



# SLOPE

We make clinical trials **boring.**

I'm Rust Felix, co-founder  
and CEO of Slope.  
Let's talk → [rust@slope.io](mailto:rust@slope.io)



# Executive Summary

## MARKET

- Increasing operational complexity leaves **80%** of clinical trials **more than a month behind schedule**.
- Research sites and clinical operations teams need tools to coordinate the thousands of activities that occur in a clinical study but **lack supply chain visibility, real-time data, software-assisted workflows, and traceable chain of custody**.

## COMPANY

- Slope is building a **software platform that helps scale and automate complex pharma supply chains** for both site-based and direct to patient studies.
- Connects **all study stakeholders** in one software ecosystem in real-time with **context-sensitive workflows**.

## FINANCING

- Raising **\$20M Series A financing** to accelerate growth.
- Key **use of proceeds** include **product development, sales and marketing team build, research site network expansion, and executive team additions**.

COMPANY SNAPSHOT

Slope's founders are *pharma outsiders* with experience building **software platforms that scale complex supply chains.**

Emerged from stealth  
in 2019

Headquartered in  
**Richmond, VA**

**20 full-time**  
employees

**~\$23.9M of capital**  
raised to date



**Rust Felix**

Chief Executive Officer  
Co-founder

**Experienced entrepreneur and sales leader.**  
Built predictive algorithms and designed supply chain models for Amazon. Sold mission-critical data center tech to Google & NSA.

BS / MS Mechanical Engineering



**Michael Felix**

Chief Technology Officer  
Co-founder

**Accomplished designer & software architect.**  
Former UI/UX design professor. Developed supply chain management software and hardware systems for multiple markets.

BS Environmental Design / MA Industrial Design



**Kate Cantera**

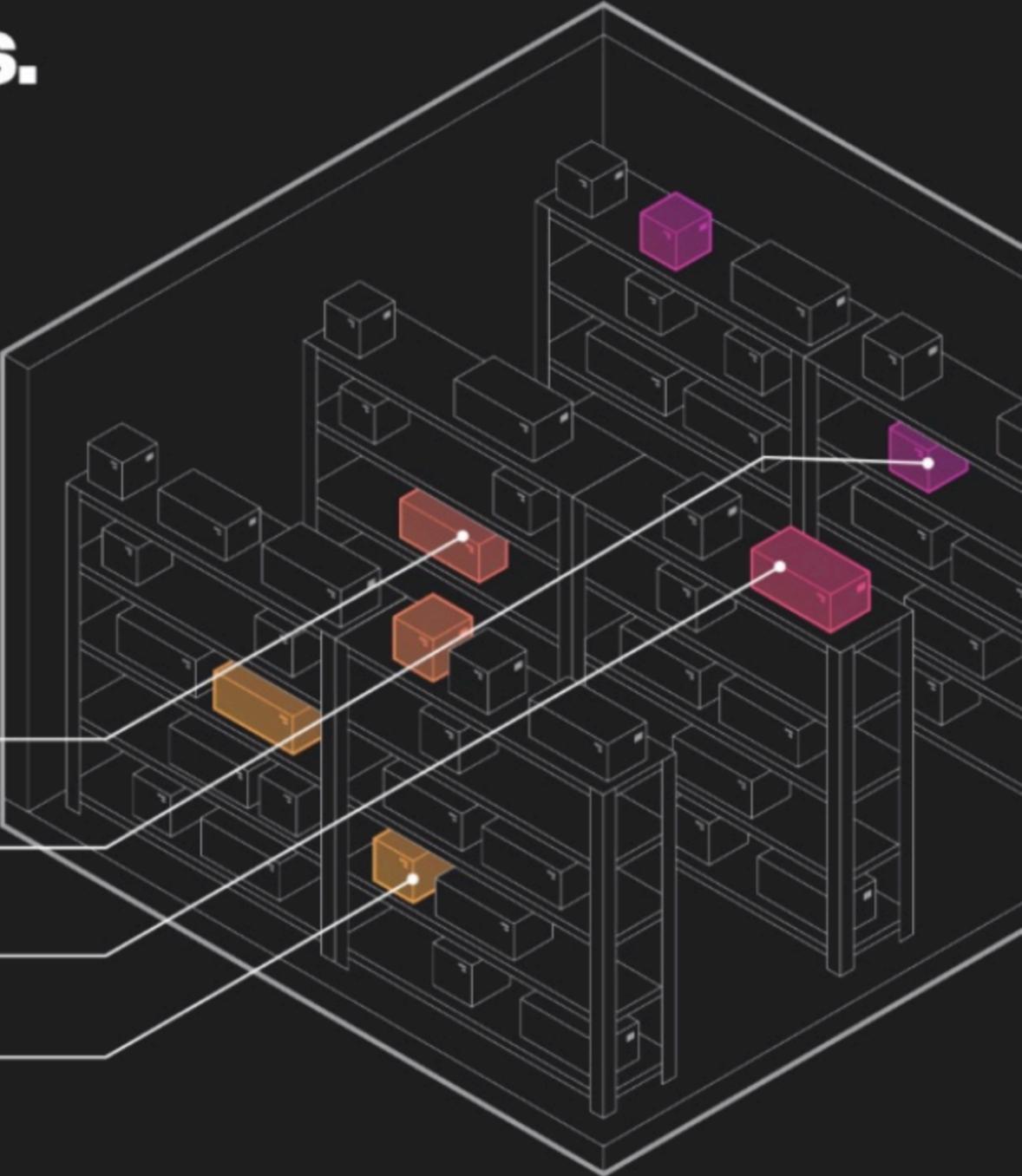
Chief Operating Officer

**Administrative polymath with a decade of executive health system leadership.**  
Experience growing teams focused on solving complex healthtech challenges.

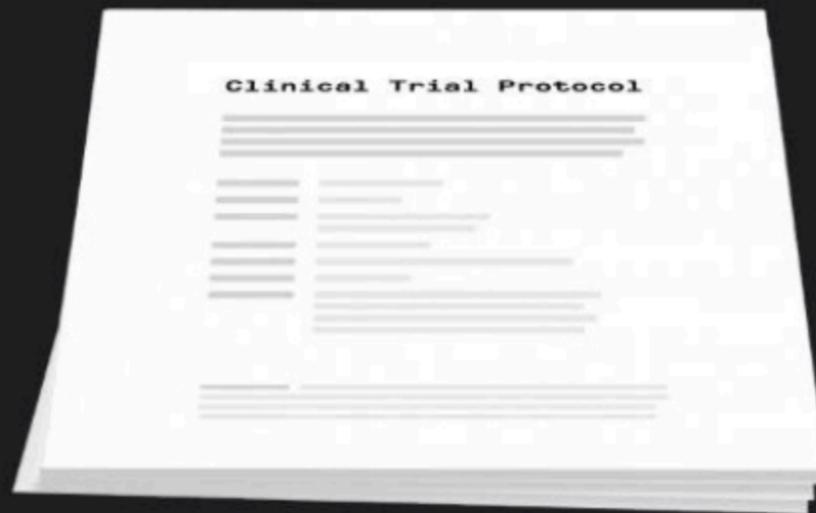
BA Psychology / Doctor of Physical Therapy

*77% of sites are routinely unprepared* for enrollments and followup visits, **which directly impacts patients.**

Even though patient visits are scheduled well in advance, it is not uncommon for a patient to travel a long distance to an appointment **only to be turned away because the site does not have the correct sample kit, drug, or device on hand.**

- 
- 4 SAMPLES
  - 8 LAB KITS
  - 9 DRUGS
  - 6 DEVICES

Modern study designs are increasingly complex, requiring *up to 70% more samples* to generate results.



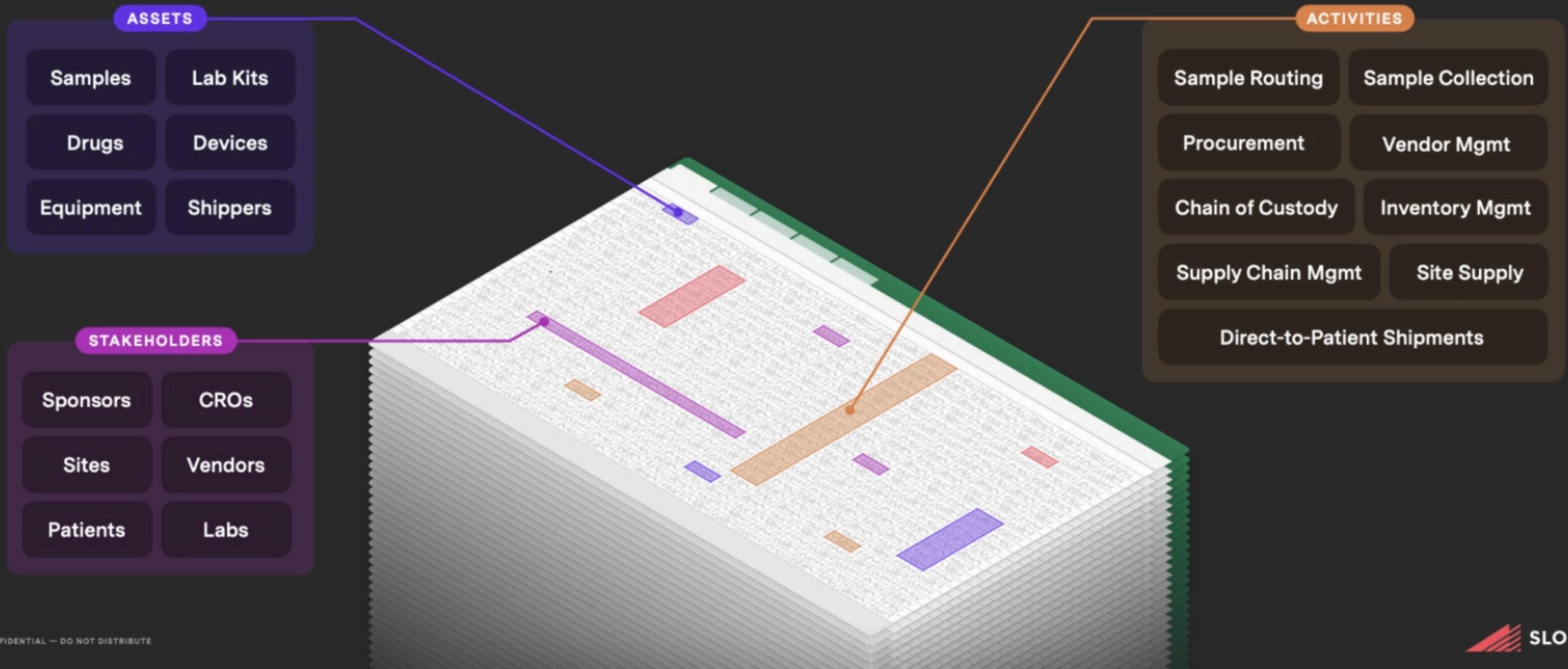
THE WAY IT USED TO BE



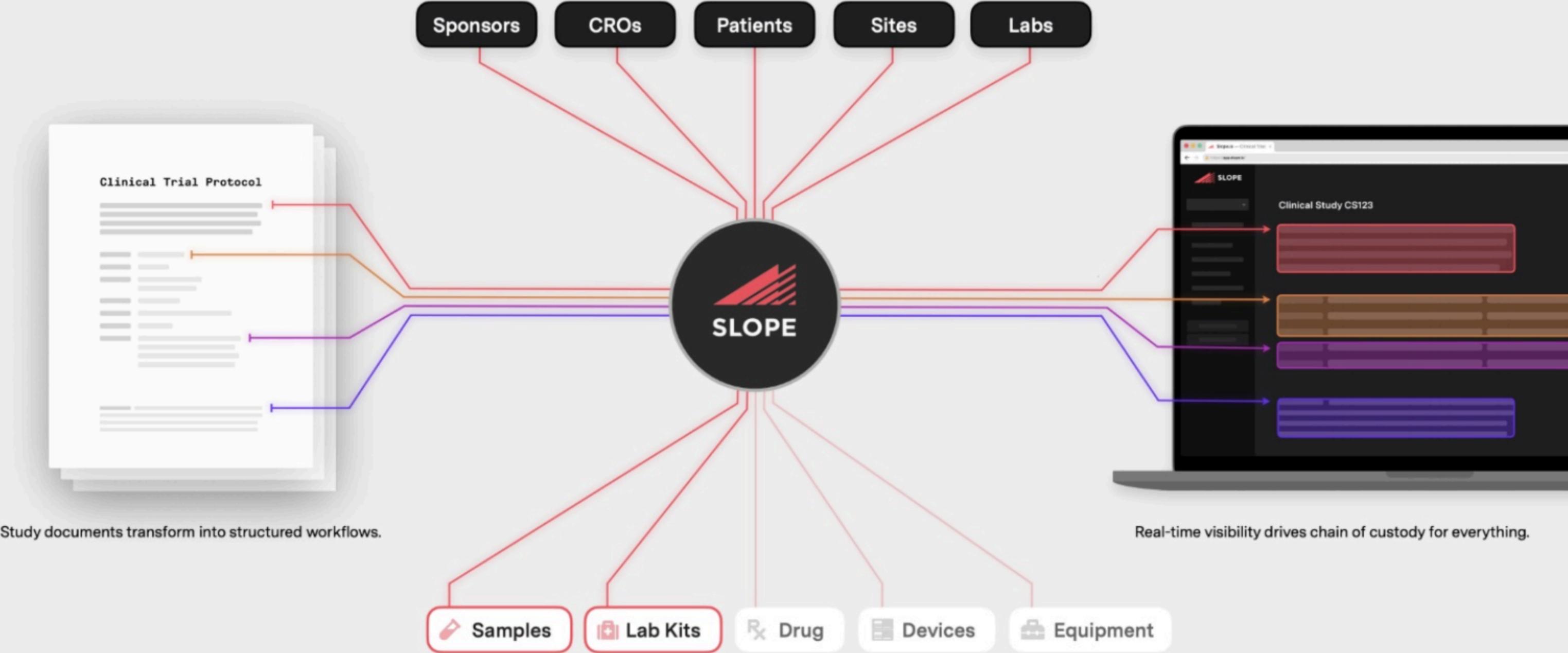
THE WAY IT IS NOW



Sponsors depend on **project managers armed with spreadsheets** to *manually coordinate* stakeholders, assets, and activities — all critical to study success.



# Slope automates and orchestrates operationally intensive studies by *connecting everyone and everything*.

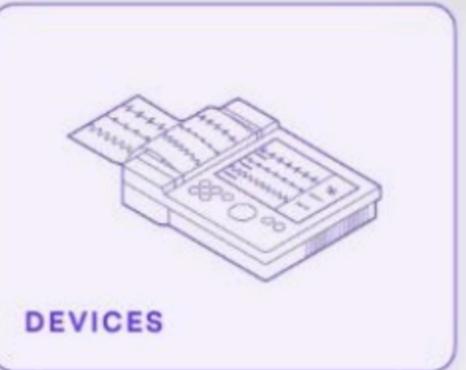
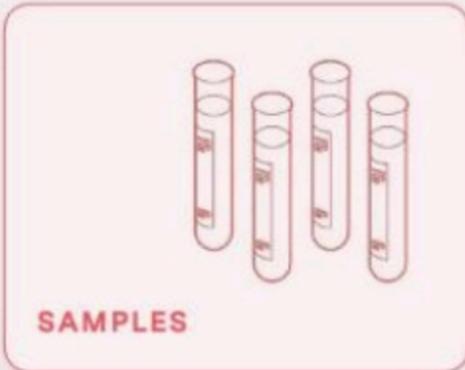
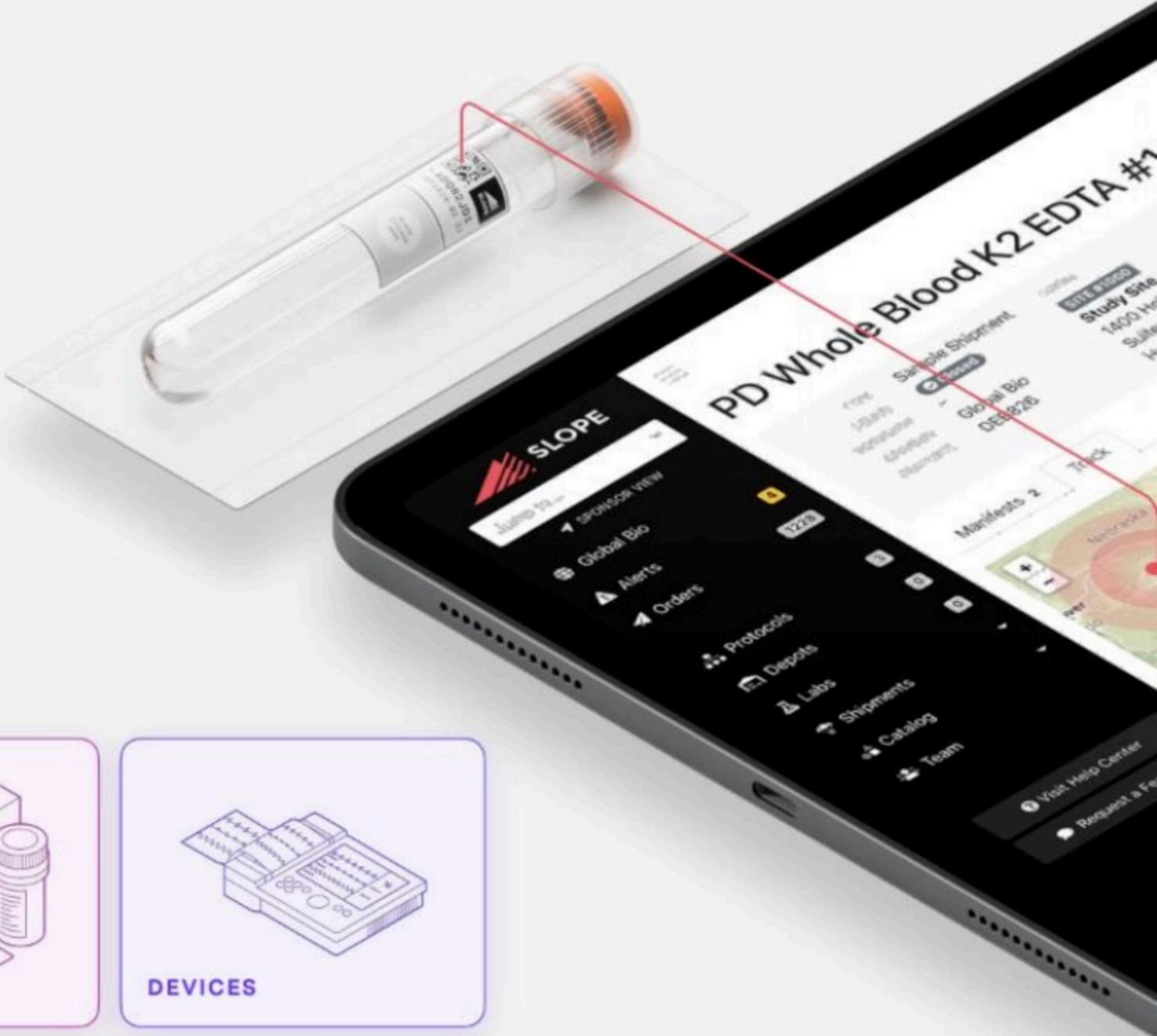


# Significant *market momentum*, poised for exponential growth.

**4,500+**  
global users

**660**  
research sites

**50,000+**  
managed samples, lab kits, et al



# Slope is *easy to budget*, with a fee structure that **scales with studies.**

	SOFTWARE	FULFILLMENT	SUPPORT
MODEL	<ul style="list-style-type: none"><li>One time study startup.</li><li>Monthly fee per connected site.</li><li>Monthly fee per connected vendor.</li></ul>	<ul style="list-style-type: none"><li>Lab Kit Fee based on monthly activity.</li><li>Shipping Fee based on monthly activity.</li></ul>	<ul style="list-style-type: none"><li>Monthly project management fee.</li><li>Procurement fees vary over duration.</li></ul>
VALUE	<ul style="list-style-type: none"><li>Tracks, coordinates, and automates study activity with real-time data.</li><li>Workflows and digital twins gather data while ensuring compliance.</li><li>Users have context-specific views through Slope's web &amp; iOS apps.</li></ul>	<ul style="list-style-type: none"><li>Full stack chain of custody for all drugs, devices, lab kits, and samples.</li><li>On-demand lab kitting simplifies design while consolidating vendors.</li><li>Procurement and fulfillment services solve problems.</li></ul>	<ul style="list-style-type: none"><li>Tech-enabled Slope PMs, provide a familiar CRO touchpoint.</li><li>Startup, training, changes are designed for scalability.</li><li>Integrations support drug and device vendor management.</li></ul>

# Slope's *proven approach* effectively automates complex supply chains.

## RESEARCH SITE WORKFLOWS

	HOURS	AUTOMATION FACTOR	SAVINGS (HOURS)
Collection, Registration and Processing of Samples	1.5	50%	0.75
Ship Sample from Research Site to Lab	0.5	50%	0.25
Documentation of Sample Collection and Completion of Required Shipment Manifests	0.75	85%	0.64
Monitoring of Outbound Shipments	0.25	50%	0.13
Schedule Patient Visit and Maintain Inventory	1	75%	0.75
<b>Total Research Site Hours Saved Per Patient Visit</b>			<b>2.5</b>

## SPONSOR / CRO CLINOPS WORKFLOWS

	HOURS	AUTOMATION FACTOR	SAVINGS(HOURS)
Triage Sample Collection Workflows	1	50%	0.50
Ensure Sites ship samples to the correct destination within required timeframe	1.5	80%	1.20
Schedule + Track + Report Sample Shipments	4.5	75%	3.38
Approve Research Sites Inventory Requests and monitor inventory	1	75%	0.75
Monitor IP supply levels and triage resupply requests	1.5	75%	1.13
<b>Total Sponsor ClinOps Hours Saved Per Patient Visit</b>			<b>7.0</b>

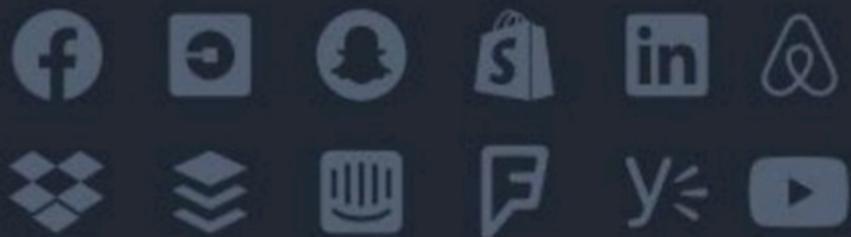
## LAB WORKFLOWS

	HOURS	AUTOMATION FACTOR	SAVINGS
Accession Samples	0.15	33%	0.05
Track Inbound Shipments and Prepare for Sample Processing	0.15	67%	0.10
Review Shipment Manifests and Reconcile Shipment Records	0.15	85%	0.13
Report Sample Status and Document Receipt	0.25	85%	0.21
<b>Total Lab Services Hours Saved Per Patient Visit</b>			<b>0.5</b>

## KITTING SERVICES WORKFLOWS

	HOURS	AUTOMATION FACTOR	SAVINGS
Process Site Orders and Ship Kits, Maintain Stock Levels and Confirm order Completion	2	100%	2.00
Monitoring of Outbound Shipments	0.25	100%	0.25
Create First Articles for New Kit, Make Changes to Existing Kits, and Maintain Inventory Catalogue	0.5	100%	0.50
Maintain Depot Stock, Updating Inventory Levels Dynamically During Production Runs	0.5	100%	0.50
<b>Total Kitting Services Hours Saved Per Patient Visit</b>			<b>3.3</b>

- Slope's platform can automate research site, sponsor, lab, and kitting workflows by 50 to 100%.
- On average, we can save over 13 hours per patient visit across all study stakeholders.



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