitor, and Artificial Intelligence for eSteth. Our team is extremely excited to introduce these high-quality and extremely useful products in markets around the world.

1. **eSteth Pro Digital Stethoscope:** Tech4Life Enterprises is advancing digital stethoscope technology with more advanced features. eSteth Pro has been designed to boost the features of eSteth Lite with a user-friendly display that allows healthcare professionals to view and analyze sound wave-forms. The built-in Bluetooth connectivity enables easy transfer of patient data to smartphones or computers, allowing physicians to access medical records. eSteth Pro represents a significant advance in digital stethoscope technology by introducing Artificial Intelligence for sound detection and diagnostic support (Courtesy: Noor Hassan).

2. **Non-Invasive Hemoglobin monitor (SmartHb):** Addressing the formidable challenge being posed by anemia, the provision of iron supplements only presents a limited solution. Therefore, to eradicate and effectively control anemia and its effects, a point-of-care device is a necessity as opposed to being a luxury product. It is highly important to regularly monitor hemoglobin levels and empower community-based health providers through a non-invasive hemoglobin measuring device i.e. SmartHb. This device will not only create a profound global impact, its unique technological aspects distinguish the device from any other device in this field. A smart wireless, non-invasive, prick-free, rechargeable and effectively portable product with a unique sliding design and wide display to ensure a state-of-the-art product both technologically and aesthetically. (Courtesy- Rubab Fatima)

3. **Sojro Drone Telemedicine kit:** Sojro Drone, developed by Tech4Life Enterprises, is equipped with high resolution cameras and network capacity for telemedicine consultations, along with devices to examine patients in far-flung areas. These drones could be used by health and humanitarian organizations all over the world, including disaster and military organizations, emergency care bodies and set-ups of ambulances, hospitals and primary healthcare in remote areas. We are going to launch many different models of telemedicine drone kits in the near future for different niche markets, which can be capable of traveling more distance, along with more battery time and carry load. (Courtesy: Mubashir Ahmed)

- By Dr. Shariq Khoja, CEO – Tech4Life Enterprises

Tech4Life determined to grow in European Markets after winning the CanExport SMEs Grant



CanExport SMEs is a funding program that offers grants and contributions to Canadian companies to help them establish a presence in previously unexplored international markets. Tech4Life Enterprises is determined to expand into European markets after winning a CanExport SMEs grant this year. This grant allows Tech4Life to make expansion plans for Germany, Spain, France, Italy, and the UK.

To achieve the desired objectives, Tech4Life recently exhibited at MEDICA 2023 in Dusseldorf, Germany, where they got a chance to meet potential Distributors and clients from Germany and other target countries. Tech4Life is currently planning to visit some of the target countries and meet potential clients as part of the broader strategy to move onto the next phase of European expansion.

- By Ahsan Abbas, Head of Global Sales - Tech4Life Enterprises.

Recap of 2023 and New plans for 2024



In 2023, Tech4Life Enterprises achieved significant milestones and made remarkable progress in its mission to emerge as the global leader in Telemedicine. The company experienced exponential growth, expanding its customer base and market presence across various sectors.

Throughout the year, Tech4Life entered into new partnerships and collaborations from South Asia to South America, signed new Distributorship agreements, and successfully delivered Telemedicine and Telehealth projects. In 2023, Tech4Life's key focus has been on improving maternal health in underserved and rural areas of Pakistan and Nigeria. Furthermore, Tech4Life secured a CanExport SMEs grant which has helped Tech4Life enter into key European markets.

Looking ahead to 2024, Tech4Life is committed to its mission of empowering frontline health workers and is poised to make a lasting impact on the Telemedicine industry with some of the upcoming Telehealth projects in Zambia, Egypt, Nigeria and Pakistan.

- By Ahsan Abbas, Head of Global Sales - Tech4Life Enterprises.

Telemedicine use in Military Settings. Tech4Life leading global implementation in conflict hit areas



Telemedicine has been widely used in both settled and conflict situations to assist health services. Provision of effective and timely health services during sporadic and full-blown combat situations has always been a challenge. Use of telemedicine in military areas, includes the following:

1. Engaging Specialist health providers virtually: One of the most common applications is to use telemedicine consultations to engage the specialists in supervising the health teams in different locations and conduct virtual medical rounds to ensure that the quality care is available without having to transport the specialist or patient unnecessarily. Through this approach, medical experts can be shared where and when it's needed the most.
2. Providing timely trauma care: It is critical for trauma patients to receive the required surgical care during the critical window period. Typically, a costly and potentially dangerous evacuation mission is the only way to bring a patient to the right level of care. But for critically ill or injured patients, long-distance transfers mean they're not able to receive the timely support they need, which can impact patient outcomes. Thus, transmitting medical information from the OR to a remote expert, frontline healthcare workers can get the expert guidance they need, on demand.
3. Virtual Mentoring health providers: Telementoring can help improve patient care by upskilling frontline healthcare workers. But for telementoring to be a success in the medical profession, the equipment needs to be versatile and sophisticated enough to capture the consultation or surgery in high definition, so that the remote expert has a clear and accurate picture of the proceedings. This is especially vital in a surgery where precise incisions need to be made.

Tech4Life has designed a military telemedicine kit to ensure timely and comprehensive care to patients in conflict zone. Tech4Life's disaster and military kit is best suited to support in such situations. Tech4Life's support for Navy installations in Pakistan and disaster situations in Zambia, Afghanistan and Egypt speak highly of Tech4Life's experience in this field.

- By Dr. Shariq Khoja, CEO – Tech4Life Enterprises

Star of Tech4Life - Samreen Amin



Samreen Amin is a skilled finance and human resource professional with fairly decent experience in the field of Accounting, Finance and HR. She holds a Master's degree in business administration along with a professional certification in Corporate Tax. She has been an integral part of Tech4Life for over 5 years, where she has been overseeing the HR, taxation, and other accounting and financial matters.

In her role as an Assistant Manager for Finance and HR, she contributed a lot to strengthening the Finance and HR departments, and also worked in close liaison with financial advisers and consultants.

In the light of her unwavering commitment and dedication, Tech4Life Enterprises acknowledges her contributions to the Organization and recognizes her as the Star of the Month.

-By Samreen Amin, Assistant Manager HR & Finance – Tech4Life Enterprises.

