Candle
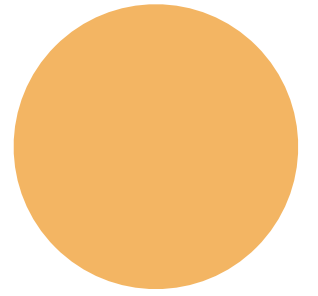
Accelerating cancer research
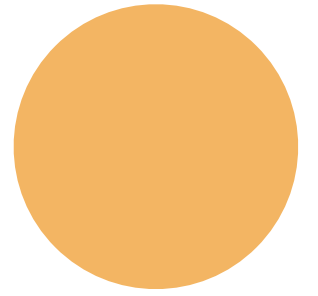
Vision

- Improve patient access to clinical research.

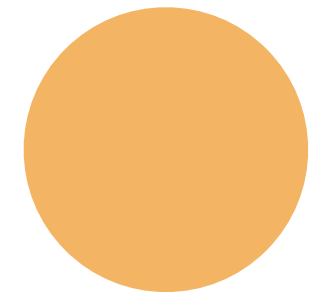- Accelerate cancer research by bringing oncology trials to the community.

Problem

- Community clinics are not always aware of open trials, and do not have adequate incentive to refer patients to clinical studies.

- Pharma competes for space at large comprehensive centers, while 80% of cancer care is delivered in the community setting.

- Resulting in only 4% of adult cancer patient participation in clinical trials.

  - Preventing patients from accessing their best possible cancer treatment option, and holding back cancer research.
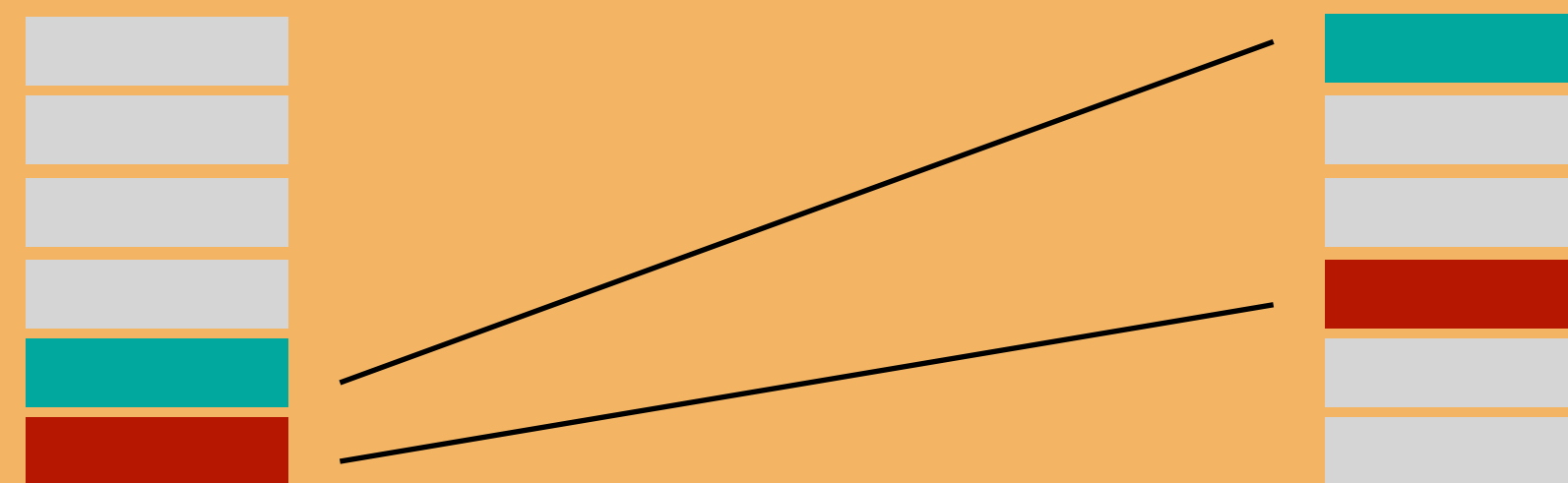
Solution - technology

Community clinics

Candle eligibility software

CROs, Pharma
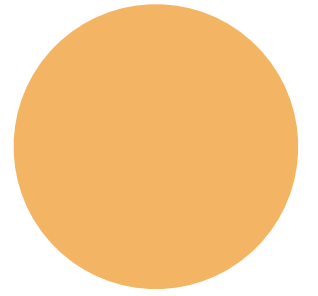
Electronic Health Records

Trials

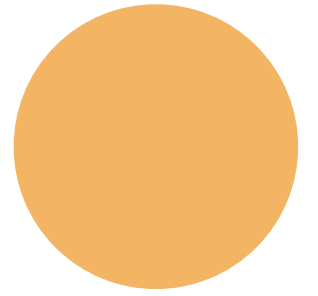Eligible patients

Resources to conduct research

Why now

- Community clinics just adopted EHR. They understand technology could help.
  - Clinics are increasingly closing down. 423 closed in 2018, an 11.3% increase from 2016. It is a financial struggle to stay alive.
- Pharma, CROs are actively seeking for an alternative to pamphlets, social media, conferences recruiting methods.
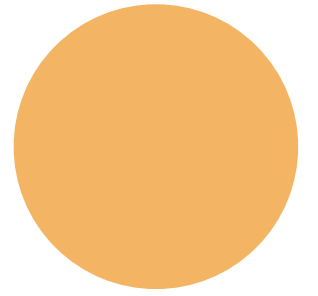
Why will we win

- We understand the problem space

- We will build the network to attract industry talents, partnerships
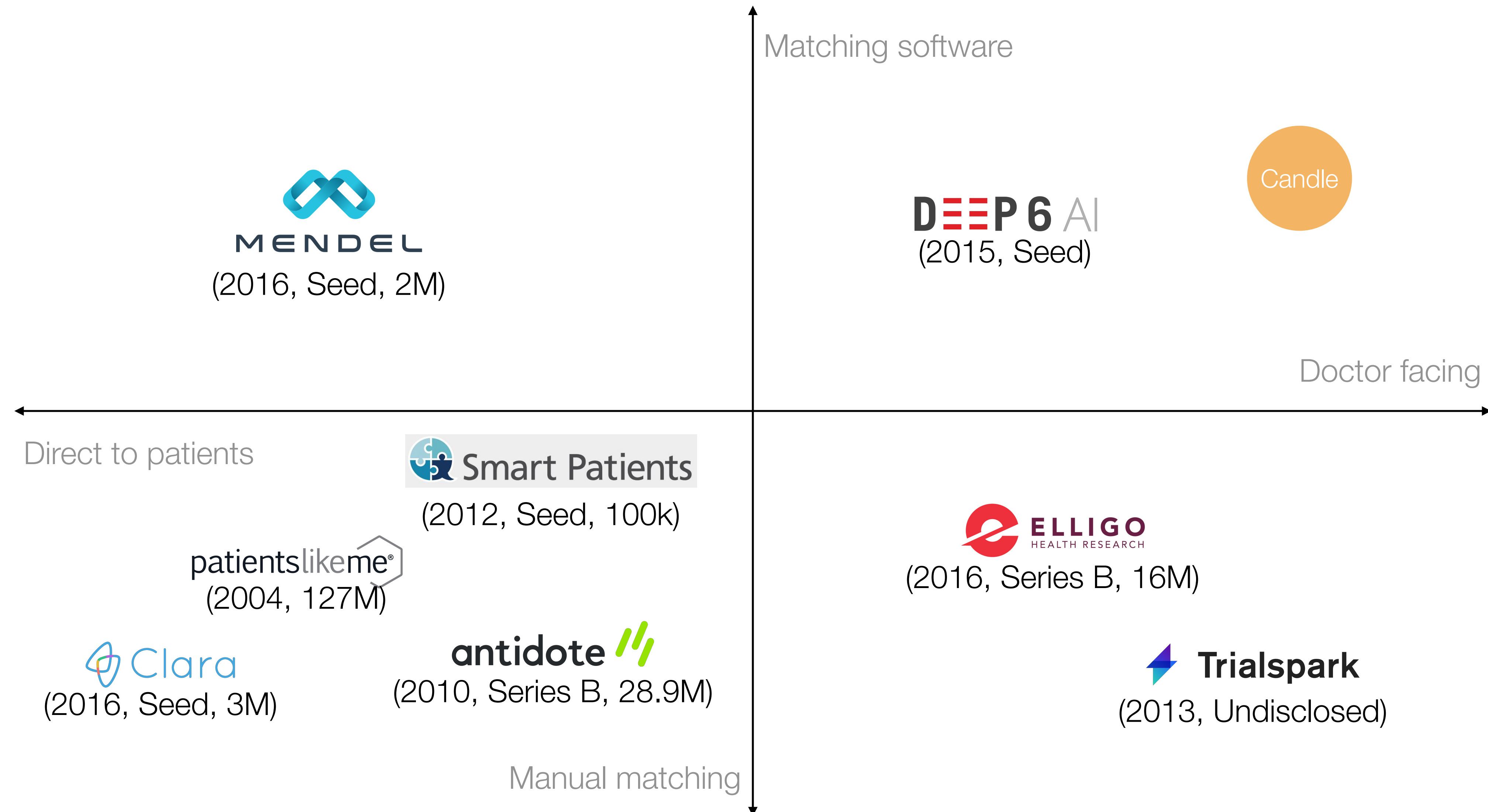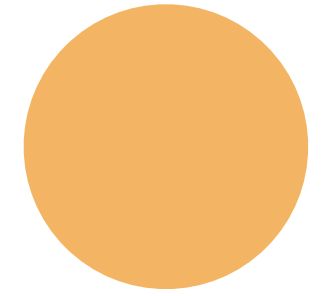
- We plan to scale product with technology

Use of funds

- Hiring
  - Two clinical researchers ($70k each)
  - Two engineers ($120k each)
  - One business development / partnerships manager ($100k)
- Legal
  - Immigration, incorporation, HIPAA ($50k total)
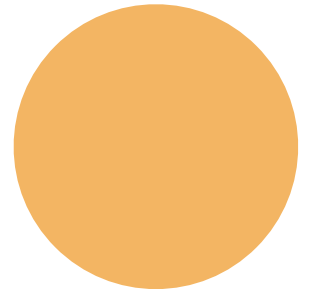- Travel to form partnerships ($50k annually)

Competitive Analysis

Matching software

Direct to patients ← → Doctor facing

Manual matching

MENDEL
(2016, Seed, 2M)

DΞΞP 6 AI
(2015, Seed)

Candle

Smart Patients
(2012, Seed, 100k)

patientslikeme®
(2004, 127M)

ELLIGO HEALTH RESEARCH
(2016, Series B, 16M)

Clara
(2016, Seed, 3M)

antidote
(2010, Series B, 28.9M)

Trialspark
(2013, Undisclosed)

Team

Roxanne Guo
Co-founder, CEO

B.ASc Computer Engineering, University of Waterloo
Siri Program Manager at Apple, Product at Driver

Aaron Morais
Co-founder, CTO

B.SE Software Engineering, University of Waterloo
Senior Software Engineer at Facebook

Mike Bonham, Medical Advisor
Chief Medical Officer, Proscia

Candle