Netherlands first with MedEye

Amsterdam

The Dutch-Icelandic start-up MedEye has its first full-hospital customer for its medication safety system. Deventer Hospital was first. The young company expects to start soon with additional academic hospitals in the Netherlands.

MedEye is designed to prevent medication errors in hospitals. The system examines the dose and indicates whether it is correct. Checks are done at the bedside. The company's solution is different from current systems which operate upstream, using machines to automatically dispense medication into pouches. "In hospitals, because prescriptions change quickly," says MedEye founder Gauti Reynisson. "You know only just before administering what dose a patient is supposed to receive. Existing solutions such as pre-packaged pouches have less flexibility because they must be printed ahead of time. "

PHASED GROWTH

Deventer Hospital, which has been testing the solution since August, will soon use the system across all 250 hospital beds. The system not only prevents incorrect doses, but also ensures that all the administered medications are recorded directly in the medical patient record.

According to Reynisson demand for the system is so great that he's even had to say "no." "Unfortunately there are some hospitals waiting on us in the UK."

Steps have already taken in Belgium where two nursing homes will test the MedEye system. "We do not want to grow too fast. Quality is more important than quantity." The entrepreneur expects to conclude an agreement before the summer with two Dutch hospitals. "In total we are talking to about thirty potential customers." Although sometimes it's a bit more effort than expected. "Implementing change in healthcare remains difficult."

PATENTS

The biggest competitor of the young company are barcode systems - a way of working in which the hospital is closely following the issue of drugs. "These are complex systems to implement and maintain. Our best customers have already tried that approach. But it doesn't work well enough," said Reynisson. MedEye has been patented in both the United States and Europe.

In 2014 MedEye raised € 4.4 million from Amsterdam based Life Sciences Partners (LSP) and the French Seventure Partners.