Startups + Machine Learning

Lessons from building real companies

Patrick Leonard
MY BACKGROUND

20+ years building technology companies and products

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The first artificial intelligence medical scribing app
STARTUPS + MACHINE LEARNING
JOINING A STARTUP

• Think of yourself as an investor

• Investors judge risk/reward

  big opportunity + ability to execute

  how much risk has been taken out

  == valuation
STARTUPS

STARTING YOUR OWN COMPANY

• Start with a problem not a technology

• Figure out what makes it special, defensible

• Tell people, build a support network

• Think of yourself as an investor - don’t drink your own KoolAid
I came in like a
Wrecking Ball

KOOL AID MAN

OH NOOOOOOOOOOOOOOO0!!!
EXAMPLE ELEVATOR PITCH

Listen.MD™ is the first artificial intelligence medical scribe.

For physicians, who now spend 50% of their time doing dictation and data entry into electronic health records systems and only 27% of their time with patients, Listen.MD™ is a mobile phone and watch app that listens to the physician as they speak to their patient and automatically summarizes the conversation into structured documentation during the visit, providing a 10x return on investment.
STARTUPS + MACHINE LEARNING
BUILDING AN ML PRODUCT

• Start with a problem not a technology

• Figure out what makes it special, defensible

• Tell people, build a support network
MACHINE LEARNING PRODUCTS

EXAMPLE PRODUCT ARCHITECTURE

Customer & User Experience

- Training Data
- Data Tools
- Algorithm / Neural Net
- ML Stack

Application Stack

- API
- Analytics
- Mobile / Web
- Security

Infrastructure
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