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"Every pill matters!"

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Drug
n
Drop





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Agenda



- The Problem
- "Unboxing" Intelligence
- Stakeholders
- Revenue Streams
- Accomplishments
- Next Steps
- The Team
- Drug n Drop
- Key Takeaways



What is happening?



World Pharmaceutical
Industry



Worth:
1,27 trillion



Unused drugs
disposed annually



Worth:
5 billion

The Problem



ECONOMIC

1 out of 4

drug packages in
Greece are disposed
before usage



ENVIRONMENTAL

15%

of disposed drugs
are toxic for the
environment



SOCIAL

5 billion

people lack
access to
medicine



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HOW?

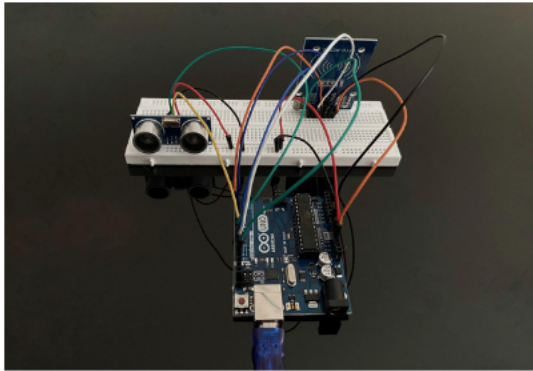


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"Unboxing" Intelligence



Hardware



capacity
indicator



humidity
sensor



temperature
sensor



RFID card for
authorized
users



drug type
recognition via
scanner



Software



Stakeholders

BIG PHARMA



- production optimization
- cost containment
- waste reduction

PHARMACIES



- drug management optimization
- financial benefits
- waste reduction

END CONSUMERS



- credit & rewards
- sustainability consciousness & training



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Revenue Streams



SMART BIN

Sales of smart bins for
100€



PHARMA INSIGHTS

Collective reports to
pharma industries for
10k€/year



APP

Subscriptions in Drug n
Drop app for
50€/month



RECYCLE

Extra income from
recycling the paper
part of packs

Accomplishments



Market research



Initial Proof of Concept



Trademark submission



Letters of Intent
from Hellas Digital
and IFET



1st place at the JA Greece StartUp Final



3rd place JA Europe "Innovation of the Year"



Shortlisted for 5 Gen-E
Signature and Online Awards



Awarded GAM Investments
Financial Sustainability & Growth



Forbes 30U30 nomination

Next Steps

The Present

The Future

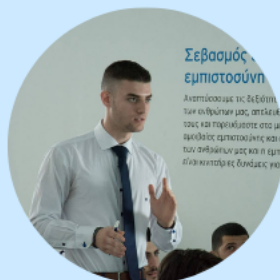


HELLAS
digital

The Team



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E-BUSINESS RESEARCH CENTER

ELTRUN

ATHENS UNIVERSITY OF ECONOMICS AND BUSINESS



ATHENS CENTER FOR
ENTREPRENEURSHIP
AND INNOVATION



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in action...

 Athens, Greece



**Class "Digital Entrepreneurship & Innovation"
at Athens University of Economics and Business**

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in action...

 Athens, Greece



JA Greece Startup Programme 2022 national final

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in action...

 Tallinn, Estonia



JA Europe Startup Programme - Gen-E 2022

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in action...

 Tallinn, Estonia



JA Europe Startup Programme - Gen-E 2022

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in action...

 Tallinn, Estonia



GAM Investments Financial Sustainability & Growth award



JA Alumni Leadership award

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in action...

 Strasbourg, France



JA Alumni Conference 2022

1 Engage with courses

- Valuable and crossfield knowledge
- Significant expertise
- Alignment with market's needs



2 Engage with projects

- Realistic hands-on tasks
- Do the extra mile in projects
- Many opportunities hidden



3 Be open to opportunities

- Conferences, competitions, volunteering etc.
- Seize available opportunities
- Magic happen of your comfort zone



Thank you for
your time!



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