



Tagline: Revolutionizing prescription dispensing and enforcing adherence.

Website: www.ipilldispenser.com

Location: Los Angeles, United States

Insurance Line: Health, WorkComp,

Stage: Prototype

Business Model: B2B2C

Customer Segments: Insurers, pharmacies, Pharmacy Benefit Managers, Dentists, Clinical Research Organizations; Addiction Treatment Center, Government Funded Clinics

Funding: Self-funded - \$500,000

Open to Investment: Yes - \$3M Seed

Traction: Patented, FDA designated Breakthrough product, FDA Innovation win, Hartford Insurtech win

Team Size: 10+

Founded: January 2017

NOTES:

Summary

The iPill is a digital health-hardware system. We are the first company to use an app for prescription adherence to control a tamper-resistant storage and safe disposal dispenser for abuse deterrence. Our mission is to prevent opioid misuse and diversion.

iPill Management Team

CEO John Hsu MD, cofounder 28yrs. Anesthesiologist
Sherie Hsieh, BS, cofounder Clinical toxicologist, real estate investor
CTO James Yang, BS, 22yrs. Software engineer
CSO Bruce Sargeant, BSEE, 25yrs. Hardware engineer
CIO Matthew Clark, BA, 19 yrs. HIPAA/Cybersecurity
CRO Ronnie Robertson, MPH, 22 yrs. WellnessConnect
Dedicated team of 10 consultants in finance, FDA regulatory, marketing legal IP and commercialization.

Market Overview

200 million opioid prescriptions were written for 100 million patients with acute, chronic or cancer-related pain in 2018. The dispenser market, valued at \$1.75 billion in 2016, is expected to grow to \$3.02 billion by 2023. Current opioid dispensers do not prevent diversion or abuse but simply remind patients to take pills.

Solution

The iPill Dispenser will securely store, safely dispose and actively control opioid dispensing. To ensure patient safety and privacy, biometric authentication is required to access the iPill App downloaded to the patient's cellphone. The phone then forms a unique connection to the iPill Dispenser that is preprogrammed with each patient's specific prescription. Ensuring each opioid prescription is protected by an iPill Dispenser will significantly decrease the risk of opioid diversion. Only the patient can access opioids and only at the dosage prescribed. One differentiating feature of the iPill Dispenser is its built-in pill-destroying mechanism activated when the device is tampered with and when the prescription expires. The patented iPill Dispenser was recognized by the FDA in May 2019 as a "breakthrough" medical device for expedited review after winning the 2018 FDA Innovation Challenge for the Prevention and Treatment of Opioid Use Disorder.

Competitive Advantage

The low cost iPill Dispenser is a first-to-market product that automatically destroys its contents if tampered and at 90 days after prescribed. Additionally, the Hatch-Waxman Act may assign the iPill 3 years of market exclusivity. The economically priced iPill has a potential cost savings of \$19,450 annually per addicted patient to insurers (Castlight Health, inc). Since 11 million patients misuse opioids per year (CDC), the potential savings to the insurance sector could be over \$200 BILLION.



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