

DORMIO

A reliable clinical sleep journey for all

Dormio screens for sleep apnea from the smartphone, delivers personalized sleep insights, and connects at-risk users to a complete clinical pathway: from diagnosis to treatment.

Problem

Sleep apnea is a hidden pandemic

- 1 billion affected worldwide, 80–90% undiagnosed
- Up to 3 years from symptoms to diagnosis; patients lost in the system
- €149B annual cost burden from comorbidities and lost productivity

Team



Dra. Daniela Serras

ENT surgeon leading the sleep unit (ENT department) in Hospital Beatriz Ângelo



Arne Leichsenring

Serial Entrepreneur and startup operator with 15 years of experience across finance, consulting and startups

A founding team with the medical depth and operational experience to deliver

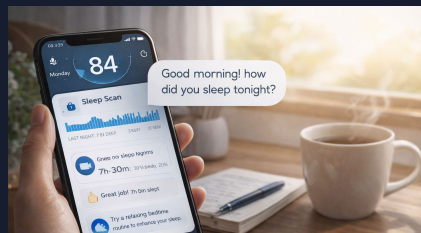
Solution

One platform, three layers



DETECT

Proprietary AI acoustic algorithm screens for OSA overnight from the smartphone.



OPTIMISE

Personalised sleep improvement and an AI assistant grounded in peer-reviewed literature.



TREAT

Complete at-home clinical pathway including sleep study, ENT teleconsultation, and APAP.

Technology: Clinically grounded & getting smarter

- Proprietary acoustic analysis algorithm in validation against traditional sleep studies;
- Machine learning model: each recording trains the next generation algorithm - defensibility builds with scale

Traction

600+

Survey responses in 24h:
84% want it, 69% would pay

50+

Patients in closed clinical pilot (founder recruited)

1

Active B2B negotiation with diagnostics & treatment provider

Stanford

Surgery observership Jul 26+;
US partner talks underway

Business Model

3 revenue streams anchored in a defensible clinical pathway :

B2C

Subscription: Freemium app with Premium tier [Sleep assistant, acoustic risk trends, unlimited recordings]

B2B

Clinical Pathway: Per-screening contracts with sleep diagnostics and home respiratory care providers

B2B2C

Strategic Partnerships: insurers, employers, and occupational health programs: Population-level screening with measurable health outcomes

Market 2030

Global Sleep Tracking Tech
\$58.2B

App-Enabled Sleep Monitoring & Analytics
~\$20B

Snoring + Suspected Obstructive Sleep Apnea (OSA) Users
~\$2.5B

