





# **Commercial Terms Drug GPS**



**DRUG GPS**

## **Find and prevent medication errors**

## 1 Definition of service

Ref	Item	Details
1	Countries of relevance	<p>The medication check is most relevant for patients / citizens that source their medication in countries listed below:</p> <ul style="list-style-type: none"> <li>• USA</li> <li>• Canada</li> <li>• France</li> <li>• Spain</li> <li>• Italy</li> <li>• Czech Republic</li> <li>• Sweden</li> <li>• Norway</li> <li>• Denmark</li> <li>• United Arab Emirates</li> </ul>
2A	Place of delivery	<p>The free clinical service as well as the commercial web service (for integration) are delivered from</p> <ul style="list-style-type: none"> <li>• Ireland (European Union)</li> <li>• Ex Works (from the boundary of that server, AWS, not taking the Internet into the scope of the service)</li> </ul>
2B	Vendor	<ul style="list-style-type: none"> <li>• Ocean Process A/S</li> <li>• Trade Names: “Drug GPS A/S”, Cure GPS A/S”</li> <li>• Danish business registration and VAT number (“CVR number”): 34612358</li> </ul>
3	Law and Arbitration	<ul style="list-style-type: none"> <li>• The Applicable Law is that of Denmark (European Union)</li> <li>• Since the look-ups are anonymous, the GDPR rules do not apply. (We adhere to them nevertheless).</li> <li>• The place of arbitration is the Commercial Court of Denmark (“Sø- og Handelsretten”)</li> </ul>
4	Access (web sites)	<p>There is a single sign on on the following web sites:</p> <ul style="list-style-type: none"> <li>•  <b>DRUG GPS</b> DrugGPS.org</li> <li>•  <b>CUREGPS</b> PERSONAL TREATMENT CureGPS.org</li> </ul>
5	Anonymity and data protection	<ul style="list-style-type: none"> <li>• The clinical service is formally just a lookup into rules that are put together in a case specific manner</li> <li>• The patient case is anonymous, carrying an ID.</li> <li>• The data collected does not contain any data that can identify the patient. Dates of birth are obscured</li> <li>• Whenever a new flow is initiated, the data relevant in that flow is attempted prefilled, if it exists (e.g. from previous flows or uploaded via the web service)</li> <li>• The patient can – also anonymously – request all data associated with an ID to be deleted</li> </ul>

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6	Common services on <ul style="list-style-type: none"> <li>web site and</li> <li>through web service</li> </ul>	Common – derived from drug list and common patient data: <ul style="list-style-type: none"> <li>Drug allergies and their violation</li> <li>Multiple substances in same drug class</li> <li>Drug interactions</li> <li>Individual drug overdosing (by clinical group, cf. WHO's DDD)</li> <li>Risk drug class overdosing</li> <li>Necessary measurements derived from the drug list</li> </ul>
6A	Web site specific	Specific – only web site: <ul style="list-style-type: none"> <li>Check of package inserts (for top drugs) – may require additional questions</li> <li>Contra-indication list (Danish drugs and Danish texts)</li> <li>Compilation of the individual drug quality (error) report</li> </ul>
6B	Web service specific	Specific – only web service: <ul style="list-style-type: none"> <li>Storage and exchange of data</li> <li>On the server there is only the ID that maintains anonymity there. The identification is on the client side</li> </ul>
7	Service terms <p>Free:</p> <ul style="list-style-type: none"> <li>Country Specific databases</li> <li>Clinical service, decision support</li> </ul> <p>Commercial:</p> <ul style="list-style-type: none"> <li>Integration with the free service</li> </ul>	The following terms define a free, uncommitted, service and a commercial service: <ul style="list-style-type: none"> <li>The provision of the clinical advice, including the reports, is free and uncommitted “as is”</li> <li>It is available to the public, anonymously, as a free service on the web site. There is nothing you can get in terms of data in the commercial versions, that you cannot get on the free web interface</li> <li>The commercial service available to professional customers is the integration with the free and uncommitted service. Thereby the data can be used as a conformance report, linking the data to the free service – documenting conformance to the free service</li> <li>Ocean Process A/S has no liability for any errors in the clinical data, having direct or indirect consequences</li> </ul>
8	Country specific databases	The country specific databases contain <ul style="list-style-type: none"> <li>The medication definitions of the database for that country</li> <li>Globally defined active substances (mapping to Rx Norm and thus SNOMED CT (US))</li> <li>Amounts and basic dosis (one pill, capsule, or number of ml etc.) – so that the amount of active substances can be derived from the number of basic doses of the medication</li> <li>Numbering and codes, if the country uses that to identify medication</li> </ul>

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9	Clinical service	<p>Clinical business intelligence based on the active substances:</p> <ul style="list-style-type: none"> <li>• Classes that are the basis of detecting multiple substances in the same class</li> <li>• Allergy definitions (groups of substances)</li> <li>• Interactions (between substances and between classes/groups)</li> <li>• WHO's Daily Defined Doses (DDD) – threshold for each substance (33% over the DDD)</li> <li>• Necessary measurements per substance</li> <li>• Weighting of substances in a risk class. These enable the creation of weighted sums for each risk class</li> <li>• Risk class thresholds using data to compute the individual thresholds for the weighted sums</li> <li>• Package inserts / prescription info for selected drugs. With links to data required: <ul style="list-style-type: none"> <li>○ Contra-indications</li> <li>○ Precautions</li> <li>○ Other medication that you must report to the doctor</li> </ul> </li> </ul>
10	Integration architecture	<p>The integration architecture is described in the figure below.</p> <p>It is key that any identification happens outside the system, on the client side of the web service.</p>

## 2 Price list

Citizens and private persons all over the world can access the web site for free.

Professionals must enter into a license agreement and then get the opportunity to make an integration to own health systems using the web service integration.

Ref	Customer model	US dollar	EURO	Danish kroner
1	Private  Anonymous	Free  Access to the web site(s)		
2	Monthly subscription  General Practitioner (GP) Physician og Family Doctor	\$ 300	€ 260	kr 2,000
		Per month Per doctor Free trial period of 2 months Minimum subscription one year– invoiced per month  Unlimited inclusion of patients by anonymous email invitation (web) or they can initiate on GP's web site		
3	Target group one off  One off reports Pharmacies Nursing Homes Municipalities	\$ 75	€ 65	kr 500
		Per patient (per flow) Each citizen or patient flow is valid for a year and can be re-done within that year as often as wanted – invoiced when the workflow is initiated  Inclusion of patient by anonymous email invitation (web)		
4	Target group pre-paid  Prepaid subscription Pharmacies Nursing Homes Municipalities	\$ 60	€ 52	kr 400
		Per citizen targeted (per elderly or person in the target group) A set number of target group citizens or patients Extra patients in excess of subscription charged based on the one-off price. Subscription valid one year, then renewed automatically– invoiced up front in the year  Inclusion of patient by anonymous email invitation (web)		

Ref	Customer model	US dollar	EURO	Danish kroner
5	General citizen	\$ 2	€ 2	kr 15
	Municipality Public health service	Per citizen Of a general population group Minimum subscription one year – invoiced up front in the year  Unlimited inclusion of patients by anonymous email invitation (web) or they can initiate on a web site		
6	Project hours	\$ 250	€ 200	kr 1,500
	Web service integration Portal development	Per estimated and agreed hours  Invoiced: <ul style="list-style-type: none"> <li>• 30% at project start</li> <li>• 60% on a monthly invoice, per estimated duration</li> <li>• 10% after acceptance test completion</li> </ul>		

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