



Industry: Pharma

Product Name:
 proprietary technology

Management:

Reza Royae, PhD, JD (President)
 Pharmaceutical Industry & Law
 (Currently a director and corporate
 counsel at Boehringer Ingelheim
 Pharmaceuticals, Inc., Ridgefield, CT)

Bahram Marami, PhD (CTO)
 Electrical and computer engineering
 (currently an AI Engineer at Mount Saini
 Hospital, New York, NY)

Negin Pour, MPH (CFO)
 Public health and management (currently
 an executive assistant at a non-profit
 organization)

Advisors:

Jim Bell
 Independent consultant; hazardous
 waste industry expert; former executive
 at Veolia Solutions and Clean Harbors

Ed Crimmins
 Independent consultant at
 Kindle&Crimmins; pharmaceutical
 reverse distribution expert

David Epstein
 Mentor at ELabNYC; Professor of
 Statistics & Analytics at Mercy College;
 former CEO of medCPU, Inc.

Donna Halperin
 Coach at ELabNYC; expert business
 consultant

Steve Kindler
 Independent consultant at
 Kindle&Crimmins; pharmaceutical
 reverse distribution expert

Michael Podgurski, RPh, DPh
 Independent consultant at Podgurski,
 LLC; former executive at Rite Aid;
 pharmacy operation and regulatory
 compliance expert

Oded Shorer
 Mentor at ELabNYC; Founder at
 Milestone Studio, Design Services

Debbie Smook
 Mentor at ELabNYC; owner at TurboFil
 Packaging Machines

Intellectual Property:

- U.S. Patent No. 9,940,439
- U.S. Patent No. 10,636,519

Finance/Funding:

- Current Investors / Financing to Date
 (\$50,000 Self-funded)
- Financing Sought: \$1.5M (for product
 development, new hires, prototyping and
 beta testing)

Executive Summary: Prescription drug take-back programs are vital to environmental conservation and combating the prescription drug abuse epidemic. However, these programs are currently costly, inefficient, and have low consumer participation rates. DispoMeds harnesses AI (artificial intelligence) to make the drug take-back programs cost-effective and rewarding. With its patented technology, DispoMeds can significantly reduce the volume of hazardous waste generated by the take-back programs, reduce the disposal cost, and capture and monetize valuable data about the medications collected. Customers can pay for DispoMeds products and services from the savings generated and will not have to spend additional resources. In other words, the DispoMeds technology will pay for itself over time. It may even be possible to channel some of the savings to consumers in the form of incentives for their returned medications. Such incentives will encourage an increase in public participation in the take-back programs. The DispoMeds products will make the take-backs more convenient for its operators and users while providing the added benefit of preprocessing (i.e., identification and commingling prevention) the collected medications for proper disposal. The data generated by DispoMeds' products can be sold to health systems (e.g. for compliance and negotiating on drug pricing purposes), pharmaceutical companies (e.g., for drug counterfeit surveillance purposes) and government agencies (e.g., law enforcement). Initially, the DispoMeds products will be leased to entities such as Drug Enforcement Administration (DEA) or Pharmaceutical Research and Manufacturers of America (PhRMA) for use at their drug take-back events. Subsequently, DispoMeds sells or leases its products to waste companies, pharmaceutical reverse distributors, and chain pharmacies.

Company History: Incorp. 2014 in DE as LLC. First patent granted, 2018; second in 2020. In 2019, co. built initial prototype. Pres. is a PhD chemist and a patent attorney with > 10 yrs of experience in pharmaceutical industries. CTO is a PhD computer and AI engineer with >10 yrs experience.

Market Opportunity / Unmet Need: DispoMeds address the unmet need for sustainability and reducing the cost of drug take-back programs (a \$500 million¹ market). It does that by not allowing the hazardous and non-hazardous medications become commingled during the prescription drug take-backs, thus significantly reducing the hazardous waste volume and the corresponding disposal cost. The DispoMeds technology can potentially make the pharmaceutical supply chain more efficient.

Products/Services – Launched & Pipeline: DispoMeds' business model is B2B and B2B2C. DispoMeds will sell or rent its products. Its projected launch is in year 2. With a projected revenue of \$4.1 million in its fourth year.

Commercial / Technical Milestones: DispoMeds is at TRL 4 (Technology Readiness Level). It has produced an initial prototype as a proof of concept. The technology has not been validated by a third-party entity (e.g., DEA) yet.

Competition: Currently, waste companies (e.g., Stericycle, Covanta) and pharmaceutical reverse distributors (e.g., Inmar, Sharps Compliance) manage pharmaceutical waste disposals. However, they do not provide any of DispoMeds services.

Year	2021	2022	2023	2024	2025
Units Rented:	0	2	9	41	151
Revenue	\$0 M	\$0.2 M	\$0.9 M	\$4.1 M	\$15.1 M
Gross Profit	(\$0.7) M	(\$0.7) M	(\$0.6) M	\$1.8 M	\$11.5 M

1. PSI, Product Stewardship Institute