



Polyglot Systems, Inc.

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U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES

National Institutes of Health



National Institutes of Health Commercialization Assistance Program (NIH-CAP)

Company Overview

Industry Sector: Efficiency Improvement and Disparity Reduction

Company Overview: Polyglot Systems, Inc. is a leading developer of software solutions to overcome language barriers in health care. Over the past eight years it has created and developed technology solutions to address two primary market needs: 1) to efficiently improve healthcare communication with Limited English Proficient (LEP) patients, and 2) to reduce medication errors for both low health literate English-speaking and LEP patients by improving comprehension of medication instructions.

Polyglot's mission is to deliver solutions that cost-effectively eliminate communication barriers at every stage of the medical encounter – improving the experience of both the patient and healthcare provider. Polyglot's goal is to become the market leader for software-based language access services in health care.

Target Market(s): Retail, Hospital and Mail Order Pharmacies in the United States and Canada.

Management

Leadership:

Charles Lee, MD, President
Daniel Fritsch, Chief Technology Officer
Jeff Muto, VP Sales and Marketing
Ruth Proctor, Controller

Board of Directors:

Teresa Crabtree, Vice President, Barnes Jewish Hospital
Fred Fink, President, Carolina Non-Wovens
Charles Lee, MD
Lawson Rankin, Partner, Rankin McKenzie
Stuart Schantz, Business Consultant and Entrepreneur
Michael Wood, MD, Professor of Orthopedic Surgery at Mayo Clinic College of Medicine, President Emeritus and former CEO of Mayo Clinic Foundation

Key Value Drivers

Technology*: Meducationsm is a new multi-language software platform for conveying medication instructions to patients. Founded on health and medication literacy research, Meducation incorporates technologies to improve comprehension and medication adherence among both English and non-English speaking patients. Meducation has 3 core functional components: 1) speaking phrases in a desired language at the counter, 2) generating written medication instructions (in English or in the patient's language), and 3) visually demonstrating proper techniques for self-administration of medications.

Competitive Advantage: Meducation offers simple and easily accessible content to aid patients in self-administering prescribed medications in both English and across a range of other languages, thereby addressing both low health literacy and Limited English Proficiency (LEP) needs; all in an easy-to-use, Internet delivery platform. Meducation offers a simple compliance solution for pharmacies' language access requirements.

Plan & Strategy: License Meducation to pharmacies directly and through industry trade organizations and cooperatives.

*Technology funded by and being commercialized under the NIH-CAP

Timeline

- Beta Release, June 1, 2009
- Attempt to raise \$2M to expand to 20 languages (Estimated to address 95% of LEP patients) and fund commercialization efforts, Summer, 2009
- Commercial Release, October 1, 2009