



SLOPE

We make clinical trials **boring.**



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

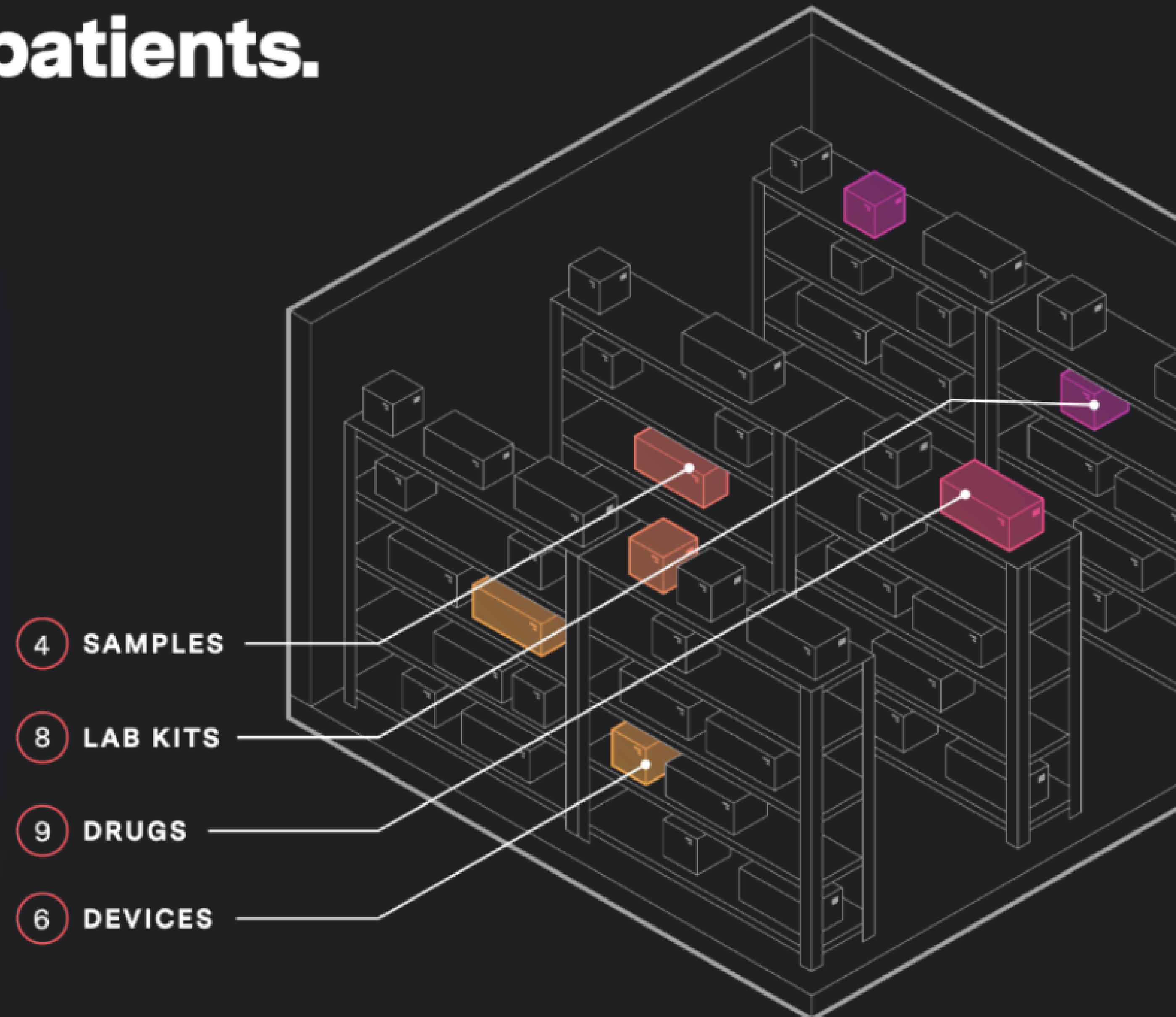
Chief Operating Officer

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.**

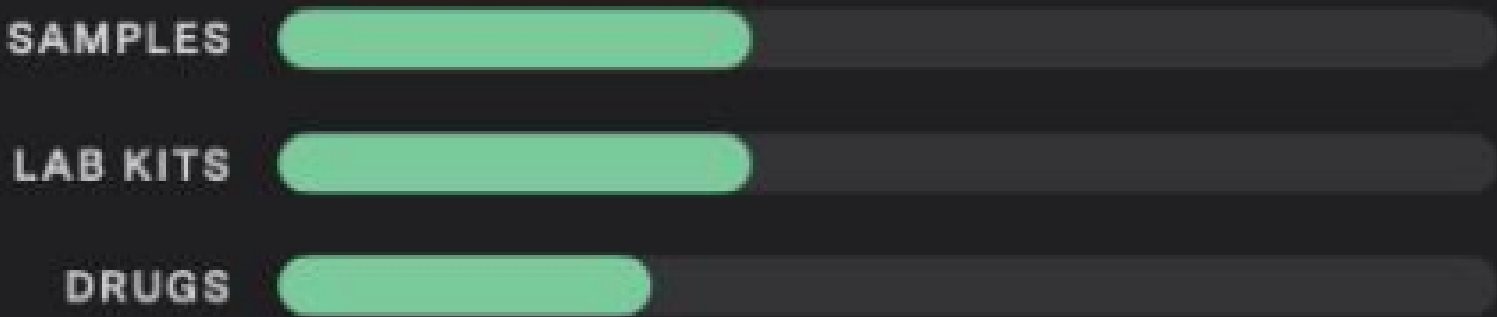
Even though patient visits are scheduled well in advance, it is not uncommon for a patient to travel a long distance to an appointment **only to be turned away because the site does not have the correct sample kit, drug, or device on hand.**



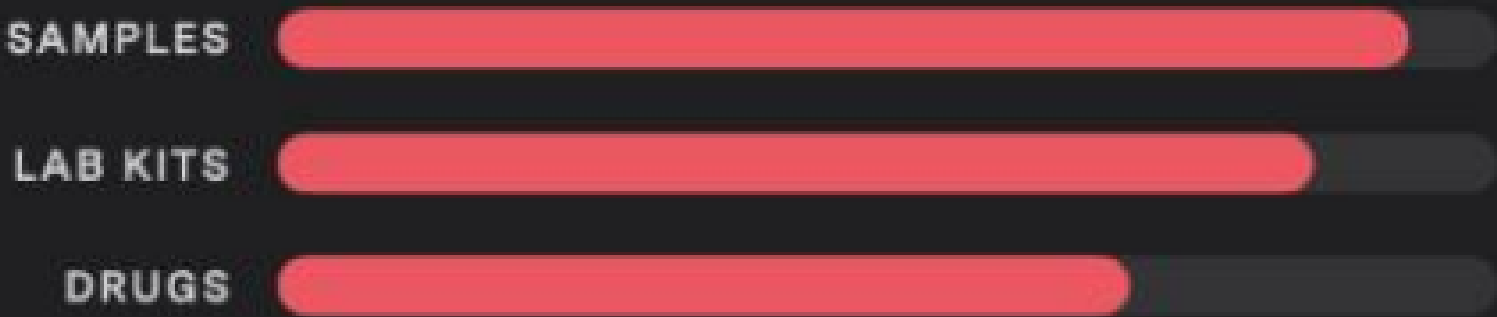
Modern study designs are increasingly complex, requiring *up to 70% more samples* to generate results.



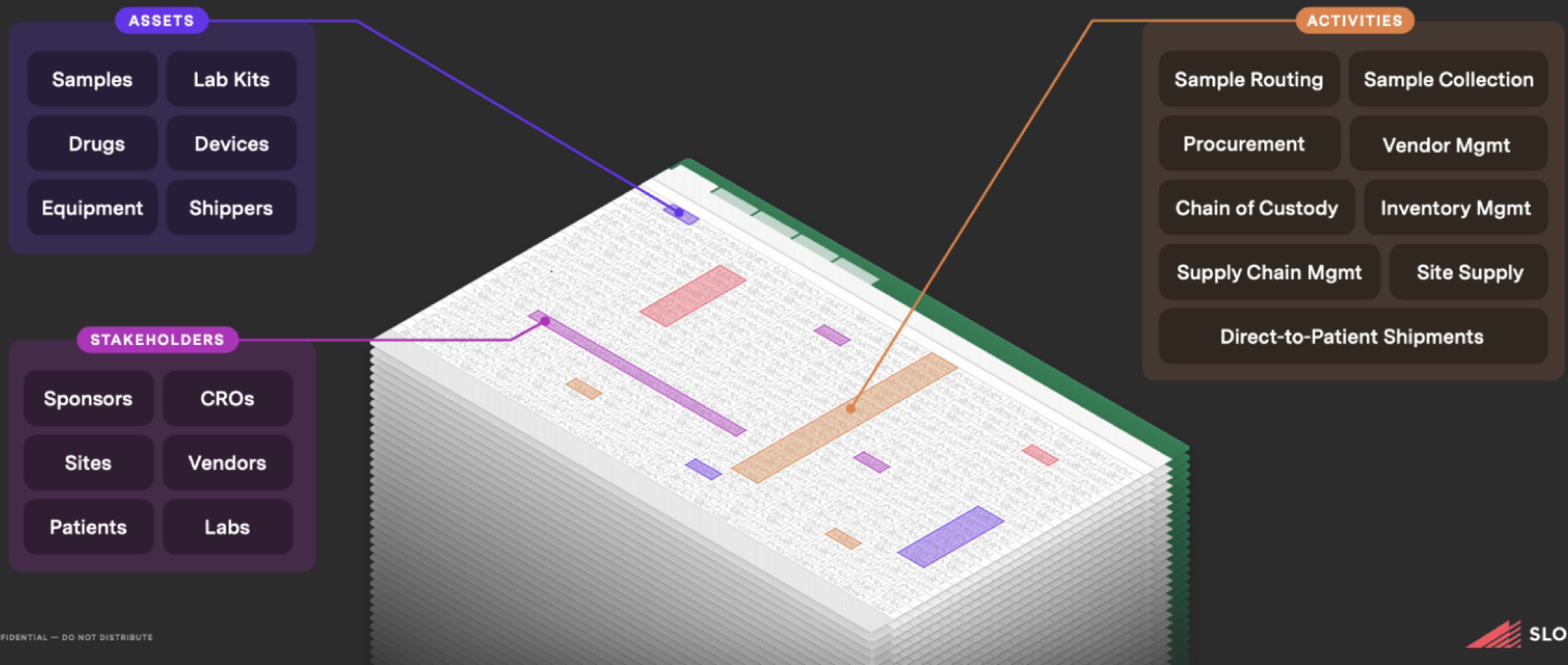
THE WAY IT USED TO BE



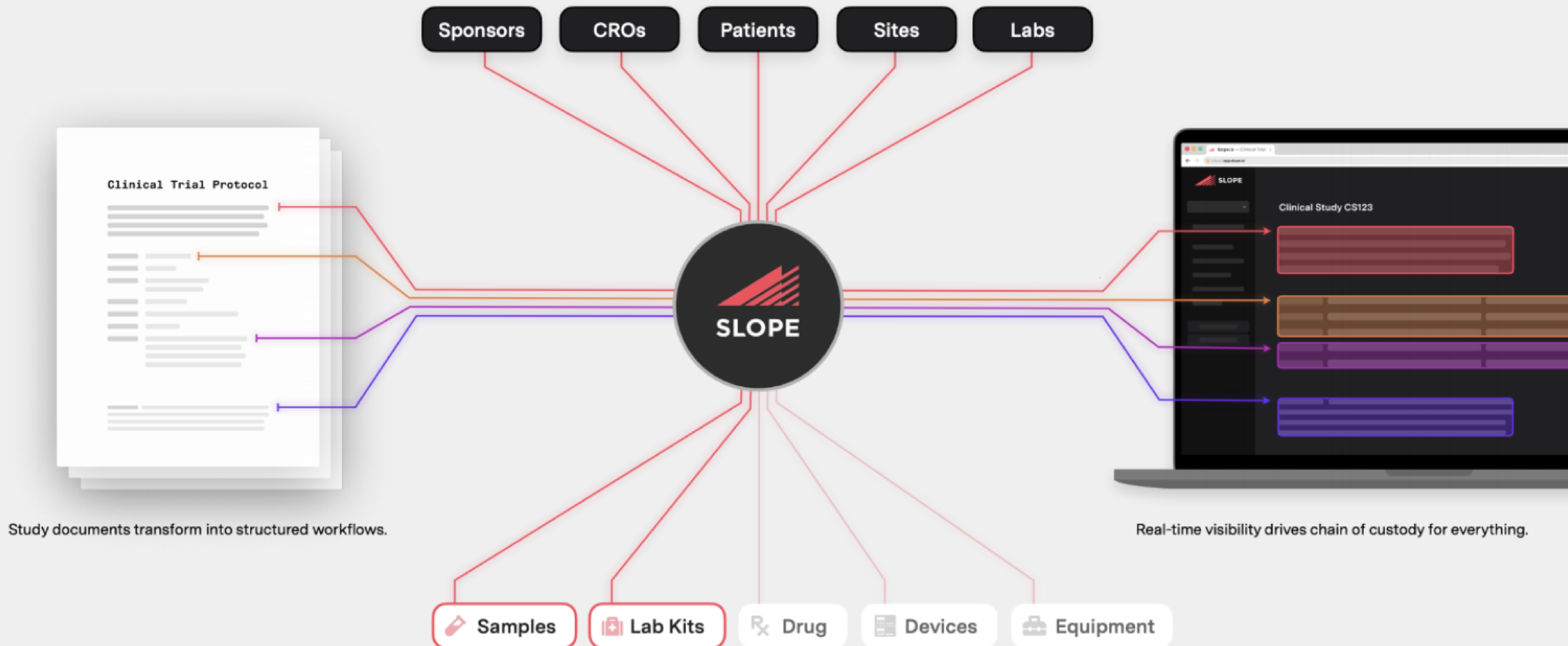
THE WAY IT IS NOW



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+

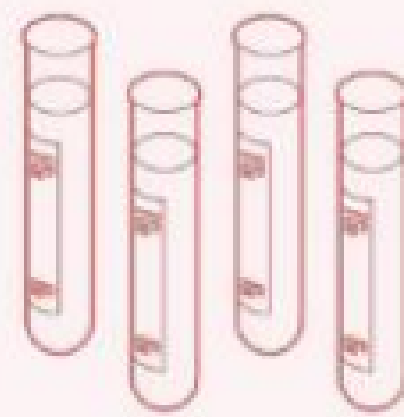
global users

660

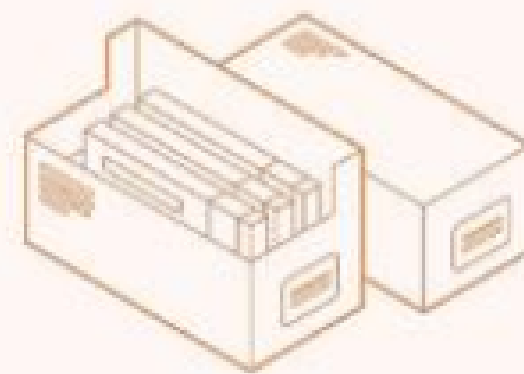
research sites

50,000+

managed samples, lab kits, et al



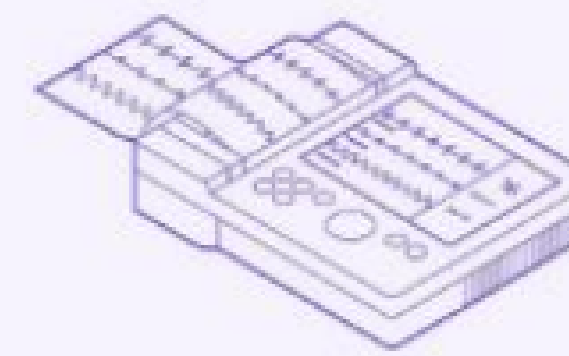
SAMPLES



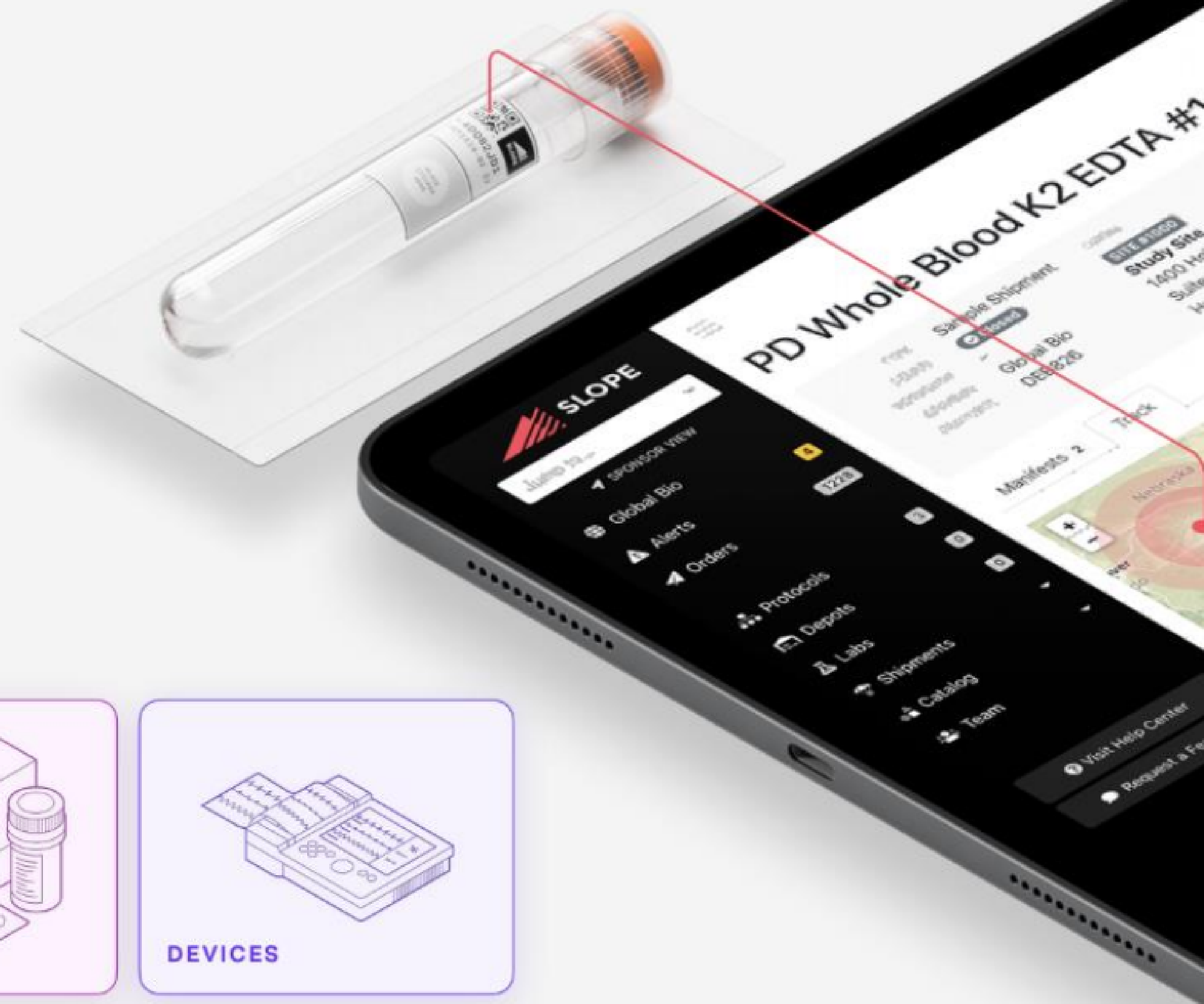
LAB KITS



DRUGS



DEVICES



Slope is *easy to budget*, with a structure that **scales with stu**

SOFTWARE

One time study startup.
Monthly fee per connected site.
Monthly fee per connected vendor.

● Tracks, coordinates, and **automates study activity** with real-time data.

FULFILLMENT

Lab Kit Fee based on monthly activity.
Shipping Fee based on monthly activity.

● **Full stack chain of custody** for all drugs, devices, lab kits, and samples.

MODEL

Slope's *proven approach* effectively automates complex supply chain

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
Total Research Site Hours Saved Per Patient Visit			2.5

SPONSOR / CRO CLINOPS WORKFLOWS

Triage Sample Collection Workflows
Ensure Sites ship samples to the correct destination within required timeframe
Schedule + Track + Report Sample Shipments
Approve Research Sites Inventory Requests, monitor Inventory
Monitor IP supply levels and triage resupply requests
Total Sponsor ClinOps Hours Saved Per Patient Visit

LAB WORKFLOWS

	HOURS	AUTOMATION FACTOR	SAVINGS
Accession Samples	0.15	33%	0.05

KITTING SERVICES WORKFLOWS

Process Site Orders and Ship Kits, Maintain Inventory Levels and Confirm order Completion



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