Fountain

Pitch Deck

Canada's healthcare runs on outdated systems built for an old era, leaving doctors buried, data locked, and patients behind.

Problem

Every year, Canada's healthcare system suffers:

18.5 Million hours are spent on manual paperwork instead of patient care

$1.1 Billion is wasted on unnecessary tests and duplicate procedures

152 Million faxes still sent in Ontario alone—proof of an outdated, slow, and fragmented system

Solution

AI Tool Suite

A full toolbox to automate intake, notes, and summaries—saving doctors hours every day.

Patient Health Wallet

Each patient controls a portable medical profile—instantly shareable across providers with consent.

Connected Health Network

We link clinics, hospitals, and labs with real-time, secure medical data sharing for system-wide care.

AI + Data Sharing = Smarter Care

AI streamlines doctor workflows; data sharing connects medical providers; together, they reduce waste, save money and time for every stake holders.

How it Works

Doctors signs up and activates tools
Create an account and access AI tool suite instantly.

Workflow is streamlined with AI
Assists with intake, notes, and summaries — saving time.

Data is structured and shareable
Fountain organizes medical data, making it secure and ready to share.

Patients register for a Personal Health Wallet
Patients sign up to access their full medical history and securely share it with any provider they trust.

Fountain
Empower Patients

Fountain
Empower Doctors

Key Differentiators

NETWORK

We don't just build tools, we connect the data and medical network behind them, creating a community others can't replicate.

RELEVANCE

Every tool is shaped by each conversation we had with real doctors, built to solve real-world pain points, not just chase AI hype.
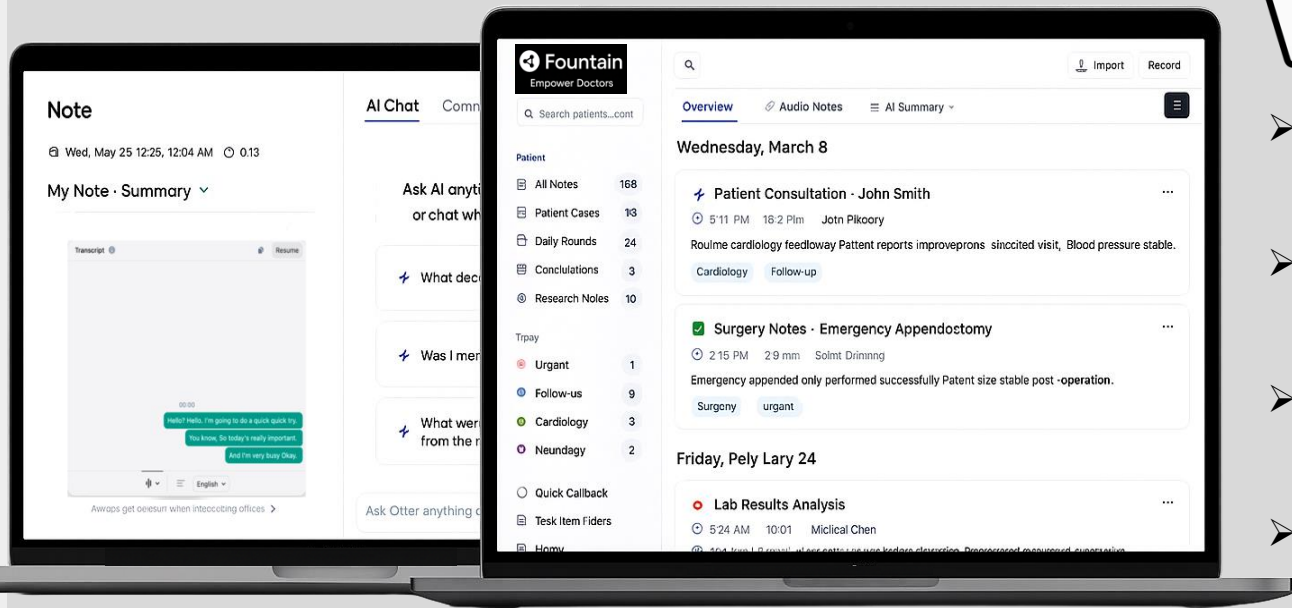
INTEGRATION

Brings intake, notes, summaries, and other useful AI tools into one smooth workflow with constant iteration and updates.

OWNERSHIP

Patients have full control over their records. Doctors get fast, authorized access—no silos, no delays.
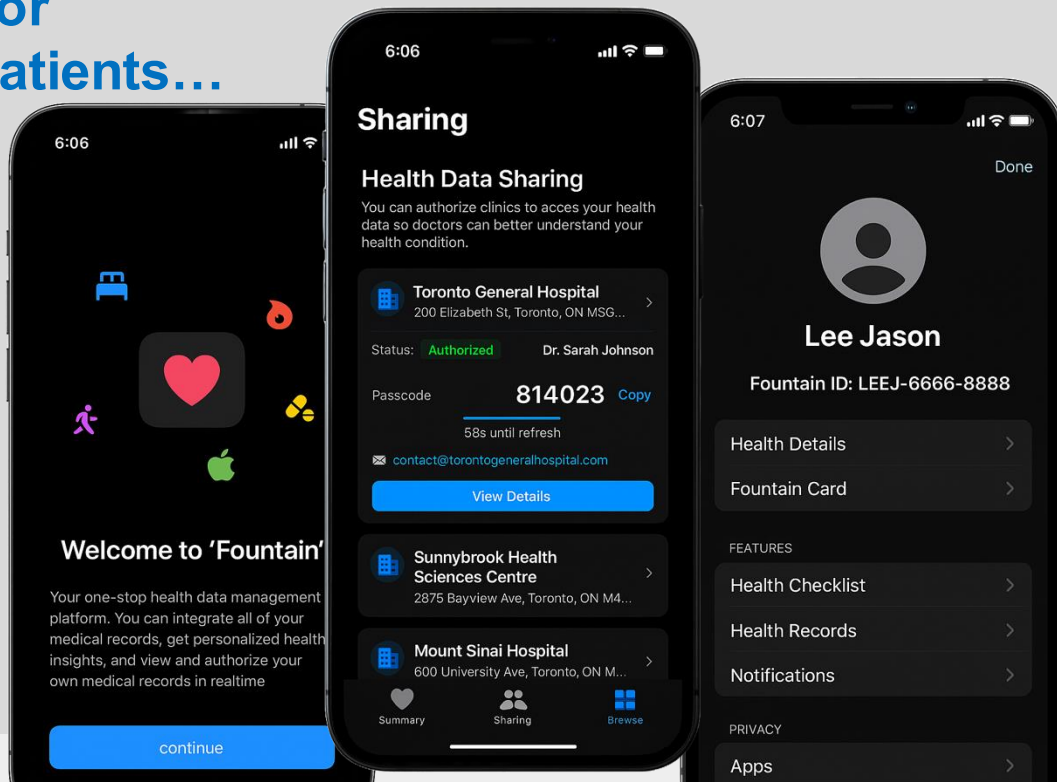
Product – MVP Demo

For Doctors…

➢ Built-in AI tools for intake, notes, summaries, and scribe

➢ One-click workflow with no manual work

➢ Instantly search and access any patient record

➢ Structured data ready to share across clinics

Product – MVP Demo

For Patients…

➤ Create a personal Fountain ID with full health profile

➤ Access and view medical records anytime

➤ Authorize clinics to view your data instantly

➤ Share health history securely with one tap

Use Cases & Benefits

A Patient Visit, Start to Finish:

BEFORE FOUNTAIN	WITH FOUNTAIN
➢ Doctor manually writes all paperwork ➢ No access to patient history from other clinics or hospitals ➢ Patient repeats tests due to missing data ➢ Referral and medical data takes days to share via fax ➢ Time wasted, care delayed	➢ AI Tools complete all paperwork in seconds. ➢ Patient history is shared instantly from connected clinics and hospitals ➢ Referral and medical data sent with one click, complete and structured ➢ No repeated tests or paperwork ➢ Care is faster, smoother, fully aligned

AI cuts the work. Data sharing cuts the waste.

Together, Fountain save **time**, **money**, and patient **lives**.

Market Size

Global TAM Growth by Region (2025–2030)
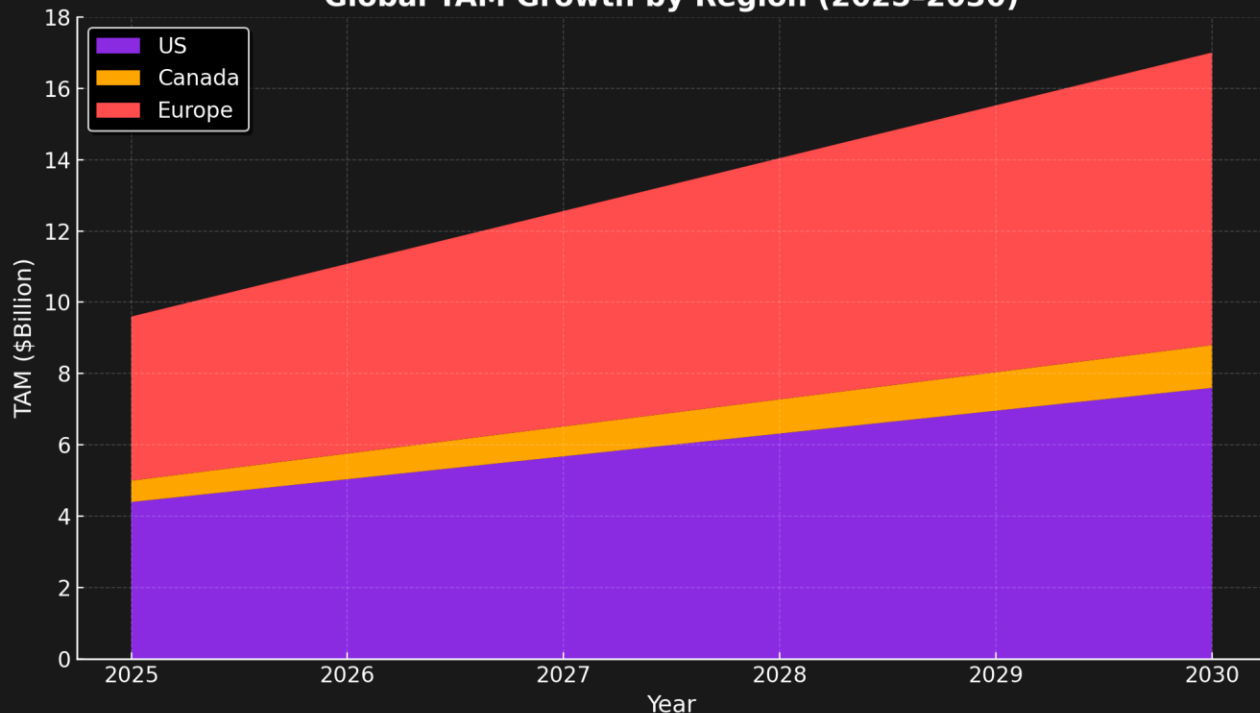
We are currently focused on the AI-powered clinical tools and healthcare data markets.

Region	2025 TAM
CANADA	$0.6 B
EUROPE	$4.6 B
USA	$4.4 B
TOTAL	$9.6 B

2030 TAM: $17.0 B

As our network and data foundation grow, we will unlock new revenue streams—insurance, data services, patient subscriptions—and scale globally beyond Canada.

Go-To Market Plan

Encircle the cities gradually from the countryside:

Start Small - Fast wins, zero disruption

Launch in small clinics where adoption is quick. Fountain runs on top of existing EMRs without changing current workflows.

Grow & Validate – Prove real-world value

Run focused pilots to get feedback, show time saved, and build early traction with real clinical results.

Scale Gradually – Use proof to win big

Use pilot success and experience to expand into larger clinics and hospitals—scaling through trust and results.
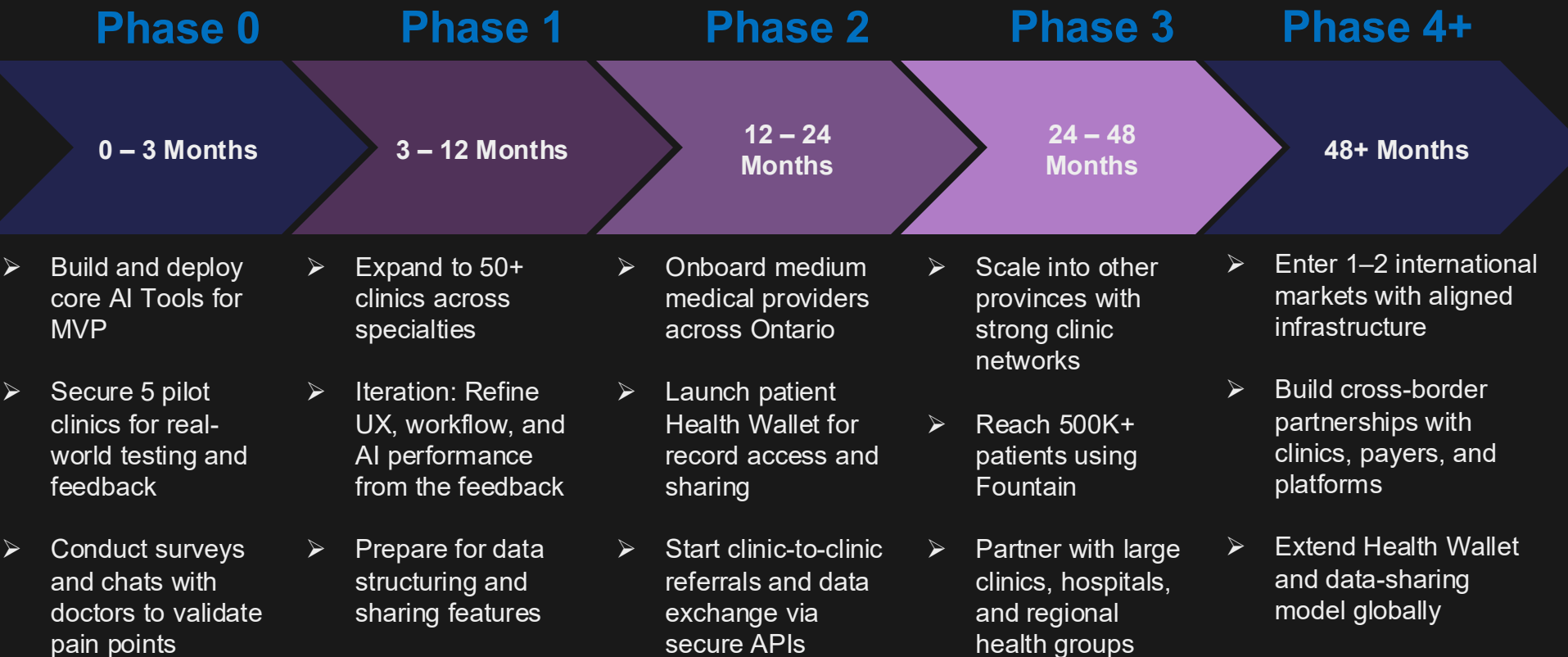

ENCIRCLE THE CITIES FROM THE COUNTRYSIDE

SMALL MEDICAL PROVIDERS

SMALL CLINICS   LABS

MEDIUM MEDICAL PROVIDERS

MEDIUM CLINICS   REGIONAL HEALTH CENTER

LARGE MEDICAL PROVIDERS

MAJOR HOSPITALS
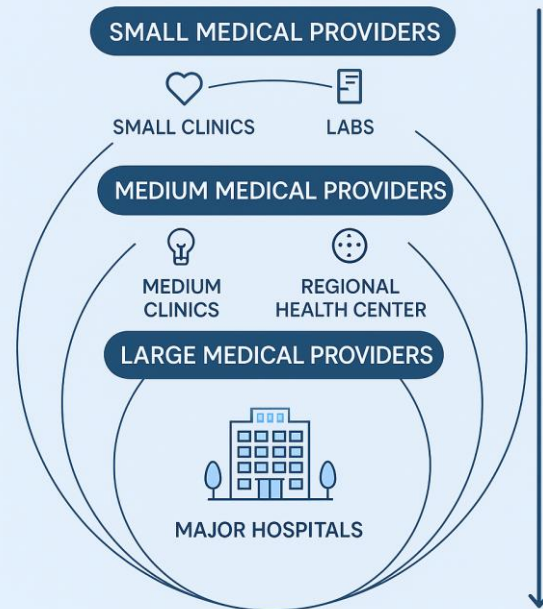
Competition Positioning

Platform	Target Users	AI Capabilities	Data Sharing	Speed/Flexibility
Fountain	**All types of medical providers**	**Full suite of integrated AI tools**	**Secured and authorized Cross-provider data sharing**	**Very fast deployment and iteration based on user feedbacks**
Epic	Large hospitals only	Optional AI through Nuance integrations	Closed system, resists external data sharing	Very slow to implement
TELUS Health	Canadian clinics	No AI	Limited data sharing	Aging platforms, hard to improve quickly
WELL Health	Clinics	Strong AI via Nexus scribe	Limited data sharing	Limited scalability and product consistency
Tali AI	Individual clinicians	Lightweight voice assistant	No data sharing	Fast and easy to adopt
Nuance (Microsoft)	Hospitals and clinics using EHRs	Excels in dictation and ambient note-taking	No data sharing	Slow rollout
Connecting Ontario	Few hospitals for OHIP patients	No AI	No sharing for clinics or non-OHIP patients	Cannot adapt or expand quickly

Our Road Map

Phase 0	Phase 1	Phase 2	Phase 3	Phase 4+
0 – 3 Months	3 – 12 Months	12 – 24 Months	24 – 48 Months	48+ Months

- Build and deploy core AI Tools for MVP
- Secure 5 pilot clinics for real-world testing and feedback
- Conduct surveys and chats with doctors to validate pain points

- Expand to 50+ clinics across specialties
- Iteration: Refine UX, workflow, and AI performance from the feedback
- Prepare for data structuring and sharing features

- Onboard medium medical providers across Ontario
- Launch patient Health Wallet for record access and sharing
- Start clinic-to-clinic referrals and data exchange via secure APIs

- Scale into other provinces with strong clinic networks
- Reach 500K+ patients using Fountain
- Partner with large clinics, hospitals, and regional health groups

- Enter 1–2 international markets with aligned infrastructure
- Build cross-border partnerships with clinics, payers, and platforms
- Extend Health Wallet and data-sharing model globally

Our Team

Megumin Wang
Co-founder & CEO

University of Waterloo
Experienced in Math and computer science;
Developed Fountain's technical model;
Combines innovation with practical execution
in real world.

Phoenix Li
Co-founder & CPO

University of Toronto
Leader of non-profit international
healthcare organization;
Experienced in EMR systems, clinical
operations and patient engagement.

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CTO

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Our Team

**Florian Kerschbaum
Technical Advisor**

Computer Science Professor, U of Waterloo
PhD from the Karlsruhe Institute of Technology;
Expertise in cryptographic security, blockchain
and data privacy;
Provides strategic technical guidance.

**Muthucumaru Maheswaran
Technical Advisor**

Computer Science Professor,
McGill University
Expertise in Computer Networking and
Distributed Systems.
Provides the initial idea of Fountain

**3 University Business Law
Clinics**
Legal Partner

Provides comprehensive expertise in
business and intellectual property law;
Provides key guidance to Fountain on
privacy, and sensitive legal obligations
related to data collection.
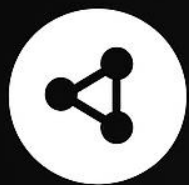
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Over 50 clinics committed
to early pilot collaboration