

# The Daily Gleaner (Fredericton)

## Groups invest \$300K in Saint John's MedRunner

Sat Oct 9 2010  
Page: D1  
Section: Business  
Byline: For The Daily Gleaner

The New Brunswick Innovation Foundation (NBIF) recently announced a \$100,000 venture capital investment in a Saint John-based startup, MedRunner.

The First Angel Network (FAN) Association also invested \$125,000, in addition to \$75,000 from private investors for a total round of \$300,000.

Created by entrepreneur Todd Murphy and software engineer Kevin Garnett, MedRunner lets physicians submit prescriptions to a patient's pharmacy electronically rather than write them by hand.

If a physician selects a drug that negatively reacts with another that a patient is taking, the system produces an alert and displays the information that they need sourced directly from the Lexi-Comp's medical knowledge database.

"As jurisdictions all across Canada and the United States race to make the legislative changes needed to permit electronic prescriptions, the timing of MedRunner's introduction to the marketplace is optimal," said foundation president and CEO Calvin Milbury. "When several investors come to the table, like FAN, NBIF and other angels, it helps to build the credibility the company needs to raise even more capital when it starts to grow."

MedRunner is conducting beta trials with a number of doctors and national pharmacy chains. In addition to successful adoption of the technology, the trials are reporting increases in productivity by both physicians and pharmacists, including reduced waiting times for patients due to telephone verifications.

"MedRunner is exactly the kind of startup our members are looking to invest in - a product that industry is already asking for, and a management team that has both the business and programming expertise to make it happen," said network director Ross Finlay.

"And it's by working together with other investment partners like NBIF that we're able to help raise the capital startups need to enter emerging markets at the right time."

Based on a software-as-a-service platform, the technology can work as a standalone or integrated solution, designed to plug in to any already existing patient information management system.

To ensure that the system has the best knowledge of a patient's entire treatment regimen, physicians and specialists with the same patient, when authorized, can work from the same electronic record.

"Ultimately, the most important thing our system does is provide better health care by helping to reduce the risks that inevitably rise from using a system that starts with pen and paper," said Murphy, the CEO of MedRunner.

"This equity investment by NBIF and FAN will allow us to get our product up and running for doctors, pharmacists, and most importantly their patients, by early 2011."

© 2010 The Daily Gleaner (Fredericton)

# The Daily Gleaner (Fredericton)

## Promising business leaders chosen to be part of program

Fri May 7 2010  
Page: D1  
Section: Business  
Byline: The Daily Gleaner

Fifteen of New Brunswick's most promising business leaders have been selected for participation in the Wallace McCain Institute's exclusive Entrepreneurial Leaders Program.

The program chooses successful business men and women who have been running their companies for several years, but are ready to take their business to another level.

Now these 15 leaders will participate in special sessions slated for two days per month over the course of the year-long program.

The monthly gatherings will give the participants a chance to attend tailored workshops, listen to guest speakers, and network with their colleagues.

Nancy Mathis, the executive director of the Wallace McCain Institute for Business Leadership at the University of New Brunswick, said the winning entrepreneurs were selected from a group of 24 finalists.

"The finalists emerged from 228 nominations that were received over the last four months," she said in a news release.

"While the competition was fierce, we are confident that the selected entrepreneurs will each bring a unique perspective to the program."

Here's a list of this year's participants:

- \* Félicien Arseneau - Zeltechfab Inc, Tracadie-Sheila
- \* Kevin Comeau - KLC Management, Bathurst
- \* Vincent Cormier - Titan Steel, St. Antoine
- \* Denis DesRosiers - Sentinel Systems Ltd., Bathurst
- \* Sean Dunbar - Northampton Brewing Co. Ltd, Fredericton/Northampton
- \* Eric Fisher, P. Eng. - Marathon Fluid Systems Limited, Moncton
- \* Marco Gagnon - Gagnon Ornamental Works Ltd, Grand Falls
- \* April Glavine - Lean Machine Healthy Vending Service Inc, Saint John
- \* Lyne Haché LeBlanc - iDConcept, Dieppe
- \* Yennah Hurley - DayTripping @ Rockwood Park, Saint John

\* Nicola MacNaughton - Occupational Concepts Ltd., Moncton

\* Todd Murphy - MedRunner Health Solutions Inc., Saint John

\* Marc Poirier - Timberparts Ltd, Sussex

\* Mark Stevens - Pulse Communications, GeekNet, Encore Interactive, Saint John

\* Gary Williston - Theriault & Hachey Peat Moss Ltd, Baie Sainte-Anne

Derek Oland, chairman of the institute's management committee, said he's impressed with the number of impressive applications the committee reviewed.

"When we started this program three years ago, we wondered if we would exhaust the supply of high growth potential entrepreneurs after five years," he said.

"After today, I don't have that worry any longer. The quality and quantity surpassed my wildest hopes."

More information about the program is available online at [www.wallacemccaininstitute.com/elp](http://www.wallacemccaininstitute.com/elp).

© 2010 The Daily Gleaner (Fredericton)