UNS Project
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UNS PROJECT

Industry: Health Informatics

Team
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Funding to Date: $535K
Founders: $235,000
Angels: $50,000
Accordia: $250,000

Financing Sought:
$750,000 for:
Complete CoC Pilot & Prove product market fit

IP (Patent Granted):
UNS Authentication
Patents Pending:
Multiset Blinding & Completion

Trademark
Universal Name Systems/UNS for Authentication Software & Service

Business Description / Company Background:
The `was formed to provide federated infrastructure for privacy preserving identity and access management. In 2022, we narrowed our focus to healthcare and launched a pilot with the Quality Integration Committee of the Committee on Cancer (CoC) to offer Private Preserving Record Linking (PPRL) system for the 1500 CoC accredited hospitals and their associated billing, treatment, quality, and research databases.

Market Opportunity / Unmet Need:
HIPPA privacy regulations require medical data be de-identified before it can be shared electronically. Compliance cost providers $8.3 Billion annually and adds friction for payers, providers, and researchers. De-identification result in medical datasets polluted with fragmented, duplicated, and/or erroneous data. Comprehensive patient data is the key that will unlock new treatments and open the door to significant medical breakthroughs.

Products / Services – Launched & Pipeline: UNS PPRL offers anonymous patient identifiers via APIs built on our proprietary security node infrastructure. UNS identifiers link patient data across healthcare providers and disparate research databases without relying on PHI/PII.

Commercial / Technical Milestones:
UNS has entered a pilot with the Quality and Integration Committee of the Commission on Cancer for their National Cancer Research Identifier. UNS is providing Identifiers for a subset of patients undergoing cancer treatment at Yale Hospital, Waterbury Hospital, and the State of Connecticut Tumor Registry. Upon successful completion of the pilot, UNS will partner with the CoC to roll out the National Cancer Research Identifier to 1500 CoC accredited hospitals. On initial implementations will focus on cancer data but our solution will be available to all research, quality, and Payor datasets. These pain points exist for every group within the provider system that needs to share medical data externally.

Competition / Competitive Advantages / Customer Benefits:
UNS PPRL is designed to be decentralized infrastructure for healthcare and life sciences. Our main competitors, HealthVerity and Datavant. The most important difference is the underlying business model. They charge providers $36,000/year and aggregate patient records into a central database in order re-identify and link records and to sell real world data to life science companies. UNS PPRL operates as an API for identifiers, will cost half as much and we process record linking requests without receiving, processing, or storing any patient information or medical data.

> **Commented [MK1]:** looks like part of the sentence was deleted

Financial Forecast (Unaudited):
UNS revenue will be divided between a subscription fee to create and maintain Security Nodes and an API query usage fee paid by the data recipient.

	FY 1	FY 2	FY 3	FY 4	FY 5
Subscribers	30	122	423	794	1094
Revenue	$283,000	$1,985,000	$9,017,384	$18,301,000	$33,107,000
ARR	$488,000	$1,948,000	$6,615,000	$12,679,000	$16,867,000
COGS	$81,000	$428,000	$1,177,000	$2,520,000	$3,755,000
Gross Profit	$202,000	$1,557,000	$6,811,000	$15,781,000	$29,352,000
Gross Margin %	71%	78%	85%	86%	89%
EBITDA	($764,000)	($323,000)	$3,852,000	$13,147,000	$26,232,000
EBITDA Margin %	-270%	-16%	48%	72%	79%