

OPINA

Opinions of **P**hysicians In a **N**etwork of **A**ssistance

— *Where Medical Opinions Connect.* —

by AISynaps

Building the FIRST Multidisciplinary
Medical Collaboration Platform in Romania



OUR STORY

Meet Zoli

A father and grandfather whose atypical heart attack was missed — twice — because the right specialist wasn't reachable in time.



Misdiagnosed twice

Missing biological markers → atypical presentation unrecognized



No specialist on site

Only an intern available; no cardiologist to consult



Time lost = lives at risk

Delayed diagnosis sent Zoli home — twice



THE PROBLEM

Communication breakdowns cost lives



Slow Interdisciplinary Communication

Specialists in different departments cannot rapidly consult on urgent or atypical cases



Difficult Access to Expertise

Residents and young doctors lack a trusted network to reach experienced specialists quickly



No Structured Platform

Doctors resort to WhatsApp groups — insecure, unstructured, no clinical decision support

"What is one to do when one lacks the proper connections in the medical field?"



OUR SOLUTION

OPINA — Think of it as a "world-wide hospital staff meeting" where brainstorming is encouraged and every specialist has a voice.



Post & Collaborate

Doctors post anonymized cases, invite specialists, debate diagnoses



AI-Assisted Ideation

Integrated AI chatbot helps explore differentials and treatment options



Secure Ecosystem

GDPR-compliant, professional-only platform with verified credentials



Fast Interdisciplinary

Real-time specialist input regardless of hospital or geography

WHY NOW AI technology is mature, digital adoption is the post-pandemic norm, and Romania's overstretched medical workforce needs faster collaboration than ever.



PLATFORM INTERFACE

Two distinct areas — clinical Case Collaboration and a focused AI Assistant

Case Feed 12 open cases


- SYNS-0042 URGENT OPEN**
Unexplained QT prolongation in 58F post-amiodarone
Cardiology · Pharmacology 3
- SYNS-0039 OPEN**
Bilateral lower limb oedema with preserved EF
Internal Medicine · Cardiology 5
- SYNS-0011 CLOSED**
VT storm in non-ischaeamic cardiomyopathy
Electrophysiology · Cardiology 9
- SYNS-0031 CLOSED**
Refractory hypertension — 3-drug failure
Cardiology · Nephrology 7

[+ Publish Case](#)

AI Assistant private session

58F on amiodarone, QTc now 510ms from 420 baseline. No syncope. How should I risk-stratify?

QTc >500ms with amiodarone warrants action: review co-medications (omeprazole interaction), correct K⁺/Mg²⁺, repeat ECG at 48h. Consider dose reduction vs. discontinuation. Torsades risk is elevated but modifiable.

Ask a follow-up question... 

Interface shown reflects the live product design system



MARKET OPPORTUNITY

Romania's medical workforce is growing — and underserved digitally

TAM

80K+

Active medical professionals in
Romania

Grew by 12,000 since 2021 · Source: INS
2026

SAM

25K+

Young digital-native doctors under
35

34% of total active medical professionals

SOM

1,500

Target commercial subscriptions —
Year 1

~2% penetration of TAM — prudent
projection



Primary Targets: Resident doctors & young specialists ("The Learners") + Senior specialists and department heads ("The Do-ers")



BUSINESS MODEL

MVP (2027)

Free Tier

Community access, limited cases

Plus — €10/mo

Unlimited case posting + AI assistant

SaaS · B2B + B2C

AI integration for
medical diagnostic support

Future Expansions

Premium — €20/mo

Full AI + priority specialist network

Enterprise Licences

Custom pricing for hospitals & universities

Medical Marketplace

Equipment, texts, books · 5–15% commission

Learning Platform

Webinars, courses, case studies · €10–20/mo



REVENUE MODEL

How the subscription tiers translate into revenue

19,000

Projected users
Year 3

× ~55%

Paid conversion
(Plus + Premium)

× €12/mo

Blended price
(€10 Plus · €20 Premium)

≈ €1.5M

Annual recurring
revenue — Year 3

Additional revenue streams not included above:

Enterprise Licences

Custom pricing for hospitals & universities

Medical Marketplace

5–15% commission on equipment, texts & books

Learning Platform

€10–20/mo for webinars, courses & case studies

Conservative by design: assumes just over half of users pay, weighted toward the entry tier.



GO-TO MARKET

Three pillars to reach Romania's medical community — then the region



Medical Network

Founders' existing medical connections open doors from day one



Partnerships

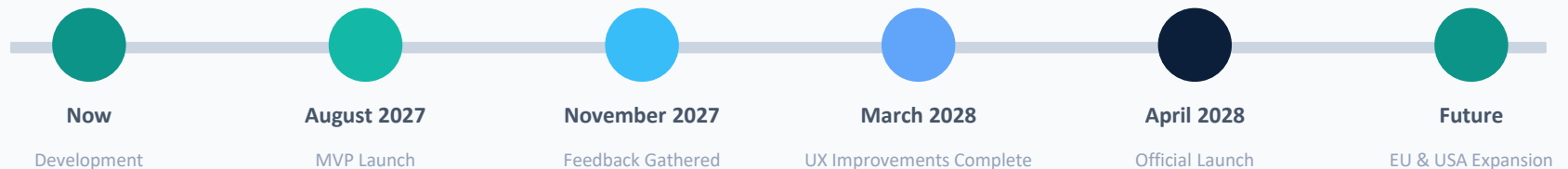
Hospitals, medical universities & professional societies



Community

Doctor ambassadors, conferences & digital campaigns

ROADMAP





COMPETITIVE LANDSCAPE

No one else combines AI, interdisciplinary collaboration, and a doctor-only secure space

Platform	AI Support	Interdisciplinary	Patient	Doctor
PortalMed.ro Medical news & content portal	—	—	✓	✓
Medicai.io Cloud medical imaging (PACS)	✓	—	✓	✓
Heymedica.com Medical provider search & booking	✓	—	✓	✓
Zenaios.com AI workflow assistant for clinics	✓	—	✓	✓
HelloGreen Medical concierge service	—	—	✓	—
Social media (WhatsApp, Facebook, Instagram...) Informal, ad-hoc groups	—	✓	✓	✓
OPINA Interdisciplinary case collaboration	✓	✓	—	✓

OPINA by AISynaps — the FIRST platform built for interdisciplinary medical collaboration in Romania



TRACTION

Validated by the people who will use it

50+

Doctor interviews confirming the need

1,500

Target users — Year 1

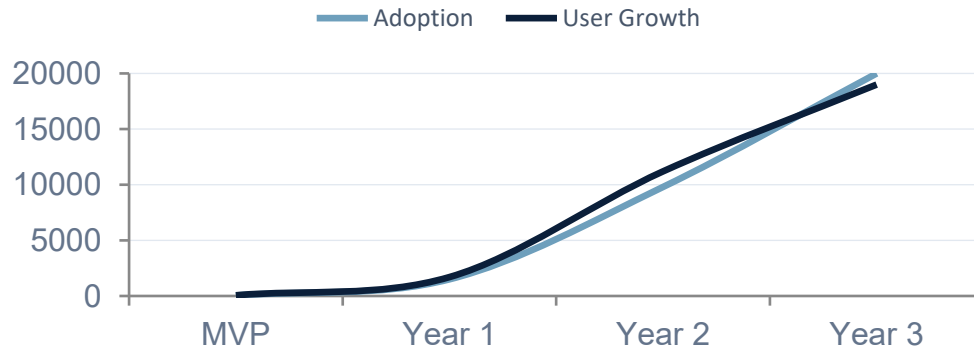
19,000

Projected users — Year 3

€1.5M+

Projected annual revenue — Year 3

Projected User Growth



What we heard

Every doctor we interviewed gave positive feedback on the concept — and every one of them is ready to collaborate on OPINA from day one.



OUR TEAM

Medical expertise meets business and engineering execution



Dr. Zolti GHENTI

Chief Executive Officer & Founder

Strategic vision, medical leadership
& platform strategy



Florin FILIP

Project Manager & Founder

Management & business
experience, project coordination &
strategic alignment



Denisa GHENTI

Chief Operating Officer

Operations, management & internal
process coordination



Development Team

4 Engineers

Cross-functional full-stack team
with diverse roles & expertise

GET IN TOUCH



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THE ASK

€135,000

Runway through end of 2028



50%

Development



30%

Infrastructure



20%

Marketing



OPINA

Opinions of Physicians In a Network of Assistance

— Where Medical Opinions Connect. —

"Fast communication saves lives."



OPINA — the world-wide hospital staff meeting, now digital



AI-assisted diagnostics + secure interdisciplinary collaboration



80K+ addressable market · SaaS B2B/B2C · CEE → EU → USA ahead



MVP August 2027 · Official Launch April 2028

THANK YOU

Join us in building the future of medical collaboration.