

DrOwl nearing first capital raise as its COVID-19 screening tool takes off, CEO says

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DrOwl, a medical records and telehealth platform that offers a COVID-19 screening tool, is in active discussions with investors about its first capital raise, said CEO and co-founder Arvind Raichur.

The CEO said he didn't know a specific amount or range of what the raise could be because he has learned "different partners bring different things." He called the raise a "Series A-B" because different venture firms have different definitions and implications that depends on the term used.

What would provide the most value, he said, is "a good capital partner who also was a good adviser, preferably someone who's in the health tech space and really understands what's going on there."

Raichur said he is speaking with "a couple different folks" and wanted to announce something sooner rather than later and definitely before year's end.

Its platform is used by customers such as healthcare providers to access tens of millions of electronic medical records and perform telehealth tasks on a HIPAA-compliant system. The company also offers a free tool for Medicare and Medicaid patients that allows them to access and share their digital medical records on demand. DrOwl can create a patient snapshot, a portal tailored to each patient's medical conditions, and a personal health search engine.

Since the CEO last spoke to [Mergermarket in May](#), the company added "a ton of stuff and functionality" to its platform. Most notably, he said, it rolled out a free COVID-19 screening tool.

The company initially distributed the COVID-19 tool to its nursing home and assisted living center clients as the pandemic raged and the Centers for Disease Control recommended businesses screen all entrants to facilities for COVID-19 symptoms. After that, it offered it to school systems, and from there it "took off," Raichur added.

The tool is now being used as an approved technology for schools in Texas and New Mexico, where it has its most users. The executive also mentioned school districts using it in California, Arizona, Colorado, North Carolina, Pennsylvania, Georgia and Florida. Its latest rollout can determine a user's eligibility for a vaccine.

Because parents are often using the screening tool for their children, that allowed DrOwl to tap into the small business community where those parents work, he said.

“In the last four or five months we're bumping up against two million screenings,” Raichur said. It’s a lot of usage with its technology, and that’s where Raichur said a lot of the value in DrOwl is.

“We’ve built something that I think has garnered a lot of attention, and a lot of people really like it,” he said.

The CEO declined to comment when asked if the company has been approached about a sale, but he said it would consider one if the number “makes sense for us and our investors.”

“The focus is always growth and building it out, and there's so much potential ... lots of strategic fits and possibilities,” Raichur said.

Raichur previously told *Mergermarket* he could see players from either the telehealth or electronic records space being logical strategic suitors because of how DrOwl combines capabilities in the two spaces while also serving as an epidemiological tool. For this report, he said those could still hold true, but he also thinks there could be expanded interest.

“I think there's even people on the payer (insurance) side that would find the AI and machine learning that we've done, so that we can literally do some very cool risk stratifications and analysis of patient populations, very valuable,” Raichur said.

According to *Mergermarket* data, **Centene** announced in November that it had agreed to acquire **Apixio**, which provides AI tech solutions for clinical information, from **First Analysis**, **SSM Partners** and **Bain Capital** for undisclosed terms. In another deal that completed in November, **WELL Health Technologies** acquired a majority stake in **Circle Medical Technologies**, a provider of telemedicine and in-person primary care, for USD 14m. Circle had raised USD 12.5m until then.

While the popularity and necessity of telehealth soared during the COVID-19 pandemic, the CEO said he doesn’t anticipate that changing after the pandemic has subsided.

“The way in which we do business changed (in healthcare), and I think it’s going to stay that way,” he said.

by James Ward in Charlottesville, Virginia