

FROST & SULLIVAN

*RAPIDAI*

**2022**  
**TECHNOLOGY**  
**INNOVATION**  
**LEADER**

*GLOBAL ARTIFICIAL INTELLIGENCE  
ALGORITHMS FOR STROKE INDUSTRY*

## Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. RapidAI excels in many of the criteria in the artificial intelligence algorithms for stroke space.

AWARD CRITERIA	
<i>Technology Leverage</i>	<i>Business Impact</i>
Commitment to Innovation	Financial Performance
Commitment to Creativity	Customer Acquisition
Stage Gate Efficiency	Operational Efficiency
Commercialization Success	Growth Potential
Application Diversity	Human Capital

### ***RapidAI: Leveraging the Power of AI***

RapidAI is a leading provider of advanced imaging for stroke. The company is a pioneer in artificial intelligence (AI)-based treatment for vascular and neurovascular conditions and offers innovative solutions for every possible stroke diagnosis modality. The clinically validated RapidAI solution uses AI to create high-quality, advanced brain images from non-contrast computed tomography (CT), CT angiography, CT perfusion, and magnetic resonance imaging (MRI) diffusion and perfusion studies.

In 2020, Frost & Sullivan recognized RapidAI for its leadership focus, best practices implementation, and stroke imaging and diagnosis excellence and remains impressed with the company’s continuing innovation and sustained leadership.

### ***Meaningful Innovation***

Backed by world-class subject matter experts, RapidAI developed advanced cerebrovascular imaging and workflow solutions over the last decade. The company refined its holistic approach to care for life-threatening neurovascular and vascular conditions, continuously building its comprehensive software platform to bridge the care gaps. The RapidAI platform has three prominent aspects: clinical decision support modules, patient care workflow solutions, and analytic insights; no other vendor can offer all three powerful pieces in one platform for various diseases.

RapidAI revolutionizes clinical decision-making and patient workflow, focusing on the end-to-end patient journey. Its innovative, data-driven stroke portfolio empowers clinicians to provide time-sensitive

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treatment and faster diagnosis. The platform allows for early identification of suspected stroke patients using AI-based software solutions for clinical modules such as Rapid ICH, Rapid CTA, Rapid MRI, Rapid LVO, Rapid Hyperdensity, Rapid CTP, and Rapid ASPECTS to expedite triage and transfer decisions via intelligent and innovative features.

Through its AI-based solutions, the company automates and optimizes the entire workflow, starting from prehospital throughout the patient care pathway, saving time and money, improving outcomes, and enabling faster intervention. Conventional stroke workflow lacks team coordination, especially between primary stroke

centers (PSC) and comprehensive stroke centers (CSC). However, with RapidAI, CSC care teams can quickly connect with the PSC before patient transfer and prepare for the proper intervention.<sup>1</sup>

The platform helps the vascular or neurovascular clinical care team save time while communicating and updating patient status through messaging, new case notifications, and rapid results delivery. The powerful combination of an AI-based clinical platform and workflow and communication tools streamlines the triage, transfer, and treatment workflow, modernizing healthcare standards at scale and offering quality care to patients.

Additionally, the company provides informative analytical insights allowing its customers to save costs regardless of the hospital size. Targeting hospital C-level executives RapidAI Insights is a unique reporting feature supporting RapidAI’s clinical and workflow products. It gives a clear view of the hospital’s performance with a lot of information provided in an automated manner. Analytics reporting offers valuable insights on hospital protocols, patient outcomes, and effectiveness of RapidAI product usage to increase efficiency and help standardize processes within a single site or entire hospital network.<sup>2</sup>

Frost & Sullivan identifies the RapidAI platform as a groundbreaking, innovative technology. Its strong intellectual property portfolio is clinically validated by several worldwide studies producing results per the standard of care for stroke patients specified by the American Heart Association’s 2015 guidelines. The fast, accurate, and proven platform improves patient and staff experience, ensures better health outcomes, and reduces costs.

<sup>1</sup> *Growth Opportunities for Commercial AI in Medical Imaging*, (Frost & Sullivan, May 2022)

<sup>2</sup> <https://www.rapidai.com/>, accessed June 2022

The RapidAI platform has the largest number of modules in the stroke space with top sensitivity and specificity levels. It delivers value for various hospital environments and applications, ranging from emergency departments and trauma centers to acute stroke-ready hospitals, PSCs, and CSCs.<sup>3</sup>

### ***Strategic Practices Promoting Successful Operations***

Since its launch, RapidAI has prioritized ensuring its customers can deliver care quickly and securely. The company safeguards its products' clinical quality by participating in numerous studies. Notably, it participated in influential global stroke clinical trials. RapidAI distinctly differentiates with its clinical modules' breadth and quality, validated over a hundred times in clinical research. The company focuses on solution quality, regulatory compliance, and data security. As a result of this approach, its solutions are approved by regulatory agencies (i.e., the FDA in the United States, the European CE, Health Canada, PMDA in Japan, and Australia's TGA), opening up the global market. Moreover, the company complies with the Health Insurance Portability and Accountability Act and General Data Protection Regulation, and it is ISO 13485, ISO 27001, and ISO 27701 certified.<sup>4</sup>

While ensuring high care team coordination and improved patient outcomes, RapidAI improves diagnostic accuracy and brings unparalleled value for customers with improvements throughout the stroke workflow. Specifically, it contributed to a 69 % reduction in door-to-CT time (Baptist Health), 63% reduction in door-to-CTA interpretation time (Christiana Care), 52 minutes saved in door-to-decision (Shawnee Mission), 92% reduction of unnecessary transfer (Shawnee Mission), and 400% growth of intervention services (LifeBridge Health).<sup>5</sup>

With its proven market performance and customer-centric approach, the company gains wide recognition from its global customers and partners. Notably, in 2021, RapidAI was named the exclusive advanced neuroimaging partner for the World Stroke Organization and SIECV Stroke Center Certification Program in Latin America.<sup>6</sup>

With a remarkable can-do attitude, the company is well-positioned for the current and upcoming trends in the healthcare industry as it faces even the most pressing challenges in the market while providing innovative solutions in compliance with international standards. Its commitment to supplying high-quality AI-based treatment solutions for vascular and neurovascular conditions is the cornerstone of its outstanding operations, consistently achieving superior performance. RapidAI's successful operation history further strengthens its market-leading position and demonstrates its wealth of experience.

### ***Changing the Care Paradigm***

With its customer-led strategy, RapidAI consistently brings to market best-in-class solutions. Leveraging its innovative mindset, the company further develops and strengthens its industry-leading clinical AI platform. Besides stroke, RapidAI extends its capabilities and brings value to other disease treatment spaces that can benefit from the power behind the combined workflow, imaging, and analytics platform (e.g., aneurysm and pulmonary embolism [PE]).

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<sup>3</sup> *Growth Opportunities for Commercial AI in Medical Imaging*, (Frost & Sullivan, May 2022)

<sup>4</sup> <https://www.rapidai.com/>, accessed June 2022

<sup>5</sup> <https://www.rapidai.com/stroke>, accessed June 2022

<sup>6</sup> <https://www.rapidai.com/about>, accessed June 2022

With its distinctive approach, RapidAI changes the paradigm of stroke care and supports other disease areas to ensure more patients have better outcomes and live healthy lives. Specifically, it announced a new partnership with Penumbra to develop solutions to enable faster clinical decision-making for PE diagnosis and procedures.

The company recently received FDA 510(k) clearance for its Rapid PE Triage & Notification product for fast identification and communication of suspected central PE. The solution enables care teams to manage the patient care journey easily, from the moment a suspected PE patient is identified to diagnosis and treatment.<sup>7</sup>

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At the same time, RapidAI incorporates customer feedback into its product roadmap to maximize short-term growth opportunities while providing a path to future revenues. The company’s Key Opinion Leaders Program harnesses existing product users’ input, incorporating the feedback on improvements or features they find useful on its product roadmap. Also, it introduced a new program where the workflow

optimization team works directly with hospitals to help them optimize their workflow around RapidAI tools and solutions. As a result, customers experience substantial improvements in patient care with optimized processes. Furthermore, the company runs the Rapid Hero Stories project highlighting everyone involved in successful patient outcomes.

While evolving from a technology standpoint, RapidAI never loses sight of its customer’s perspective. Its brand maintains its global presence while meeting customer-specific needs. Given today’s landscape, Frost & Sullivan believes the company is in a prime position to increase its market share in this highly competitive AI algorithm for the stroke treatment industry.

Lastly, RapidAI recorded 5 million scans processed globally. Today, its solutions are commercially available in over 100 countries and support over 2,000 hospitals worldwide.<sup>8</sup> RapidAI believes its success is determined by the number of patients receiving the right and timely care. Frost & Sullivan appreciates how RapidAI’s client-oriented approach adds value to customers’ operations and improves patient outcomes. The company continues its robust growth, developing new solutions that meet market and customer needs.

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<sup>7</sup>RapidAI Receives FDA 510(k) Clearance for Pulmonary Embolism Triage & Notification, <https://www.rapidai.com/press-release/pe-triage-notification>, accessed June 2022

<sup>8</sup><https://www.rapidai.com/>, accessed June 2022

## Conclusion

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Technology is a critical success factor for the stroke care industry. Yet, with many options available, market stakeholders need to leverage the most appropriate and best technology-based solutions to optimize their market impact. With its innovative artificial intelligence (AI)-based treatment solutions for vascular and neurovascular conditions, RapidAI empowers swift evaluation, timely intervention, and proper treatment decisions. Fast, accurate, and proven, its platform improves patients' and staff's experience, ensures better health outcomes, and reduces costs.

The company's platform has three prominent aspects: clinical decision support modules, patient care workflow solutions, and analytic insights; no other vendor can offer the three powerful platform pieces for various diseases. It stands out from competitors based on its commitment to innovation and creativity while achieving commercial success. RapidAI changes the paradigm of stroke care and further develops its industry-leading clinical AI platform to support other disease areas (e.g., aneurysm and pulmonary embolism) and ensure better patient outcomes.

For its strong overall performance, RapidAI is recognized with Frost & Sullivan's 2022 Global Technology Innovation Leadership Award in the artificial intelligence algorithms for the stroke industry.

## What You Need to Know about the Technology Innovation Leadership Recognition

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Frost & Sullivan's Technology Innovation Leadership Award recognizes the company that has introduced the best underlying technology for achieving remarkable product and customer success while driving future business value.

### Best Practices Award Analysis

For the Technology Innovation Leadership Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

#### *Technology Leverage*

**Commitment to Innovation:** Continuous emerging technology adoption and creation enables new product development and enhances product performance

**Commitment to Creativity:** Company leverages technology advancements to push the limits of form and function in the pursuit of white space innovation

**Stage Gate Efficiency:** Technology adoption enhances the stage gate process for launching new products and solutions

**Commercialization Success:** Company displays a proven track record of taking new technologies to market with a high success rate

**Application Diversity:** Company develops and/or integrates technology that serves multiple applications and multiple environments

#### *Business Impact*

**Financial Performance:** Strong overall financial performance is achieved in terms of revenues, revenue growth, operating margin, and other key financial metrics

**Customer Acquisition:** Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

**Operational Efficiency:** Company staff performs assigned tasks productively, quickly, and to a high-quality standard

**Growth Potential:** Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

**Human Capital:** Commitment to quality and to customers characterize the company culture, which in turn enhances employee morale and retention

