

Pharma-Drop

PHARMACY TO DOOR WITHOUT THINKING



PharmaDrop

Jayden Morzaria, Founder

Manan Saini, Founder

Arman Sharma, Founder

Arsh Mobeen, Founder

AGENDA

- Meet the Team
- Problem Statment
- The Solution
- Market Research
- Business Model
- Competitors and differentiation
- Go-to-market Plan & MVP
- Questions



MEET THE TEAM



Founder & CEO
Jayden Morzaria



Founder & CFO
Arman Sharma



Founder & CTO
Manan Saini



Founder & CLO
Arsh Mobeen

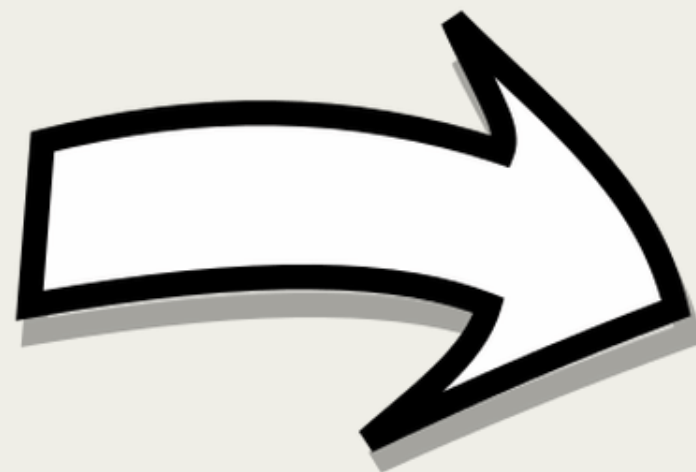
THE PROBLEM...

Is the inconvenience of getting medicine from the pharmacy to your house when you need it most.



THE SOLUTION

Our product is a pharmaceutical service for pharmacies that delivers medication directly to patients' homes when their supply runs out.



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MARKET RESEARCH

Talk with Pharmacist



What do Pharmacists think?

We conducted extensive research in the pharmaceutical industry, including interviews with several key leaders. One prominent figure we spoke with was the Vice President of McANN Health Global Pharmacy. Among our inquiries, we asked about the potential demand for the product and whether their company would consider integrating it into their system.

We got an overwhelming yes, as the Vice President saw the need for this in the market. As he had noticed that often people would take their medications late and mis scheduled times because they did not have what they needed



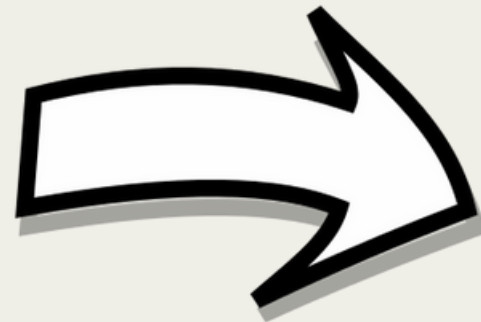
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BUSINESS MODEL

Deliverers

Hired Officials

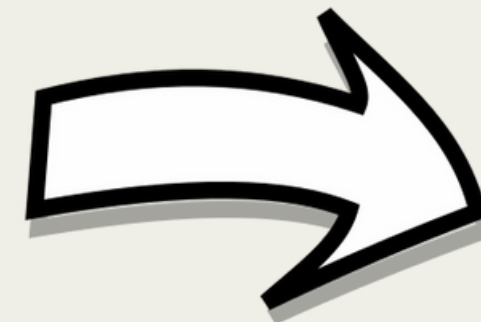
Our pharmacy-approved deliverers are handpicked and fully qualified for delivering medication. Background checks and interviews will be set up.



Pharmacy

Independent Pharmacies

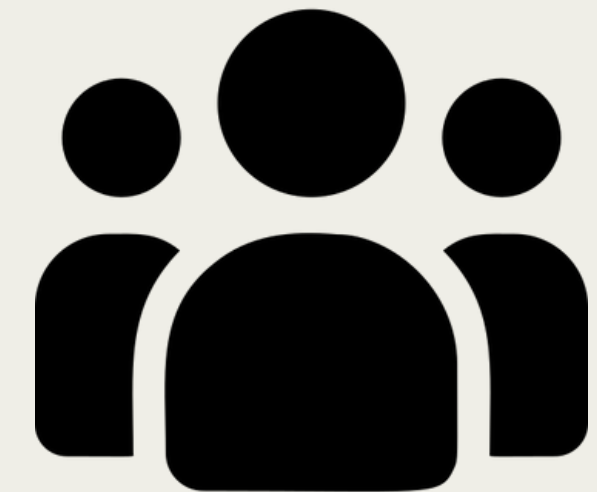
Pharmacies will face no loss of income, offering an even greater opportunity. Many customers forget to pick up medication, leaving weeks of unpaid medication left in pharmacies.



Customers

Patients

Customers will be able to input medications and how frequently it is needed. After that, the package will appear on their doorstep, and they will sign off for the package. Prescription forms and a health card photo will be required when setting up a medication profile.



BUSINESS MODEL

Profit

Path to Profit

Pharma-Drop will operate on a monthly subscription basis which includes a phone reminder feature and medication deliveries.

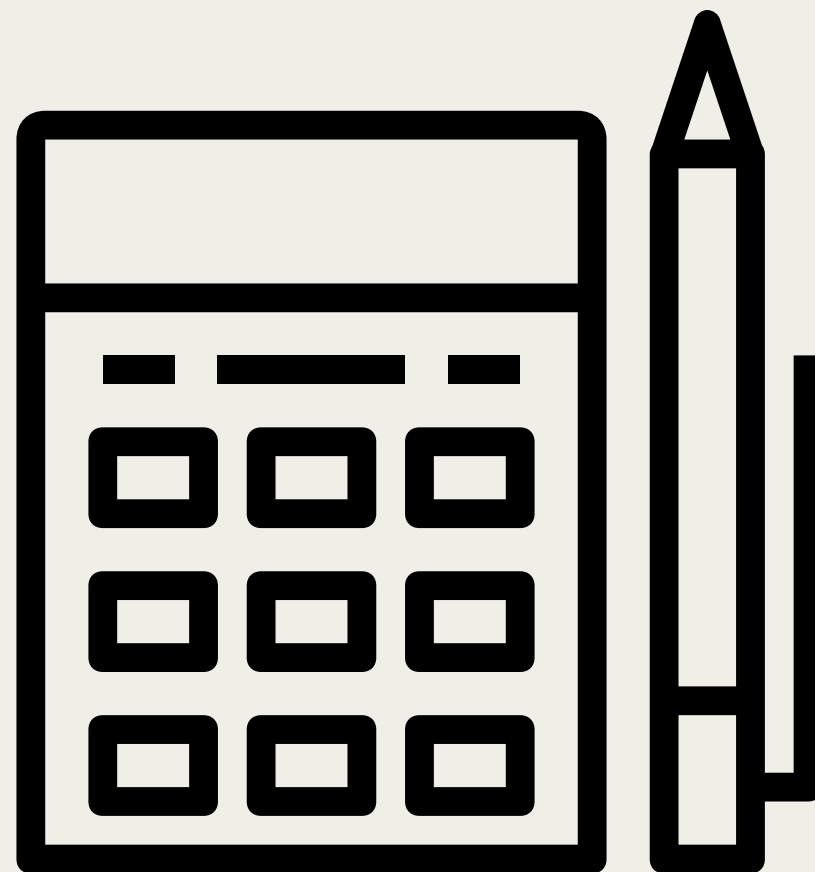
\$24.99



Expected Costs

Known Costs

Deliverers' wages are an obvious cost. We will be paying our deliverers **\$17.00** an hour.



PharmaDrop

COMPETITORS

Our Main competitors
are BIG-BOX name
pharmacies such as
Walmart & Shoppers
Drug Mart

**Independent Pharmacists DO NOT deliver on
Weekends!!!**



GO-TO-MARKET PLAN & MVP

To enter the market, we will partner with independent pharmacist associations such as the NCPA to market to all the independent pharmacies at once.

- BTB and DTC



Thank you

DO YOU HAVE ANY QUESTIONS?



