



## PROFILE

**URL:** www.clinicalsolutions.io  
**Industry:** Healthcare  
**Cofounders:** 4  
**Founded:** 2016  
**Current Funding:** \$30,000  
**Funding Source:** Health Wildcatters

## FINANCING

**Seeking:** \$750,000  
**Purpose:** Sales, Marketing, and Operating Expenses

## TARGETS

**1Q 17:** Enrolling Researchers  
**2Q 17:** Enrolling Volunteers  
**3Q 17:** Serving 1 matches a day  
**4Q 17:** Serving 12 matches a day  
**2018:** Upselling existing customers

## MANAGEMENT

**CEO:** Irving Rivera. UX Designer and Industrial Engineer  
**COO:** Stacey Guillen, MBA. Institutional Review Board Associate  
**CTO:** Seth Dorris. Fullstack Developer and Program Analyst

**ClinicalSolutions.io**  
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## SUMMARY

ClinicalSolutions.io is a marketplace that connects potential clinical trials volunteers to medical researchers—with just one-click. Our mission is to help eradicate all orphans’ disease no later than September 2050. Unlike our competitors, we are not a newsletter solution. We plan to be an HIPAA-compliant service that matches the volunteers’ medical profile to the researchers’ trial criteria with our proprietary algorithm and application program interface (API).

## PRODUCT

Our platform is a Ruby on Rails; mobile responsive web app. We have developed a proprietary algorithm where we match the volunteers’ medical data to the researchers’ trial criteria, on the backend. Producing a percentage match number that results in higher clinical trials enrollments. Volunteers get the value of only having to register once to apply to an infinite number of trials. While researchers get the value of only having to screen prequalified candidates.

## BUSINESS STRATEGY

We are a marketplace startup, which means we have two type of users; suppliers (volunteers) and consumers (researchers). Our service is 100% free for clinical trials volunteers. Our paying customers are the researchers, sponsored by the clinical trial contract research organizations (CROs)—from which we collect a success fee every time a researcher decides to establish a direct line of communication with one of our volunteers.

## TARGET MARKET

Our target market are the CROs such as Quintiles, Parexel, PPD, ICON, and Covance, among many others. Our purpose is to help them solve their problem of timely patient enrollment into clinical trials—which represents a \$2.5 billion opportunity.

## COMPETITION

Our competitors namely are CenterWatch, Antidote, and ePaitnetFinder. However, we have the competitive advantage of really caring about our users by offering volunteers a single-step application process. While giving researchers the best ROI possible because we only bill them—when they accept a prequalified match.

## FINANCIAL PROJECTIONS (\$ IN MILLIONS)

	2016	2017	2018	2019	2020
# Daily Matches	0	12	24	60	120
Revenues	0	\$1.3	\$2.6	\$6.5	\$13.1