

DrOwl building out data offering for telemedicine platform, CEO says

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DrOwl, a patented medical records and telehealth technology platform, welcomes solicitations from potential investors and advisors as it looks to add a revenue stream by leveraging its data, said CEO and co-founder Arvind Raichur.

Albuquerque, New Mexico-headquartered DrOwl, he said, is the first platform able to aggregate all 53 million of the electronic health records available through the Centers for Medicare & Medicaid Services (CMS) and provide insights with them. The CEO said he's interested in potential investors and advisors that see the power available through data and share his passion for empowering patients.

"We can risk stratify a patient without revealing who the patient is," he said. "That also leads to a whole other category of people who would probably be very interested in the data that we're able to look at while maintaining the patient privacy."

DrOwl's customers are mainly healthcare providers, and its biggest source of revenue is from payments for each telemedicine visit on its HIPAA-compliant system.

The company [announced this week](#) a new, free-to-use tool and platform enhancement for individual Medicare and Medicaid patients. The platform allows them to access, organize, search, and share their digital medical records on demand. In contrast, Raichur said traditional systems typically "silo" the information away from patients once they leave.

"We've got something for both sides of the equation," he said, referring to providers and patients. By giving people control of their own medical records – "a very powerful idea" – it should lead to more efficient care.

DrOwl combines a patient's CMS data with artificial intelligence and machine learning to create a patient snapshot, a portal tailored to each patient's medical conditions, and a personal health search engine. The platform also syncs with wearable health technologies and incorporates updates for things like heart rate and steps.

Raichur named Florida for where it will focus its growth. "Where you have high senior populations, that's where we are going first," Raichur said.

DrOwl is Raichur's fourth company in the machine learning and artificial intelligence space that he founded along with his wife. His first, AllLaw.com and AttorneyLocate.com, was sold to **Internet**

Brands in December 2010 for undisclosed terms. He said DrOwl shares intellectual property with social cloud storage platform **MrOwl**, which he and his wife also founded.

The CEO declined to disclose financials, but said its valuation was greater than USD 5m. “We have taken in investments that have valued us significantly more than that,” Raichur said.

Because of the pandemic and to limit exposure to unnecessary risks, Raichur believes more providers and patients will utilize telehealth capabilities in the future. He said COVID-19 has created “big demand” because of the platform’s capabilities, which allow doctors and patients to view the same records, to share those records with loved ones, the ability to “chat-in-app” with a provider, and to add caregivers and family members in other locations to the telemedicine visit.

Raichur noted this feature’s significance in retelling his own experience caring for his now-deceased mother, who wanted him involved and present.

“The truth of it is the real taking care of the senior happens with either their spouse or their children or grandchild or another really close family friend,” he said. “The ability to allow the patient themselves to share their health records with whoever they choose is a big deal.”

The CEO said it will add employees to its existing team of 20 in the coming year, as well as increase sales and marketing. Raichur envisions growth also coming via word of mouth and by simply making more providers and patients aware of the platform.

Because of COVID-19’s seriousness, the tech also provides a quick assessment of a patient’s conditions to see if they are at a serious or life-threatening risk for contracting it.

“There’s more than 400 different factors out there that put you at risk for a serious case of COVID-19, and the majority of people don’t know,” he said.

Besides large hospital groups and insurance providers, competitors in telehealth are **Teladoc Health** [NYSE:TDOC] and **1Life Healthcare** [NASDAQ: ONEM], [which filed for an IPO](#) in January, Raichur said. In electronic health records, competitors are **Cerner** [NASDAQ:CERN] and **Epic Systems**.

The CEO said he could see players from either space and others being logical suitors because of how it combines capabilities in the two spaces while also serving as a powerful epidemiological tool.

Mergermarket [reported recently](#) that telehealth providers **Mediconecta**, **SteadyMD**, **MeMD**, and **MDBox** are eyeing capital raises, while **Telehealth Solution**, a provider of telehealth for seniors, announced an investment from **New Capital Partners** in March.

by James Ward in Charlottesville, Virginia