

Making Electronic Medical Records More Secure And Available At Your Finger Tips!



apotheka.co Los Angeles CA    [Technology](#) [Infrastructure](#) [Software](#) [Blockchain](#) [Artificial Intelligence](#)

Highlights

- 1 First solution to integrate Telehealth / Telemedicine onto Blockchain
- 2 Patent (Notice Of Allowance Approved) six-way patient validation on the Blockchain utilizing AI driven smart workflows
- 3 Empowering COVID-19 patient data management and remote self assessments on the Blockchain
- 4 Integrative solution/Interoperability (plug and play functionalities)
- 5 Value bundle solution (Security/Encryption, PHI Validation, Physicians Credentialing, revenue cycle management)
- 6 Our solution in use at Cedars Sinai TowerENT, Stemcell TherapeuticsLA, Pacific Stemcells, Health Centurion, Metrohealth International etc.
- 7 Latest technology stack and security - Cloud, AI, IoT, & Blockchain

Our Team



Dennis Maliani CEO

Dennis Maliani is the Founder of Apotheka Systems. His vast experience in the healthcare space spans 12 plus years at world-class hospitals systems and academic centers including Cedars Sinai, Keck Medicine Of USC, Memorial Care, Amgen among others.

Hospitals are plagued with poor security/encryption that has led to multiple data breaches and; secondly bad patient data leading to duplicate medical records, misdiagnosis, billing errors and medical malpractice. All of which are extremely costly and potential detrimental to positive patient outcomes and care.



Luis Lopez COO



Luis Lopez COO

Luis Lopez has over 20 years of experience in professional consulting. He has been involved as a co-founder in two start-up companies, including Omega Healthcare Systems which was successfully sold.



Victor Pisacane CTO

Formerly a Sr. software architect, IBM Watson Health. Innovative and dynamic professional software developer in emerging technologies, architect and team leader with 25 years of experience designing, developing and delivering software products.



Daniel Edelstein CSO

Daniel Edelstein has worked on the payer side of healthcare with organizations that provide health insurance to the underprivileged communities of Los Angeles. Serving as the Chief of Enterprise Strategy, he works on identifying viable strategies.



Christian Shelton



Healthcare systems are broken

Hospitals are plagued with poor security and encryption that has led to multiple data breaches.

According to IBM Security, the average cost of a U.S. healthcare data breach is now \$15 million, and the FBI claims that COVID-19 cyberattacks spiked 400% during the pandemic.

Furthermore, bad patient data leads to duplicate medical records, misdiagnosis, billing errors and medical malpractice. Beyond the personal distress this causes the affected patients, there are massive financial repercussions as well.

- According to HealthcareITNews, eClinicalWorks was sued for nearly \$1 billion due to inaccurate medical records.
- Becker's Hospital CFO Report claims that the average cost of one month's delay in credentialing a primary care physician can amount to more than \$30,000 in lost revenue.
- ICG reports that the average revenue loss is \$2.5 million per month due to a lack of interoperability and data integrity.



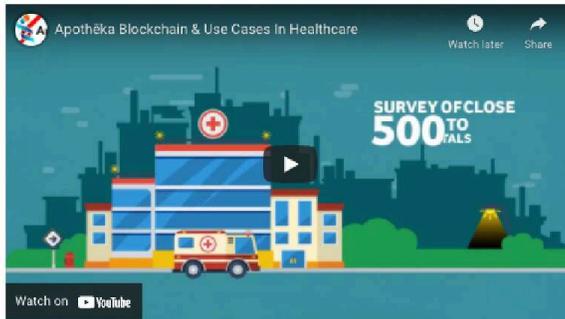
We need a more secure SaaS digital health solution. That's why we founded Apotheka.

A more secure SaaS digital health solution

Apotheka integrates with Electronic Medical Records Systems or clinical systems and transforms them into secure Blockchain ecosystems to facilitate security, data integrity and interoperability, a turn-key blockchain module.

Our patented proprietary technology uses ironclad security, scalable distribution design of Blockchain, and AI technologies to solve "IT friction" points in healthcare leveraging patented six-way patient validation.

We started our platform development two and half years ago and successfully boot strapped the process to bring our Apotheka solution to market.



First, we had to build an Electronic Medical Records Platform

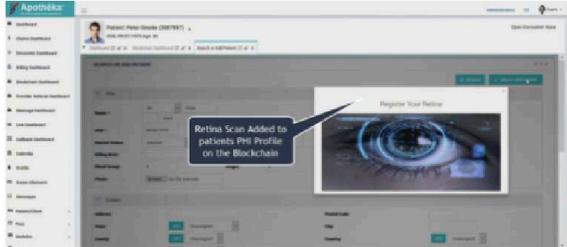
To understand fully the value stream of a hospital or clinical operations we built a simulated Electronic Medical records platform. Thereafter we integrated Blockchain in key areas of Patient scheduling/Registration, Point of care and Revenue cycle (payment flow to include insurance companies).





Wow! It worked!

In November 2018 we officially launched our phase 1 platform to the healthcare and technology community in Los Angeles.

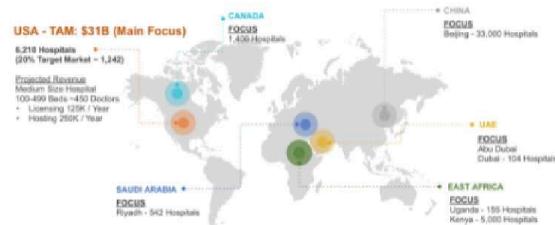


Our traction

Since launching phase 1, we've provided our solutions to a number of clients and have signed multiple MOUs. We've also developed a healthy pipeline of prospective clients.

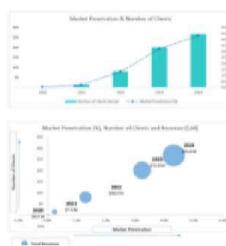


The Market



Our Business Model

- Pricing (Sample Mid Size Hospital)**
 - Subscription \$125K / Year Average Licensing
 - \$250K / Year Average Support + Services Fees
- Target Healthcare Clients**
 - Small And Medium Sized
 - Mid-market
 - Enterprise
- Selling Strategy**
 - No/Low-Touch (Self Service)
 - Medium-Touch (Inside Sales / Partnerships)
 - High-Touch (Enterprise Sales)
 - Personal Relationships (CEO relationships 13 years)
- Population Served**
 - High-risk Patients
 - Outpatient Care And/or General Population
 - The Very Young And Very Old

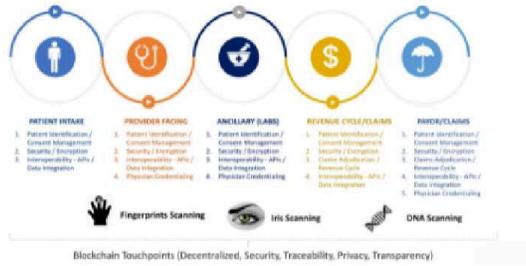


- Low-income And/Or Homeless Individuals
- Chronically Ill And Disabled

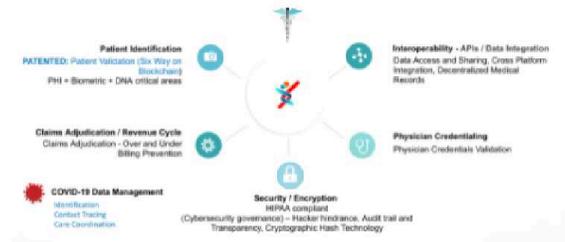
Forward-looking projections cannot be guaranteed.

Our Patent

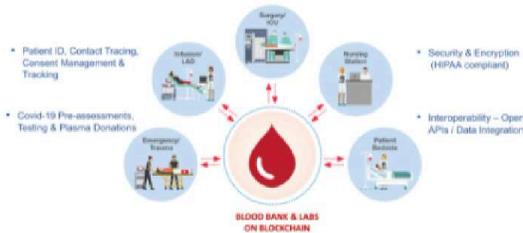
We have a patent for six way patient validation touchpoints: Hospital, Clinics or Health Insurance as outlined below.



Use Case: Hospitals & Insurance / Healthcare



Use Case: Blood Supply Chain In COVID-19 Era



Competitive Landscape

While there are a number of companies providing security and encryption services, Apotheka provides a turn-key blockchain module solution.

	Apotheka	Embisma	SecureMatters	Verint
COVID-19 Patient Data Management	✓			
Bundled Solution / Multi-use (Plugs Into Multiple Clinical Modules)	✓			
Plug & Play (Easy Integrations)	✓			✓
Security / Encryption	✓	✓	✓	✓
Constellation Enclave (Double Secure Data Black Box)	✓			
Patented Protected IP	✓			

Our next steps

We are now activating our fundraising efforts through Wefunder so that we can start our marketing, client acquisition and finalizing phase 2 Digital Health Passport solution.



We look forward to all of you joining us in building the next unicorn venture!

Downloads

[Apotheka Deck 12.14.21.pdf](#)