

Zach Sawaged
Concordaretrials.com
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Industry:
Pharma

Management:

Executive Leadership: Zach Sawaged,
Founder and CEO

Seeking: CTO, COO, CFO, VP of Sales

Board: Seeking Members

Scientific Advisory Board:

In light conversations with well-
respected industry leaders, pending
provisional patent

Number of Employees:

1 (full time)

3 (contract)

Finance :

Auditor: Seeking

Current Investors / Financing to Date:
Founder, Grant funding

Amount of Financing Sought -Pre-seed
– \$500,000 USD

Legal:

Corporate: Gunderson Dettmer

IP: Wolf, Greenfield & Sacks, P.C.

Business Description / Company Background:

Concordare develops software solutions for digitizing clinical trial protocols to automate the creation of operational tools and data capture systems. Using a novel digital protocol format created by Concordare, the CPTM, any clinical trial protocol can be digitized. Using the Concordare Suite™, the digital protocol can generate a myriad of tools to enhance data collection, patient experience, and regulatory compliance, optimizing the efficiency and accuracy of clinical trial operations. :

Concordare originated when the founder realized the many digital and operational solutions to run a clinical trial had to be translated into the requirements of the clinical trial protocol. These many 'translations' were time consuming and error prone. By realizing a common pattern among all protocols, a digital protocol format and translation tool, Concordare Suite™, were developed. In May 2020, the company was officially incorporated and began intellectual property protection.

Market Opportunity / Unmet Need:

Concordare focuses on optimizing clinical operations and study protocols, recognizing their pivotal roles in determining the speed and cost of clinical trials. This aligns with a critical market need, as pharmaceutical sponsors allocate 10% to 20% of their \$1 to \$2 billion study budgets to digital solutions. Additionally, with over 14,000 clinical trial sites seeking operational efficiencies, the potential labor savings of 11 hours per protocol per employee highlight the significant market opportunity for Concordare.

Products/Services – Launched & Pipeline:

The digital protocol format, the CPTM, and Concordare Suite™ have been developed and are available for use. Concordare Suite™ converts protocols to CPTMs and translates a CPTM into tools for operationalization. Our pipeline includes expanding the Suite beyond its current capability to create treatment checklists, we will add study budgets, eligibility forms, and consent forms in the next 6 months with beta testing. A v1 suite is projected to launch in Q3 2024.

Competition / Competitive Advantages / Customer Benefits:

Competition in digital health includes major players like Medidata, Veeva, and Oracle, who have focused on study sponsor needs, but have not innovated in creating a digital data frame foundation for the clinical trial lifecycle. Smaller players such as Faro, OneStudyTeam, Transcelerate, and TrinetX have digital protocols with site solutions meant to meet the needs of the sponsor, lacking Concordare's focus on the main factor impacting study success – clinical operations.

Financial Forecast (Unaudited):

Concordare will first target sales to clinical practices and then direct to sponsors. Our pricing model is a monthly subscription fee, which can be paid by the sponsor or site (or invoiced to the sponsor by the site).

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|--------------|--------|--------|--------|--------|--------|
| Revenue | 30.4 | 1049.5 | 1886.7 | 2845.2 | 3773.4 |
| Expenses | 44.3 | 590.5 | 732.9 | 1144.5 | 1488.9 |
| Gross Profit | -14.0 | 459.0 | 1153.8 | 1700.7 | 2284.5 |
| Gross Margin | -46% | 44% | 61% | 59.7% | 60.5% |

* in thousands

Primary purpose of Presentation: Investment