lotsana

Social care SaaS for Germany’s ambulatory services market

PROBLEM

Tens of thousands of small and mid-sized German care providers (child & youth welfare, disability assistance, school assistance, everyday support) still run on paper, spreadsheets and legacy on-premise software – while regulation (BTHG outcomes, e-invoicing, the 2028 SGB VIII inclusion reform) keeps raising the documentation bar.

PRODUCT

One web-based system for the full operational chain: client records & case documentation (speech-to-text, AI-assisted reporting with built-in anonymization), ICF-based care planning & outcome tracking, staff/shift scheduling, compliant time tracking, digital signatures on proof-of-service, and payer billing incl. KoSIT-validated XRechnung 3.0.
All modules in one subscription – no per-module pricing, 30-day self-service trial, monthly cancellable.

WHY NOW / MARKET LOGIC

- Mission-critical workflows with structurally high retention – providers rarely switch billing & case systems.
- Regulatory tailwind: every reform increases reporting duties – and favors modern, adaptable software.
- Fragmented long tail of providers that incumbents (legacy, sales-led, per-module pricing) structurally underserve.
- Consolidating segment: MEDIFOX DAN/ResMed (~USD 1bn, 2022), multiple PE platform builds (Hg, BID Equity, DPE).

COMPANY FACTS

Founded 2026, Frechen (Cologne), Germany · founder-owned, bootstrapped · product live and in market
30+ functional modules · 50+ in-app video tutorials · multi-instance SaaS with per-tenant database isolation
Hosted in Germany · GDPR & German social-data law by design · audit-proof records · published all-inclusive pricing

POSITIONING

Win the underserved long tail of ambulatory providers with radically simple, all-inclusive software –
"the system a provider can adopt in a day", from first client file to e-invoice.

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Figures beyond the above are shared in direct conversations. This document is informational and not an offer of securities.