September 22, 2022

RFID in Health Care 2022

RFID Labels Track Single Doses of Propofol

Speaker: Seth Coombs, Chief Commercial Officer (CCO), Genixus

Introduction

Seth Coombs is the Co-Founder and Chief Commercial Officer for GENIXUS. He has 20 years of commercial experience across Pharma, Vaccines, Biologics, Digital, and Generics. He holds an MBA from Columbia & a BA from Iowa.

Ramsey Doany is the Corporate Development Strategy Manager and RFID Architect for Kit Check. He holds a master's degree in Electrical Engineering with a specialization in wireless communication systems.

Essential injectable medications are challenged by supply chain volatility/risk & constrained formulations
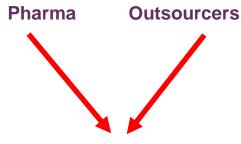
Materials & Manufacturing Ex-US

Challenge: Quality and availability

Essential injectables require manipulation

Challenge: Preparation complexity and cost

Industry hasn't filled the gap

Pharma **Outsourcers**

Challenge: not focused on delivery innovation

US hospitals seek high-quality Ready-to-Administer (RTA) formats of essential medications to improve efficiency

6,090

# of US Hospitals

1000+

Injectable products routinely purchased by US hospitals

<23%

In RTA formats

79%

% of US Hospitals rely on outsourcing for RTAs

GENIXUS: A pharmaceutical manufacturer focused on transforming acute & critical care medicines

Ready-to-Administer Products

- *Durable-polymer syringe*
- *Long-term stability*
- *RFID enabled with Kit Check*

Vertically-Integrated Platform

- *Automated equipment*
- *Stringent manufacturing controls*
- *Quality processes equivalent to biotech*

US–Established Operation

- *TAA-compliant sourcing*
- *Transparent supply chain*
- *Readily accessible for inspection*

GENIXUS products: designed to maximize customer value

- **Ready – to – administer**

- **Long-term stability**

- **Durable-polymer syringe**

- **Intuitive labeling & packaging**

- **Latest RFID track & trace technology**

- **Auto-dispensing cabinets (ADC) ready**

GENIXUS

GENIXUS products: Positive market feedback from Health Practitioners at multiple centers

"90% of the procedures within each of the 4 hospitals I've worked in handle all of these preparations in the room, with multiple things going on…this would be a great to have."
 - Anesthesiologist, VA

"What I like best about Propofol coming in a prefilled syringe is that its shelf stable and would reduce waste. We would convert most of our vials to the pre-filled syringe."
    - Pharmacy Procurement Director, CT

"I like the durability of the syringe…when can I get this?"

- Pharmacy Director, CA

"Having one medication error in our hospital is one too many. Your syringe will help keep our patients and staff out of harm's way"
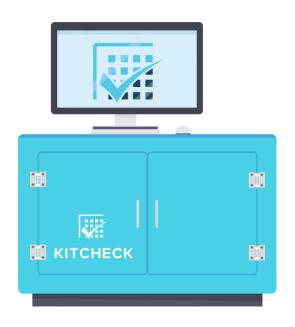   *- Chief Quality Officer, NY*

"We would be one of the first health systems to convert to Propofol. I'll put you in touch with our Chief of Anesthesiology."
    - Pharmacy Director, NY

Kit Check
The Leader of Hospital Medication Management

- 1,000+ US Hospital Customers

- Becker's: 82% of all Pharmacy RFID systems are **Kit Check**

- 90-95% of tagged medications are **Kit Check Tags**
  - 150+ million tagged to-date

KITCHECK

What is Kit Check?
Hospital Medication Management with RFID

Hospital Perspective

ROI for Hospitals: $4 per vial

1. Restocking reduced from 30 minutes to 3
2. Inventory visibility and consumption tracking
3. Manages expiration and recalls
4. Optimize par level, reduce waste
5. Manage shortages

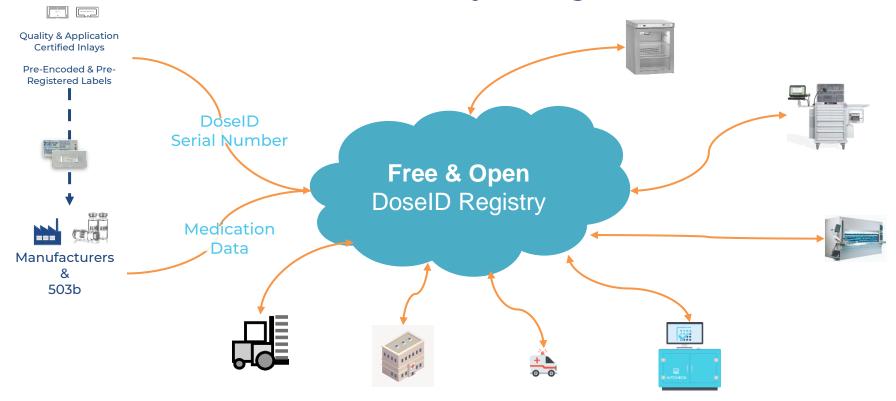### Underlying Technology

1. Inlays as small as 20mm x 10mm
2. 300+ tightly packed liquid-filled glass and plastic items inventoried < 3s **consistently**
3. Catalog of inlay manufacturers & label converters to choose from

KITCHECK

Universal Visibility through DoseID

Quality & Application Certified Inlays

Pre-Encoded & Pre-Registered Labels

DoseID Serial Number

Medication Data

Manufacturers & 503b

Free & Open
DoseID Registry

Universal Visibility through DoseID: Counterfeit Detection

Quality & Application Certified Inlays

Pre-Encoded & Pre-Registered Labels

DoseID Serial Number

Manufacturers & 503b

Medication Data
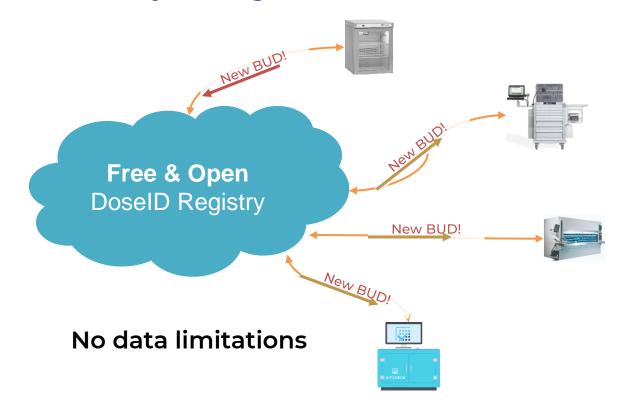
Free & Open DoseID Registry

Protection against counterfeits through registry authentication

KITCHECK

Universal Visibility through DoseID: Data

Trigger Beyond Use Date Updating automatically and alert downstream systems

Free & Open
DoseID Registry

New BUD!

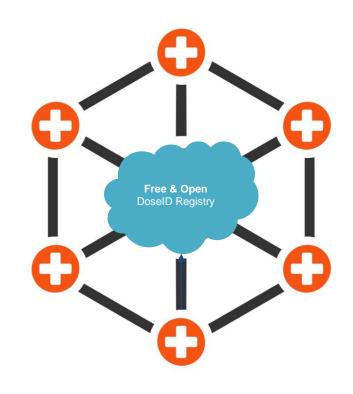New BUD!

New BUD!

New BUD!

No data limitations

Universal Visibility through DoseID: Recalls

Two methods to initiate

- Crowd sourced from 2+ hospitals

- Manufacturer initiated

Realtime

- Regularly beat FDA and commercial services by several days

Free & Open
DoseID Registry

KITCHECK

THANK YOU