CROSSING BOUNDARIES

Augmedix CEO shares what Augmedix has been up to lately

Last month we spoke with Ian Kazi Shakil, CEO of Augmedix. Since the first time we spoke nearly couple years back, Augmedix has grown from a nifty little startup to a full-blown heath-tech mammoth. This introvert CEO, who was forced to become extrovert to run this multimillion dollar startup, talks about where Augmedix is headed, what's next in line for this startup and more with BYTES.

Most people confuse scribing with transcription. Would you elaborate a bit so that our readers understand the difference?

Most of our clients are doctors in the USA. So after talking to a patient, a doctor generally records what he spoke about with the patient preferably word for word. That recording goes to the system and then it is transcribed. In addition to that, doctor's in the USA uses electronic medical record (EMR) which is a form to record the information that he or she recorded. But a dictation or transcription does not fill that in. In case of scribing with Augmedix, our trained human experts virtually in real time can obtain and fills up the information in the EMR. It saves doctors two to three hours of time, allows them to engage with patients and the EMR is better recorded than any other means used in the past.

What's the plan for next five years?

To be honest, Augmedix is a very mission-driven startup. We want to re-humanising the doctor-patient interaction which is sort broken in USA and many parts of the world. Another purpose of our startup is to catalyse mass employment. We want to create thousands of meaningful-purposeful jobs in countries that need these jobs. In the next five years, we are going to keep on doing these exact things- probably on a much bigger scale than today. Of course, we want to add more and more features, reach out more doctors- and we are committed to this for the long run.

AI- aren't they a huge threat in the line of business that you are doing right now?

I always get questions like these from my investors and let's address this issue head-on: Augmedix is going to dramatically use AI but it's beyond the five or ten-year horizon. By 2020 we want to have at least 4000 doctors in our service. That would require another 4000 or more scribers at least. In the US alone, there are 1 million doctors and globally there are another 9 million doctors at least. Does it mean we are going to hire up to 10 Million scribes? That would be mean hiring half of the population of

Dhaka scribing for us. So we are going to use AI heavily to improve the doctor to scribe ratio. And I am very excited about it!

Is your product ready to be used for doctors in Bangladesh?

Right now, the price point that we charge to get Augmedix mostly makes sense for American doctors. It would be a bit high compared to what doctors earn in Bangladesh. Maybe a decade later when the scribe to doctor ratio increases there might be a chance that it would be economically viable. In addition to that, in Bangladesh doctors don't need to legally maintain an electronic medical record. So if that was a requirement only then using Augmedix would make more sense.

Funding-wise you guys already raised a sub- stantial amount of Seed fund and Series A from several investors. Any plan to raise more funds or are you guys revenue positive now?

Yes, we did raise funding from several sources. The amount would be a bit more than $ 60 Million. We are planning to raise another round of investment which we are calling Series B funding. The next ride is definitely going to be bigger than what we did before- it's going to be more than $ 10 Million. Most of our investors are based in Silicon Valley but we are also open to Asia based VCs. For me, fundraising is one of the main jobs as the CEO. I spend quite a lot of time preparing for fundraising. I need to travel a lot of fundraising as well.

> **INTERVIEWED BY: SHAHRIAR RAHMAN**

JUST IN

itel Mobile brings affordable smartphone S12 with dual selfie camera

itel mobile has launched their new smartphone S12 with dual selfie camera in the market. S12 has 5.0-megapixel + 2.0-megapixel dual selfie camera with LED flash and an 8.0-megapixel dual LED Flash rear camera. Along with the camera, itel S12 has multifunctional rear fingerprint sensor. The phone also sports a 1.3 GHz quad core processor, Android 7.0, 5.0 inch IPS display, 8 GB ROM, 1 GB RAM and 2400 mAh battery.

PRICE: TK. 6,790/-

Walton launches Primo HM4 with fingerprint scanner

Walton has released its new entry level smartphone HM4 with a fingerprint scanner to ensure privacy and security of the users. The smartphone comes with a 5.5-Inch HD 2.5D curved display, 1.3GHz Quad-core processor along with 1GB DDR3 RAM and comes with Mali-400 GPU. It sports 8GB of internal storage, 8MP cameras in front and back with LED flash and BSI sensor. Both cameras capture full HD (1920X1080) videos and a 3800 mAh Li-polymer battery.

PRICE: TK. 7,890/-

ASUS Republic of Gamers announces Zephyrus for Bangladeshi market

ASUS Bangladesh announced the launch of Zephyrus, the slimmest gaming laptop of ROG powered by a 7th Generation Intel Core i7 (Kaby Lake) processor and the NVIDIA GeForce GTX 1080 graphics- for the local market. Zephyrus features the Windows 10 Creators Update, which improves the performance of PC games via the all-new Windows Game Mode, and makes it easier to perform native game-streaming with Beam, Microsoft's streaming service. The 15.6-inch Zephyrus features an ultraslim profile and incorporates the ROG-exclusive Active Aerodynamic System (AAS) — a specially designed cooling system. It also features customisable ASUS Aura RGB lighting effects and a super-fast 120Hz panel with wide-view technology, 100 percent sRGB color gamut and NVIDIA G-SYNC™ for breathtaking gaming visuals.

PRICE: TK. 3,10,000/-

Huawei's Y7 entry level smartphone for youths

Huawei has launched the Huawei Y7 for the Bangladesh market. It has 2.5D curved 5.5" large HD display, 4000mAh battery, Qualcomm Octa-core processor with 2GB RAM and 16GB ROM. It also comes with a 12MP rear camera or the 8MP F2.0 front lens.

PRICE: TK. 13,990/-

KNOW WHAT IS SPEAR PHISHING

Most people know the term 'Phishing'. But what they are not generally familiar with is 'Spear Phishing'. It's a type of phishing that targets a specific person or employees of a specific company. If done right, this can be very damaging to the targeted organisation and the person who has been targeted.

- Spear Phishing is mostly done for two things: to steal money or to steal company secrets.
- Target of spear phishing are mostly high-level corporate staffs and departments that work with sensitive data and numbers.
- Hackers generally use attachment to get in to the targeted devices. The emails are generally weaponised using macros in Microsoft Word or JavaScript code
- Common sense can stop most of the phishing scams including spear phishing. Make sure your email server and email screen is stringent enough to understand mails containing malicious content.

1 IN 131 email we receive in our inbox contains malicious content

26% of the spear phishing scam contains an attachment which is disguised as an invoice

25% of spear phishing scams targets a person's Apple ID

3 OUT 4 companies with more than 10 million dollar revenue reported being victim of a phishing scam in last two years

DESIGNED BY: SHAHRIAR RAHMAN

TECH HAPPENING

"Banglalink Ennovators" crowns winners in Grand Finale

The Grand Finale of "Banglalink Ennovators", the digital business ideation competition organised by Banglalink, was held at the capital recently. The winners of the first edition of the competition were declared at the event. Present at the event were Tarana Halim, M.P. Honorable State Minister for Posts and Telecommunications; Erik Aas, CEO, Banglalink and Shakib Al Hasan, skipper of Bangladesh National Test Cricket Team. In the first phase of Banglalink Ennovator, more than 6000 youngsters registered for the competition submitting their digital ideas on entertainment, lifestyle, education, cloud computing etc, which was followed by another 2500 registrations. Exhibiting exceptional skills throughout the competition, Sayeeda Wahee, Abir Tarique Hridoy, Araf Toa Sanjeed Khan and M. A. Maswood Alim of team Quasar procured the top positions.

Ticketshala provides online ticket and travel solutions

Ticketshala.com is a growing online travel agency as well as a marketplace for buying ticketed events or services. Currently it provides ticketing solution for airline flights, hotel accommodations, car rentals, tour packages and events such as concerts, movies, sports and theme park activities. Kisowar Parvez, CEO of Ticketshala, in a press release issued last week said that, Ticketshala.com is connected with large number of service providers and aims to provide the best available options for tourists.

Orientation of 'Samsung Edge Bangladesh' held

Samsung Bangladesh has recently launched a brand ambassador program named 'Samsung Edge Bangladesh' in which young individuals from different universities participated and will get the chance to experience Samsung Bangladesh in Mobile, Consumer Electronics and customer care divisions . The orientation of this program was held at Samsung R&D Institute Bangladesh (SRBD) recently in Dhaka. Total of 100 students from different divisions & universities of Bangladesh attended the program.

AIUB celebrated AIUB CS Fest 2017

American International University- Bangladesh celebrated this years' "AIUB CS Fest 2017" from 5th December, 2017 to 7th December, 2017. The three days long event was organised by the help of AIUB management and AIUB Computer Club. The Fest was inaugurated by the Vice President of Office of Student Affairs, Nadia Anwar. Dr. Charles C Villanueva-The Pro Vice Chancellor, Prof. Dr. Tafazzal Hossain- Vice President (Academics) and Dean of Computer Science Department, Mashiour Rahman-Director of Computer Science, Dr. Dip Nandi- The head of Under Graduate program, Dr. Tabin Hasan- The Head of Graduate Program, faculty members of different departments were present in the ceremony.

Crypto signs MoU with TechnoCit

Crypto, a fintech startup recently signed an agreement with the UAE-based Intellectual Technology Company TechnoCit - two reputed solution integrators of U.A.E in Dhaka. Mr. Syed Tanjil Ahmed, Managing Director of Crypto limited signed this MoU.

'Shikbe Shobai' launches online freelancing support centre for youths

'Shikhbe Shobai' is working in sync with the Government which has taken the initiative to facilitate freelancing, to build a Digital Bangladesh – according to a press release sent last week. Th press release also said that, freelancing training institute 'Shikhbe Shobai' is going to start providing 24 hours free online services for the first time in Bangladesh.