

MISSION

Make every clinic EEG a trusted signal. Then add intelligence that only speaks when it should.

We sell **Review** first. It reads EEGs from the machine the clinic already owns.

Review · Class B · ₹150 a signed report · near zero cost to serve

MIND · Class C after the license · ranks, suggests, abstains

ESF · Shared signal layer under Review · not the product we sell

Aposematium Private Limited · Hyderabad · ASU MS BME 2023 · DPIIT · TRL 5 · no revenue yet

"I don't have time to read EEGs, so I read them case by case. A lot of opportunity is missed."

PARTNER CLINIC NEUROLOGIST · HYDERABAD · SIGNED LOI · TESTING REVIEW ON SITE

VISION

India's first licensed EEG event detection stack. Review in every clinic browser. **MIND** only on machines we have checked.

Without this cheque, Class B and Class C stall. **\$250,000 starts both in parallel.** Waiting lets someone else file first and become the reference.

\$250,000

Convertible into Aposematium · founder friendly terms on request · 18 to 24 mo · ~₹6L / mo burn

2

Signed LOIs to use and pay. One partner clinic is already running Review on site.

NK

Nihon Kohden distributor for Hyderabad agreed to help place Review with clinics and hospitals.

0

Licensed EEG event detection software in India today (CDSCO public list, 6 Oct 2026).

6

Vendor formats open in Review today: Natus, Nihon Kohden, BDF, EDF, EDF+, EDF+D. Nothing uploads.

Review

CLINIC EEG IN THE BROWSER

What we sell first. Opens EEG files from the clinic's own machine in the browser. Nothing uploads. Six formats today. Class B. Napkin: 1 site · 10 EEGs/day · 300 days · ₹150 ≈ ₹4.5 lakh/year · cost to serve ≈ ₹0.

MIND

MACHINE INTELLIGENCE FOR NEURAL DATA

The paid upsell after Class C. Ranks, suggests, abstains. From ₹3,000 a month. Silent outside measured recorders.

ESF

ENCEPHLIAN STANDARD FORMAT

Under the hood, not the sale. Makes different clinic machines speak one common signal so models can trust them. Preprint and code on Zenodo.

WHY NOW

The gap

- Closed formats. Older clinic machines get no new analytics.
- Neurologists scroll 20 to 40 minutes for the few seconds that matter.
- No EEG event detection software is licensed in India (CDSCO, 6 Oct 2026).
- **Why not wait:** first approval becomes the reference. A 12 month delay lets a rival file first.

USE OF FUNDS

What \$250k buys

22%	Licenses / QMS	\$55,000
26%	Class C study	\$65,000
16%	Team	\$40,000
12%	Compute / readers	\$30,000
24%	Contingency · CDSCO buffer	\$60,000

Main risk: CDSCO timing. If Class B slips past Q2 2027, contingency extends runway while sites keep evaluating. No sales before Class B.

NAPKIN · 1 SITE

₹4.5L / year

10 EEGs/day · 300 days · ₹150 / report. Near zero cost to serve.

CASH FLOW POSITIVE

~10 sites

Our estimate on Review alone. Hyderabad census already maps 100 sites.

CLASS C · **MIND**

₹3k / month

Upsell after Class C. Overnight or immediate, priced by compute.

INDIA LATER

1.1k to 2k

Sites scaled by neurologist counts. Not the reason for this cheque.

SCOREBOARD

Next 12 months

- **By Apr 2027:** QMS live · Class B dossier in draft with notified body path locked.
- **By Oct 2027:** Class B submitted · Class C study enrolled · more evaluation sites live.
- **Revenue:** \$0 until Class B. First invoices target Q3 2027 after license.
- Then Class C Q1 2028. Sell through distributors (NK helping · talks with RMS, Clarity, Allengers).

THE CLOSE

Why this round

Review is built and in a partner clinic. LOIs are signed. The India category is empty. **This cheque starts Class B and Class C in parallel. Without it both stall. Waiting risks someone else becoming the reference.** Full deck: [encephlian.cloud/pitch](#).

Hospital EEG abroad

Persyst, encevis, BESA · not licensed in India

ICU tools

Ceribell, Piramidal · a different setting

Foundation models

NeuroDx · we connect clinic machines to them

Indian makers

Channels and partners, not software rivals

TEAM

Hitesh Dammu

COFOUNDER · PRODUCT & ENGINEERING

MS Biomedical Engineering, Arizona State University, 2023. Built Review, **MIND**, ESF and the regulatory files. ESF preprint on Zenodo.

Ram Waddepally

COFOUNDER · OPS, SALES & MARKETING

BBA, IBS Hyderabad, 2022. Closed both LOIs. Ran the Hyderabad clinic census (100 sites). Schedules clinic meetings and builds the site and distributor relationships.

Clinical advisors

NAMES ON REQUEST

Consultant neurologist, DM (Neurology), SCE (UK). Multi specialty hospital and own practice. Signed LOI. **Senior neurosurgeon**, Hyderabad. MCh. Neuromonitoring and medtech design. Advisor. Partner clinic neurologist above (quote).

ENCEPHLIAN

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