

PharmChain™

Manufacturer-to-Dispenser Custody Ledger

Problem

- DSCSA mandate lacks custody ledger
- Counterfeits cost \$200B+ annually
- Siloed systems, manual handoffs
- 18–24 month compliance cycles

Solution

- DUAL Network-native custody ledger
- State machine: Mfg → Transit → Pharmacy → Dispensed
- Immutable, timestamped audit trail
- Degraded mode for offline scenarios

Market

- DSCSA TAM: \$2B
- Supply chain integrity: \$8B
- Buyers: Novo Nordisk, Eli Lilly, Pfizer
- Regulatory tailwind (DSCSA expansion)

Ask

- Pre-seed: **\$500K**
- Use: 50% Eng, 25% Sales, 15% Compliance
- Revenue: \$0.01–\$0.05/unit or monthly SaaS
- Y1: \$150K–\$500K (1 drug, 4 pharmacies)

Financial Metrics: Y1: \$500K rev → Y3: \$20M → Y5: \$50M+ | Gross margin: 75%+ | Path to profitability: Year 3 | Competitive edge: 90-day compliance vs. 18+ months | LOI: Novo Nordisk GLP-1 pilot