

# Letter to Stakeholders

UniWise exists to save lives by reducing the time from donor death to transplant. This letter updates you on our partnership with the San Diego Eye Bank, our move to AI-driven donor screening, and our conversion to a Public Benefit Corporation. We share upcoming milestones and the support needed from stakeholders as we build infrastructure to eliminate organ waste.

*September 26, 2025*

## Dear Stakeholders,

Building UniWise continues to be a lesson in disciplined iteration. Each turn through the cycle has sharpened my conviction: eye, tissue, and organ procurement organizations need modern infrastructure, and the work we are doing today lays the foundation for saving more lives tomorrow. This is still Day 1.

### Where We're Going

Our strategy is simple: deliver digital infrastructure and decision-enablement tools that compound into operational intelligence. We will measure ourselves first by time saved from death to procurement, and procurement to transplant, because every hour we compress can mean another life saved.

### Strategic Update — Becoming a Public Benefit Corporation

In the weeks ahead, we will convert UniWise from a Delaware C-Corp to a Public Benefit Corporation (PBC), formally embedding our mission into our charter and governance: saving lives and ending organ waste.

- Special Meeting & Vote: October 15, 2025, at 5:00 PM PT (virtual). Approval requires a two-thirds vote of outstanding shares. The Board recommends a **FOR** vote.
- Benefit Purpose: *"To advance healthcare outcomes by developing innovative technologies that help eye, tissue, and organ procurement organizations reduce organ waste and increase successful transplants, thereby saving more lives."*
- Why it matters: A PBC structure strengthens trust with OPOs and clinicians, attracts impact-aligned partners and capital, and requires formal reporting on our public benefit.

This vote is significant, as it signals to our customers, partners, and investors that UniWise serves both shareholders and the broader transplant ecosystem.

## What Moved Forward

- San Diego Eye Bank Partnership: SDEB has joined our Advisory Board. Their Executive Director is actively leading a ~\$1.5M fundraising effort via impact funds, EBAA grants, and UCSD research support to underwrite our product development.
- Intake MVP Built & Testing Started: We have shipped an intake-stage MVP, which is now in testing with SDEB's call center. It proves our ability to deploy into live OPO workflows. What's left is to create an API integration with DigitalDonor.
- Focus on Donor Eligibility Screening: Customer discovery made clear that the bottleneck is hours of manual medical record screening. We are prioritizing a **donor medical screening support tool**, where our healthcare AI creates true defensibility and value. The team is focused on developing a standalone MVP over the coming weeks. The GTM strategy will be discussed and refined during our advisory board meeting.

## Lessons We're Carrying Forward

- Start small, adapt fast. Intake was a necessary first step, but the value lies in medical screening. Intake alone requires EMR integration, adding complexity we cannot afford now. Screening can stand alone and deliver immediate ROI.
- Not a repeat of autobody. This refocus was not a retreat, but progress toward the larger vision: **AI infrastructure for organ procurement** with long-term ambitions to disrupt EMRs entirely.
- Calibrated asks. A \$240k ARR proposal to SDEB was declined as it was too early for a leap of faith. We will earn adoption first, then scale pricing.
- Operating discipline. Since June 11, we have reshaped into a focused, execution-driven software company. The foundation is in place.

## **Customer Value**

Our work reduces the hours of manual record review, allowing coordinators and medical directors to regain time, accuracy, and reliability. If it doesn't reduce cycle time, increase throughput, or improve reliability, it doesn't ship.

## **Operating Principles**

- Clarity > Complexity — build what removes friction.
- Pragmatism over Perfection — standalone value now; integrations later.
- Mission First, Metrics Always — tie every release to death → procurement → transplant time.

## **Team**

We are investing in engineers to advance AI screening intelligence and in advisors to ensure adoption aligns with real-world workflows. This summer, the team demonstrated its ability to ship, learn, and adapt with discipline. Looking ahead, we are considering two interns for the Fall/Winter quarters to expand capacity. Interest has been overwhelming. Our most recent posting drew over 400 UCSD applicants across undergraduate, graduate, and PhD programs, showing that UniWise has the opportunity to attract exceptional talent and extend our capabilities with minimal incremental cost.

## **Near-Term Milestones**

- Begin donor-screening pilot with SDEB and measure time saved.
- Conduct an advisory session and shareholder vote on PBC conversion.
- Support SDEB fundraising, open MicroVentures diligence, and pursue UCSD, Impact, and Philanthropic grants.
- Advance applications to seed-stage accelerators: YC, Techstars, Plug & Play, EvoNexus, a16z, and more.
- Compete in Startup San Diego intercollegiate finals on October 8<sup>th</sup>.

## Risks & Mitigations

- We have 2.4 months of runway at a \$8.5k burn; expand it with additional capital; expand angel/impact pipelines; leverage SDEB fundraising.
- Deliver a standalone screening tool; embed internal champions to drive adoption.
- Narrow project scope, measure only interval metrics, pause non-critical work.

## How You Can Help

- Introductions to **angels, philanthropists, and impact VCs**.
- Referrals into **accelerator networks**.
- Cast your vote in favor of the PBC conversion to help us formally embed our mission and accelerate our progress.
- Warm introductions to executives at other OPOs or Eye/Tissue Banks for early pilot conversations.
- Referrals to clinical advisors (MDs, coordinators) who can stress-test the screening tool workflow.

I remain deeply grateful for your continued support of our mission and for walking this path alongside us. Together, we are not only building software but also building the infrastructure to save lives and reduce organ waste. This is still Day 1, and with your support, we move forward with clarity, discipline, and purpose.

Respectfully and with gratitude,

A handwritten signature in black ink, appearing to read 'Tristin Esfandiari', with a stylized, cursive script.

**Tristin Esfandiari**

CEO & Founder