

Blockchain in Healthcare Today & Tomorrow Symposium



September 15, 2022
Central Public Library
Austin, TX USA



Generic Manufacturers Can Make BIG Changes with Blockchain Technology

Corey Greco, VP, Sales Operations
Armas Pharmaceuticals

BLOCKCHAIN[®]
IN
HEALTHCARE
—TODAY—

<https://conv2xsymposium.com>

ConVerge **2**Xcelerate
2022

"Blockchain in Generics"

Corey Greco

VP Sales Operations



Blockchain In Healthcare Today

September 15, 2022

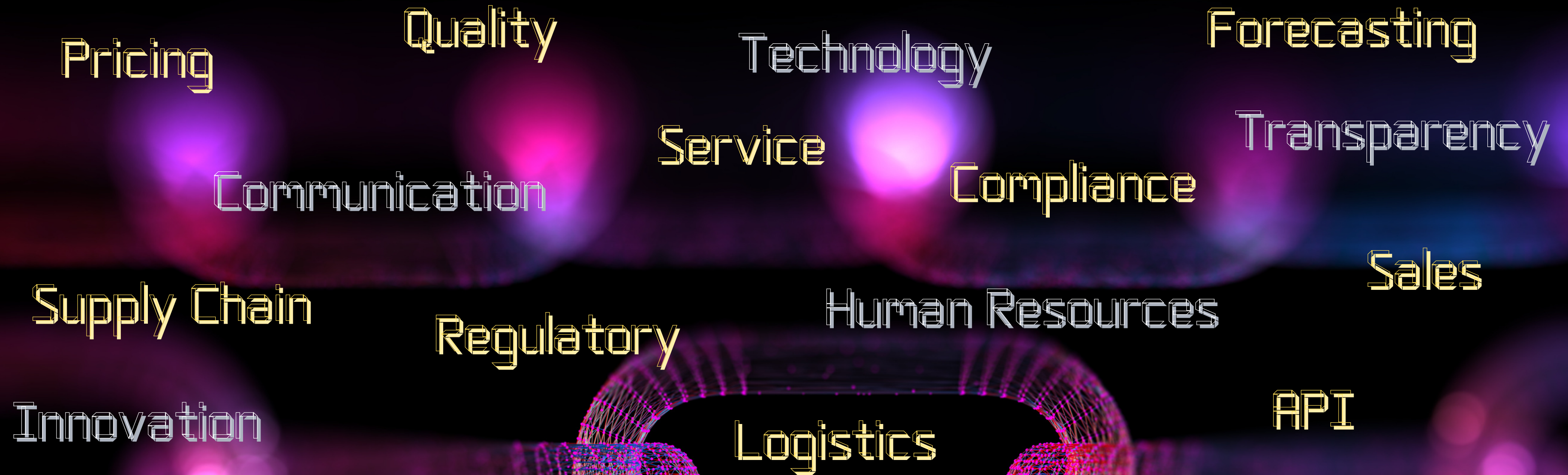
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GOALS!

- Education and Awareness - Blockchain is not crypto!
- Review of the Generic Market
- Constructing the Virtual Manufacturer
- Blockchain in the Generic industry today, and tomorrow.

Today's Generic Market



The Virtual Manufacturer

Start-Up Phase

- Products / Manufacturing
- Logistics
- Contracts / Agreements
- Staff
- Service Providers

Growth Phase

- Technology
- Staff
- Service Providers
- Pipeline Investments



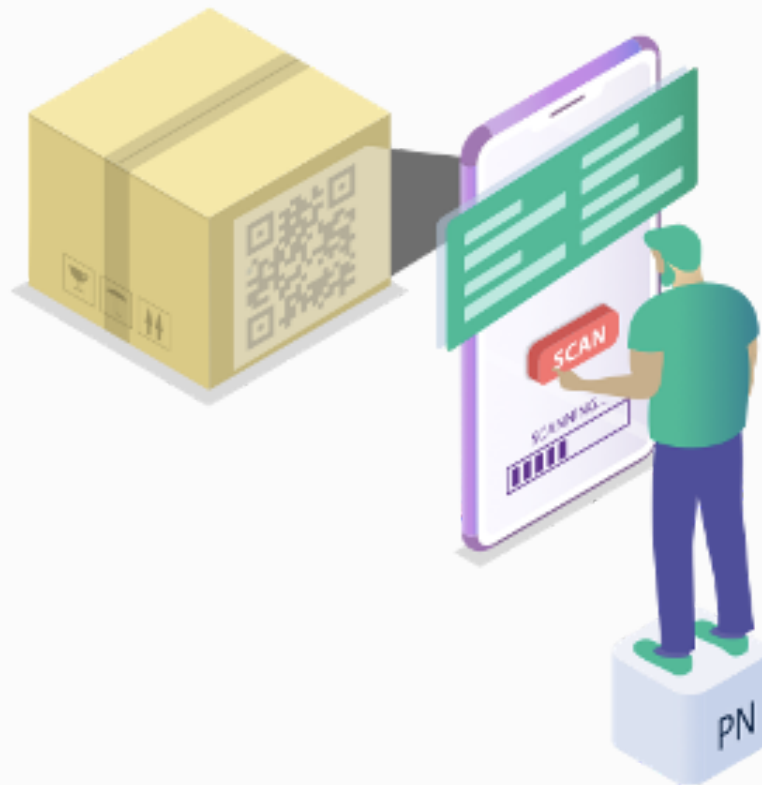


Blockchain in Generics Today

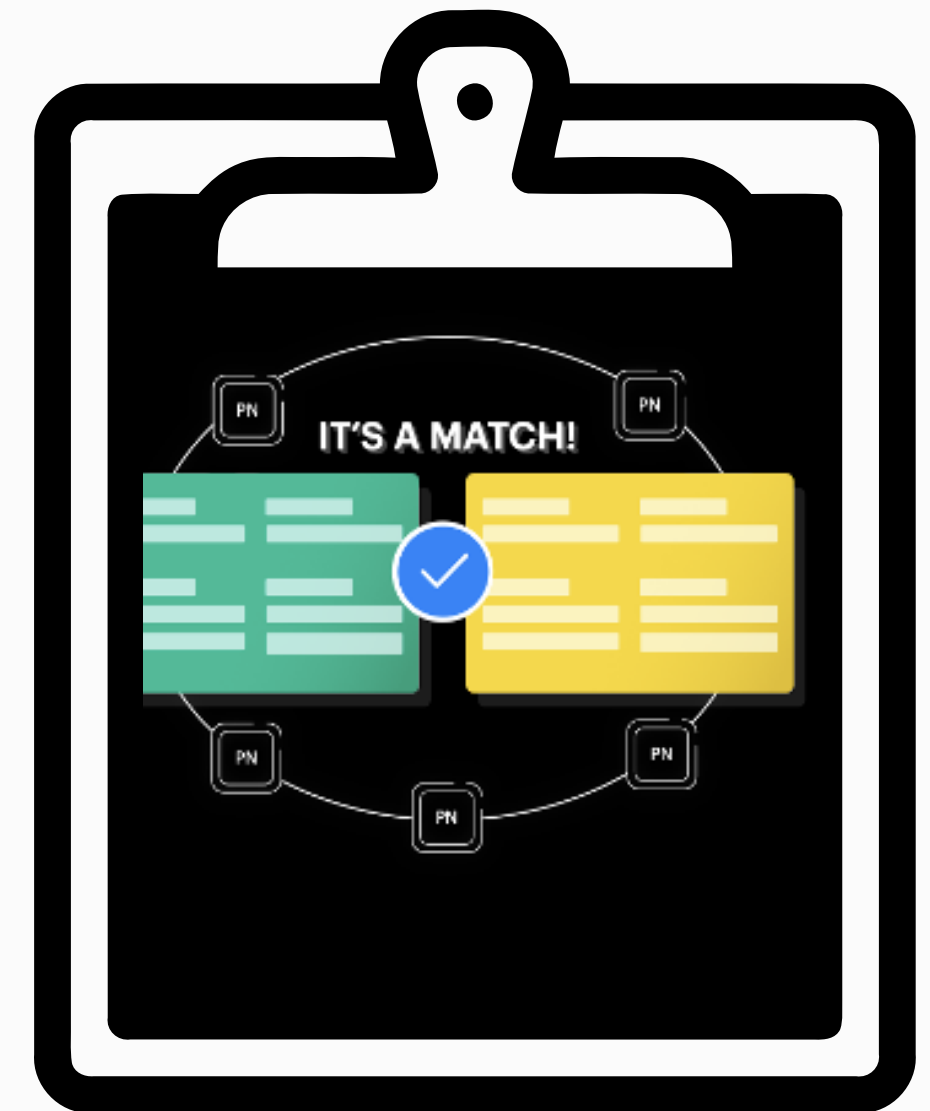
- Verification Router Services (VRS)
- Contract Management + Communication
- GPO Roster Alignment + Eligibility
- Chargeback Adjudication

Blockchain in Generics Today: Verification Router Service (VRS)

When serialized product is returned to the distributor, it will be scanned for verification before resale.

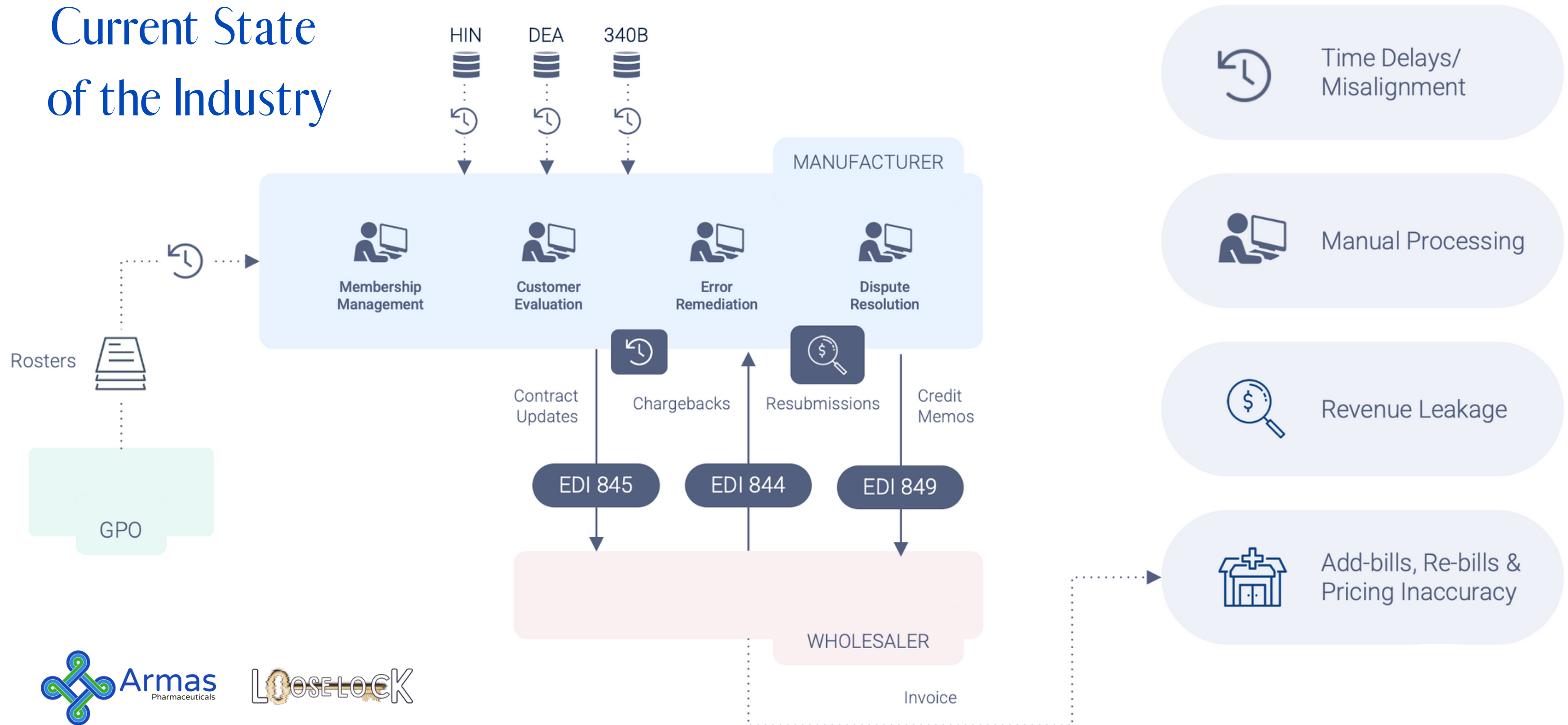


GTIN, Serial #, Lot #,
Expiration Date verified

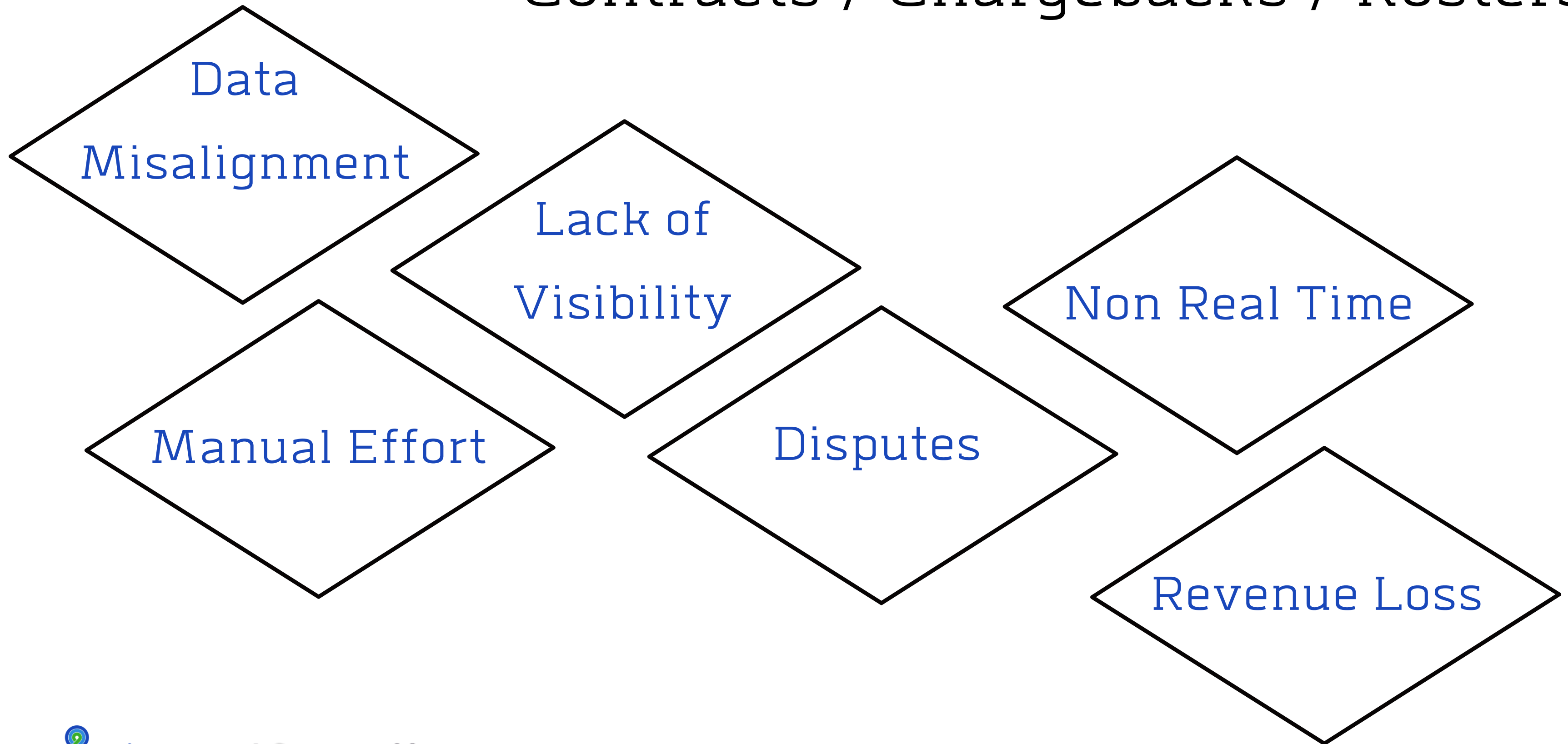


Blockchain in Generics Today: Contracts / Chargebacks / Rosters

Current State of the Industry



Blockchain in Generics Today: Contracts / Chargebacks / Rosters



The Future of Blockchain In Generics

The Future of Blockchain in Generics

Areas for Immediate Focus

Rebate and Fee
Reconciliations

- Customers
- Government Pricing
- Logistics/Partners

The Future of Blockchain in Generics

Areas for Immediate Focus

Order
Processing

- Pricing alignment
- Order Multiples
- Order Changes
- Shipment Tracking

The Future of Blockchain in Generics

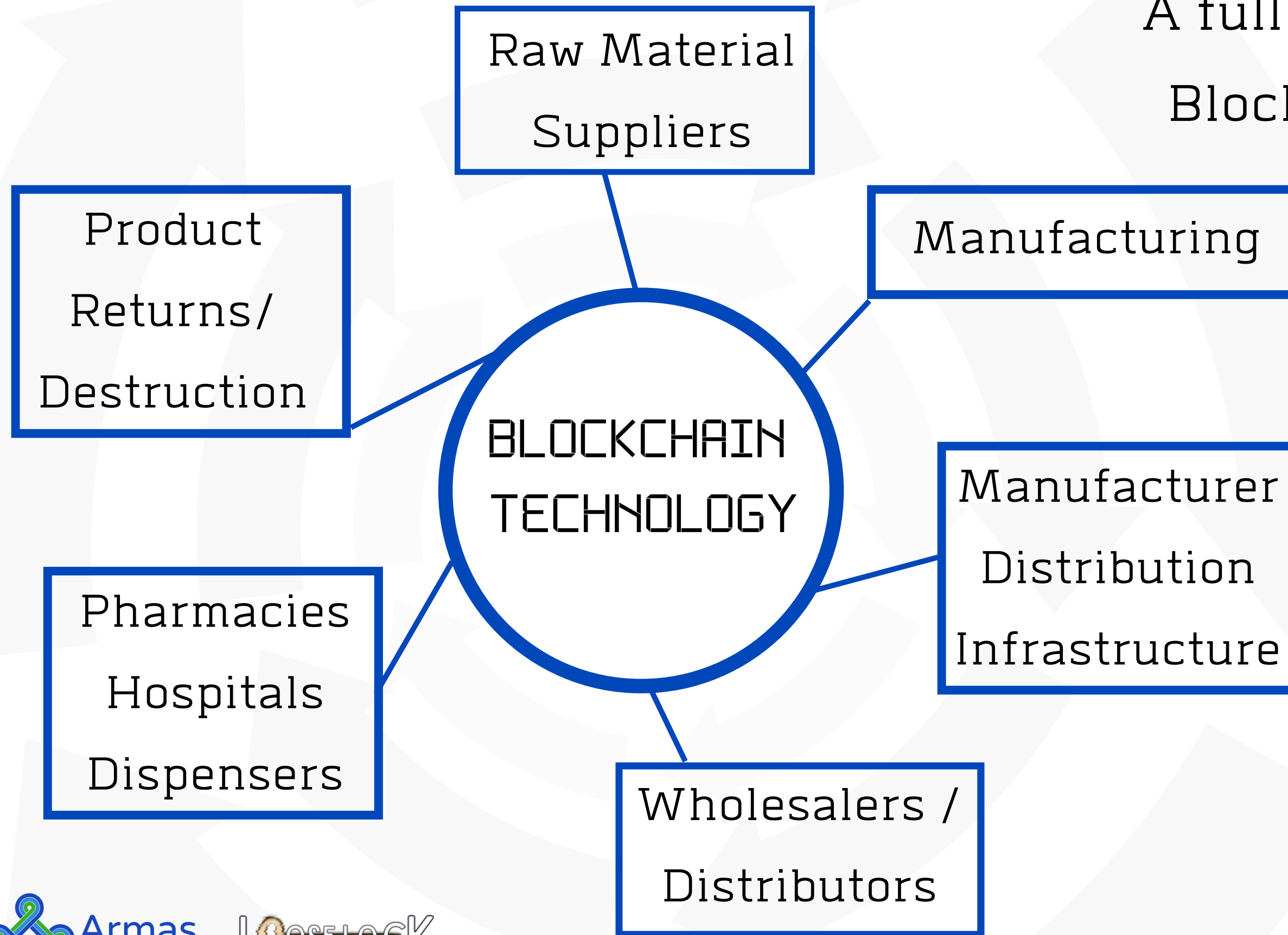
Areas for Immediate Focus

Returns /
Claims

- Shipping Discrepancies
- Processing of Expired Returns

The Ultimate Goal

A full circle solution with
Blockchain Technology



"Blockchain in Generics"

Corey Greco

VP Sales Operations



Thank you!

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