

CLINTECH RESEARCH – BUSINESS PLAN EXECUTIVE SUMMARY

www.ClinTechResearch.com is a tech-driven Contract Research Organization with operations in India. ClinTech Research is a post-revenue company poised for rapid growth. We're seeking Partners, Angels, Executives, and eventually Venture Capitalists

We offer an integrated approach and full-spectrum of **Clinical Data Management Services** for world class clinical trials data management **and also IT tools and infrastructure for Clinical Data Management** to small to medium-sized pharmaceutical, biotechnology, and medical device companies.

Our Data Management + Processing Services:

- **Manual Data Entry (offshore) for Phase I-through Phase IV Clinical Trials**
- **Data Handling & Scanning,**
- **Data Indexing & Tracking,**
- **Data Cleaning & Query Management, and**
- **Data Quality Assurance**

Our IT Services to streamline business processes:

- **Web-based Applications for each unique project developed for our Customers**
- **Validation Documentation,**
- **Validated Testing (IQ / OQ / PQ),**
- **Implementation**

All our applications are developed in accordance with the Software Development Life Cycle (SDLC) processes. ClinTech Research conforms to **Computerized Systems Used in Clinical Trials (CSUCT)** and to **21 CFR Part -11 guidelines**, everywhere as needed

Our Software Products to streamline drug development process:

- **CTR's Image Tracking System** (*stores, indexes + tracks paper forms, into electronic image archive*)
- **CTR's Document Distribution System** (*tracks the distributed documents, controlled virtual environment*)
- **CTR's e-Learning Platform** (*assists with publishing online courses, SOPs etc*)

Pharma R&D and IT market segment size is more than \$ 10 bn. ClinTech Research forecasts annual revenue of \$2.0 mm 4Q09, w/ growth to \$ 7.5 mm 4Q10. By 2012, we are projecting revenue of \$ 50 million.

	2006	2007	2008	2009	2010	2011	2012
TOTAL REVENUE (\$)	0	30,000	450,000	2,200,000	7,500,000	20,000,000	50,000,000
TOTAL EXPENSES (\$)	63,000	93,000	750,000	1,500,000	3,000,000	4,500,000	6,500,000
NET REVENUE (\$)	(63,000)	(63,000)	(300,000)	700,000	4,500,000	15,500,000	43,500,000

CAPITALIZATION: ClinTech Research is raising \$5.0 mm first outside capital in two distinct rounds.

\$2,500,000 Use of Proceeds during 2008 will establish ClinTech Research as a Reliable Partner to Select Pharma and Biotech Customers.

- \$ 1,000,000 deployed into a detailed list of Resources for CTR's Business Development, Marketing & Sales,
- \$ 500,000 into Data Management Systems implemented/validated in leased USA data center with leased lines etc.
- \$ 1,000,000 for CTR Marketing and CTR Operations

Another \$ 2,500,000 follow on round will launch that has potential to capture \$50 million or more by 2012.

We are keen on longer-range Exit Strategies & anticipate a merger with CRO competitors to mutually exploit our unique niche.

ClinTech Research's Management Team is led by Sri Srivastava whose significant experience in the pharmaceuticals and information technology industries within the USA involves over 20 years in drug development; clinical operations, IT system implementation in regulated environment, notably Oracle Clinical. He has worked for companies like Parke-Davis, Pfizer, Purdue Pharma. Sri Srivastava has a Ph.D. in Biochemistry from Banaras Hindu University, India.

- **Sri Srivastava**, President & CEO
- **Ritu Sinha**, VP IT & Data Processing has broad expertise with 13+ years experience in IT sector including web-based application development for big companies as well as small startups with in the US industry.
- **Sanjay Gaikwad**, Global Director Infrastructure & Data Center has more than 19 years of experience in IT including Systems & Database Administration and Infrastructure Management.
- **Avinash Srivastava**, Director has more than 10 years of experience as an entrepreneur and has established companies in India. He is successfully managing our India operation for last 2 years.

Our advisory team members are:

Prof. Jordan Holtzman, MD, Ph.D, University of Minnesota, Minneapolis,

Prof. Sunil Dutta, University of California, Berkeley, CA; and

Dr. P.K. Seth, CEO-Biotechnology Park, Lucknow, India.

Since 2005 NJ-inception of ClinTech Research LLC, we have accomplished following milestones deliverables;

- Established a subsidiary, Clintech Research India Pvt. Ltd at Biotechnology Park / back office at Lucknow, India.
- Leased space for production servers/web site within an enterprise grade Data Center facility in NJ, USA
- Moved ClinTech Research HQ at "Technology Centre of New Jersey" North Brunswick, NJ, USA
- Developed and Implemented web-based "Image Tracking System" (*for image storage, indexing and tracking*) in a Par11 compliant validated environment for hosting services (ASP Model)
- Copyrighted "Image Tracking System" in the USA
- Developed and deployed web site www.clintechresearch.com
- Developed & prototyped an "e-Learning System" to offer online courses
- Developed & implemented a web-based Document Distribution & Tracking application in validated environment
- Developed a web-based CRM application for our internal marketing with in Clintech Research

For Marketing & Sales Strategy, ClinTech Research is leveraging its brand awareness using a variety of marketing vehicles. Trade Events targeted to our Customer base; marketing materials to be used in direct mailings to specified pharmaceutical and biotechnology clients; target online advertising; continued development of our website to be more interactive, **demonstrating our e-Technology product line**, and offering free proof-of-concept projects demonstrating usability of our products, and links to company publications, partners, and industry-related sites will be provided.

For day-to-day **Operations**, ClinTech Research has established global SOP/ processes, have implemented web-based systems in a validated environment; and hired and trained core functional team both in India and the USA. Our web site is up and running and draws about 3000 page load per month.

Our Competitors are offshore mid-size CROs as well as IT/BPO companies primarily from India. As your Partner, **Clintech Research offers the following advantages** over those of our competitors,

- US management and expertise with offshore cost advantage
- Ease of communication & coordination with single-point-of-contact liaison in the US to coordinate operations in India.
- Hands-on experience with 21CFR Part11 compliance, System Implementation & Validation within the US industry.

Contact Info:

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