



RESEARCH WORKS

DRIVING INNOVATION

Kaye Doiron - Founder & CEO

SITE CHALLENGES:

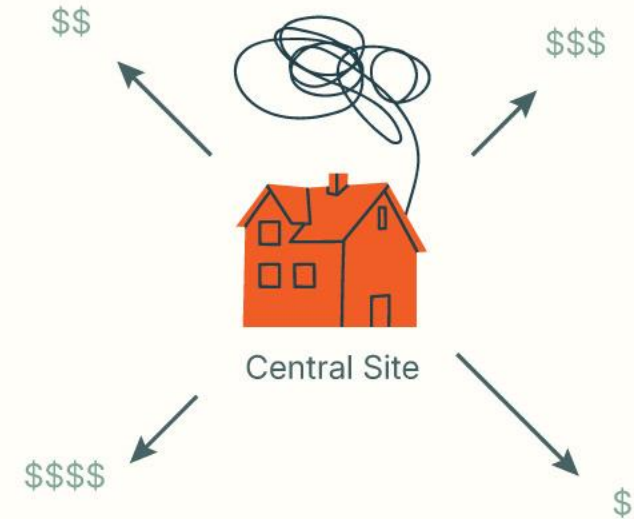
EXPANSION, REACH & RETENTION

- Reaching and retaining diverse and under-served populations
- Increased administrative burden from sponsors with underfunded protocols
- Shortage of skilled physician investigators
- Independent site closures and consolidations

If this trend continues, the industry faces a challenge in maintaining enough independent sites to meet the demand for clinical trials.

IS SITE EXPANSION ***SUSTAINABLE?***

- Rising cost and insufficient budgets for growth
- Shortage of qualified research professionals
- Burden of cost of management
- Exponentially increasing demands



***How do we expand our sites without breaking the bank?
Or giving away the farm?***

THE SOLUTION? **DECENTRALIZED TRIALS?**

**COLD CHAIN IP
& SPECIMEN
MANAGEMENT**



Impractical. Inefficient.

**HOME
HEALTH
VISITS**



Safe? Compliant??

**TRULY
DCT'ED**



We are not there yet.



ARE WE THROWING SPAGHETTI AT THE WALL?



RESEARCH WORKS

ONE DAY!

IS THIS THE BEST WE CAN DO?
THIS CLEARLY ISN'T WORKING...

Driving Innovation:
This is Research Works on Wheels.



Introducing our Clinical Trial Mobile Vans—where innovation hits the road.

RESEARCH WORKS ON WHEELS IS **DRIVING IN YOUR NEIGHBORHOOD.**

RESEARCH WORKS

Reduced Costs
& Increased Efficiencies

Increased Reach
& Retention

Disaster Mitigation

Cold Chain Management
& Specimen Assurances

DCT'S REALIZED



CUT COSTS, ACCELERATE EXPANSION: **RESEARCH WORKS ON WHEELS** VS TRADITIONAL SATELLITE SITE BUILD OUT

Fixed Assets - 1 Additional Site	\$49,424	Van + Fixed Assets	\$140,745
Fixed Assets - 3 Additional Sites	\$148,274	Buildout	

Mgmt. & Ops. Cost - 1 Additional Site	\$64,000	Burden of Mgmt. & Ops. Cost	\$53,800
Mgmt. & Ops. Cost - 3 Additional Sites	\$192,000		

Total Cost of 3 Sites	\$377,174	Van Total Cost	\$194,545
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48% COST REDUCTION

Consent Acquisition (2 Weeks) - High-Volume Vaccine Study	72 Total Consents	166 Total Consents
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131% REVENUE INCREASE

Patient Database Expansion	72 FUTURE ENGAGEMENT OPPORTUNITIES	865 FUTURE ENGAGEMENT OPPORTUNITIES
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900% MORE PATIENTS



REPLICABLE.

PROFITABLE.

RESPONSIBLE.

IT JUST WORKS.

Thank You!

speaker:

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