



Blockchain e-prescribing and predictive analytics to combat the opioid crisis, improve health outcomes, and save lives

## Company Summary

BlockMedx is the world's first completely secure, HIPAA-compliant, end-to-end solution for transmitting DEA Controlled Drug prescriptions such as prescription opioid pain relievers and others, from physicians to pharmacies using the blockchain. We are offering an EPCS compliant software platform integrated with a drug monitoring program using advanced analytics to detect prescription fraud and abuse.

## Executive Summary

### Management

Founded by two healthcare stakeholders.

1. Michael J Brunner, PharmD, CEO. Pharmacy management and workflow expert.
2. Alexander Antoniou, MD|MBA, Chief Medical Officer and Director of Strategy. Board-certified and fellowship trained Informatics specialist. Former Healthcare Analytics management consultant at McKinsey.

### Customer Problem

1. States are beginning to mandate electronic prescribing of controlled substances and current solutions are very expensive (up to \$2500 per prescriber in some cases). We are able to offer a compliant solution at a savings of 90% using blockchain technology.
2. The Opioid crisis costs \$75 Billion annually because there is rampant fraud and abuse that goes undetected. We are focused on prevention with data analytics to detect patients early in their addiction journey.

### Product/Services

An application operating on the blockchain that allows physicians to prescribe, pharmacies to fill, and patients to manage controlled drug prescriptions. We plan to expand to cover all classes and types of prescriptions. With the data network in place, we plan to tackle the opioid crisis using smart analytics for early detection and early intervention.

## Details

**Company name:** BlockMedx, Inc.

**URL:** <http://blockmedx.com>

**Founded:** September 2017

**Employees:** 7

### Entrepreneurs

Michael J Brunner, PharmD

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Alexander Antoniou, MD|MBA

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### Social

<https://twitter.com/blockmedx>

<https://t.me/BlockMedx>

[https://www.linkedin.com/](https://www.linkedin.com/company/blockmedx)

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### Target Market

Healthcare systems and doctor's offices who are required to be legally compliant with forthcoming EPCS regulations and laws mandating the electronic prescribing of controlled substances.

### Business Model

Prescriber fee per transaction, payor fee per member.

### Customers

Hospitals, clinics, independent providers, payors and patients.

### Sales/Marketing Strategy

Direct enterprise software sales to healthcare groups, clinic systems, independent providers, and pharmacy chains. The software is free to use for pharmacies and patients.

Payors and value-based systems purchase real-time analytics to prompt early intervention and prevent downstream costs.

### Competitors

E-prescribing solutions: There are several competitors in the space, and are currently in the process of capitalizing on the increasing state requirements for electronic prescribing of controlled substances. The market is still nascent with the majority of controlled scripts in paper form, and existing competitors still charge a very high cost for adoption precluding smaller hospitals, clinics, and independent providers.

Data analytics targeting the opioid crisis: The existing data integrity is poor, and that's why there are no accurate analytics in the market currently. The cost of the opioid crisis continues to rise 25% per year.

Other: There are many healthcare blockchain startups (no product developed yet) that are working on placing the medical record on the blockchain. They are potential partners and customers to use our e-prescribing solution.