

WEEK 45 DEBRIEF

The teacher dashboard went live three weeks early, and a school in Istanbul received its own patient.

PRODUCT	The teacher dashboard went live on 8 November, three weeks ahead of plan.
PIPELINE	A private medical school in Istanbul received four reviewed patients, led by a brucellosis case we built for its own students.
PIPELINE	A technical university in Turkey said yes to a physiotherapy pilot. A leading European university hospital received our concept for a training afternoon.
STUDENTS	A university in Kazakhstan gave 78 students access to ALYT, as a free trial ahead of its tender for 2027.

KEY NUMBERS

Same numbers, every week

Institutions in pipeline
15
1 more than last week

Priced proposals out
3
first decision on 4 December

Changes shipped since July
192
6 this week

The line at the top counts the commits inside the changes merged to production each week, from GitHub. Dependency updates are left out.

FROM MEL

This week the teacher dashboard went live, three weeks ahead of plan. With it a faculty can give a whole year group the same patients, see what the class missed and follow up the next week. It closes the biggest gap we found in our review of the market leader.

On the commercial side we made one decision: within two weeks, every warm lead gets a priced proposal with a decision date before 15 December. Alongside that we are scaling up our outreach to institutions in Europe and the US.

Mel Jacobs Founder and CEO

→ Our door is open

Anyone we should meet, or anything we should know, is always welcome. Reply to this message or write to **mel@alyt.ai.**

01 Pipeline

15 institutions in 10 countries

Istanbul Private medical school	Four reviewed patients went live in their own environment on 6 November, led by a brucellosis case built for them. Next: their first impressions, then a priced proposal.
Europe Leading university hospital	We sent our concept for an afternoon in a training seminar in February: about 70 surgical residents, two cases from their field. Next: a short call, then the priced proposal.
Turkey Technical university	Said yes to a pilot with physiotherapy students. Their first patient is next, and the professor reviews it before students see it.
Kazakhstan University	78 students received access on 3 November, free, ahead of their 2027 tender. The coordinator is asking students what helps them start.

02 Product

Teacher dashboard Live 8 November	Assignments with a close date, progress per student and export. This week shows what the class missed and suggests the next patient.
Patient encounter Live 3 November	The redesigned case screen: clearer photos, new child and baby figures and a new opening to the debrief.
Patients per school Live 5 November	A patient built for one school is reviewed by our Medical Director and shown only to that school.

03 Against plan

Three of six done, three moved.

Deliver four cases to the medical school in Istanbul	Done	Live and reviewed on 6 November. A priced proposal follows.
A first call with the European university hospital	Moved	Our concept went to the two contacts on 3 November. The call follows their reply.
Meet the dental school in Ecuador	Moved	Not yet scheduled. We follow up this week.
Release the redesigned patient encounter	Done	Live 3 November.
Continue the teacher dashboard	Done	Live 8 November, three weeks ahead of plan.
Record the student instruction video	Moved	Script ready in English and Portuguese. Recording in week 46.

04 Priorities for week 46

1. Send every warm lead a priced proposal with a decision date before 15 December.
2. Follow up with the medical school in Istanbul on its four patients.
3. Prepare a larger weekly outreach to institutions in Europe and the US.
4. Switch the teacher dashboard on for the first school.
5. Record the student instruction video in English and Portuguese.

CATCH-UP 2 OF 4

Customers: from the first pilots to 15 institutions in 10 countries.

In the first version of ALYT, 113 users played 537 cases. Free pilots showed that teachers want it. Since October every conversation ends in the next question: a plan with a price and a decision date. We also narrowed our focus to fewer, stronger institutions. This chapter shows who they are, how a pilot works and where each one stands.

15
institutions in the pipeline, in 10 countries

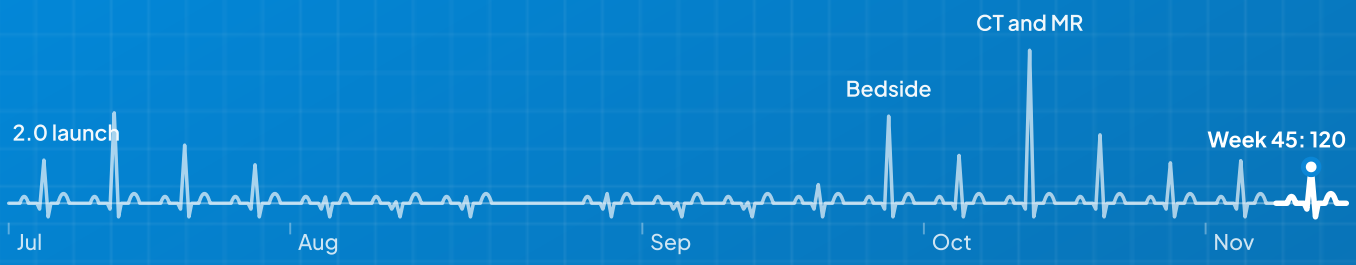
3
priced proposals out, the first decision on 4 December

78
students with access at our newest school

77 min
from our offer of a patient to a yes, in Istanbul

IN THIS CHAPTER

01 Every school starts with its own patient
02 How a pilot works
03 Where the pipeline stands
04 What schools taught us



Commits to production per week, from 1 July to 8 November 2026.

01 Every school starts with its own patient

We do not open with a demo. A teacher names a patient from their own teaching, we build it, and they review it before a student sees it. That is the step where teachers say yes.



Serkan, 41: three weeks of evening fevers, then back pain. Brucellosis, built for a medical school in Istanbul.

Asia Live since October
A patient for a national medical university, from its own curriculum.

Brazil Offered
A pulmonary embolism patient for a joint study near São Paulo, and a dengue patient for a private school.

Vascular surgery For February
Two cases for a training afternoon with about 70 surgical residents.

Istanbul Live since 6 Nov
Brucellosis, common in Turkey and rare in textbooks, for a professor of infectious diseases.

Physiotherapy Next
Day three after a knee replacement, for a technical university in Turkey.

02 How a pilot works

A pilot is short, starts free and ends in a decision. Our rule since October: after every call, a plan with a price within 48 hours.

Their own patient Step 1
Built from their teaching, reviewed by them first.

A free start Step 2
A few weeks for a group of students, in their own environment.

A priced plan Step 3
A yearly licence per school, with a decision date.

Founding Partner rate Until 31 December
Schools that sign this year keep their rate for three years.

03 Where the pipeline stands

15 institutions in 10 countries. None has signed yet. Three have a priced proposal on the desk, and the first decision is due on 4 December.

Latin America — 6 institutions

Brazil, Ecuador, Colombia and Argentina. In Brazil a partner university is setting up our first randomised study with us.

Europe — 4 institutions

A leading university hospital, and universities in Albania and Kosovo.

Turkey — 2 institutions

A private medical school in Istanbul and a technical university with a physiotherapy programme.

Central Asia — 3 institutions

A national medical university with a priced proposal, and two universities in Kazakhstan.

04 What schools taught us

Teachers say yes quickly. Turning a yes into a budget takes the person who decides and a budget cycle, and students start when a teacher sets the work.

Find who decides — Since October

Every conversation now asks who decides, and when next year's budget is set.

Fewer, stronger schools — Since 28 October

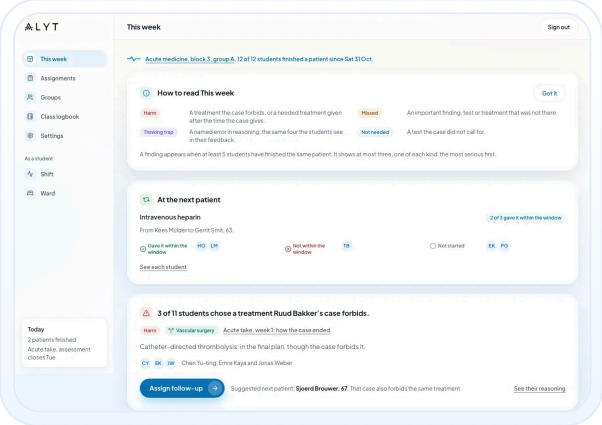
Private schools that teach in English and run a simulation centre, reached through our Medical Director's network.

Assignments, not access — Live 8 November

The teacher dashboard gives a whole group the same patients, a close date and a weekly view.

More outreach — From November

A larger, targeted outreach to institutions in Europe and the US.



This week, in the teacher dashboard. Sample data.

→ What comes next

Next two weeks Pricing	A priced proposal with a decision date for every warm lead.
4 December Decision	The decision on our first priced pilot proposal.
15 December Decisions	The decision date for every open proposal.

Next week, catch-up 3 of 4: evidence and team.