



# BioShift

## BioShift: From Shared Experience to Empowering Scientific Breakthroughs

### The Problem: The Human Cost of an Inefficient R&D Ecosystem

The scientific R&D world, vital for human progress, is strained. Labs grapple with volatile funding and the struggle to find specialized talent for critical, often short-term, projects. Brilliant scientists—the lifeblood of innovation—face career precariousness, underutilized skills, and the heartbreaking "valley of death" for their discoveries. **We know this because we've seen it, lived it, and are driven by a shared desire to fix it.** Our founding team, connected by community and personal encounters with these systemic issues, is building BioShift from a place of deep understanding and a commitment to empower the dedicated individuals on the front lines of science.

### Our Solution: BioShift - Agile Talent & AI-Powered Discovery

BioShift is a dual-platform solution designed to inject agility, opportunity, and efficiency into the R&D lifecycle:

- BioShift Gigs Marketplace (MVP Focus):** An on-demand platform connecting research institutions and biotech companies with a meticulously vetted network of scientific professionals (biologists, chemists, bioinformaticians, regulatory experts, etc.) for project-based engagements.
  - Empowering Labs:** Access specialized expertise precisely when needed, optimize R&D budgets, and accelerate project timelines.
  - Empowering Scientists:** Discover flexible, impactful projects that leverage their unique skills, offering greater career autonomy and diverse experiences.
- BioShift Innovation Engine (Future Vision):** An AI-powered layer designed to analyze R&D trends, identify high-potential discoveries from our ecosystem, and support their journey towards commercialization and real-world impact.

### Market Opportunity: A Vast Landscape Ready for Transformation

| Metric | Market Description | Estimated Value |

| TAM | Global R&D + Scientific Staffing + IP Services | \$325B - \$400B+ |

| SAM | On-Demand Scientific Talent + IP Commercialization (Core Regions) | \$10B - \$15B |

| SOM | Initial Target: 100-160 U.S. Labs (Gigs Marketplace ARR) | \$400K - \$640K/year |

*Key Drivers: Sustained R&D investment, the rise of the specialized gig economy, the urgent need for agile R&D models, and the transformative potential of AI in discovery.*

## The BioShift Founding Team: Driven by Purpose & Expertise

*Our journey began with neighborhood dog walks, where shared frustrations with the R&D ecosystem sparked a common mission.*

- **Alexa Breidinger (Scientific Community & Lab Ops):** Deep experience within premier research institutions (MIT, Broad, Whitehead). Personally impacted by federal funding volatility, she champions solutions for lab efficiency and scientist stability.
- **Melba Torres Sosa (Bioinformatics, Research, & Data Strategy):** PhD candidate (UMass Boston) in bioinformatics. At the bleeding edge of microbial research in urban biomes. Advocate for intersectional environmentalism & diversity in STEM, passionate about creating equitable opportunities for global scientific talent and addressing the challenges faced by international researchers.
- **Chad Curll (CTO & Growth):** 4x tech founder (Clark University alum) with a "rabid dedication to social entrepreneurship." His ventures (Mahj, Shado Sports, Plasma MXI) demonstrate a track record of building impactful data platforms, IoT solutions, and AI-driven systems, including data products for biopharma.
- **Ian Gold (Strategic Legal Counsel & Ethical Governance):** Fmr. Asst. Federal Public Defender (NYU Law), recognized for his strong moral compass and success in landmark digital privacy case (*U.S. v. Wurie*). Ensures BioShift operates with integrity, fairness, and robust legal strategy.

### Business Model (Initial):

- Platform commission (e.g., 20%) on successfully completed projects via the Gigs Marketplace.
- Future revenue from premium features, Innovation Engine services, and data insights.

### The Ask: Pre-Seed Funding to Catalyze Change

We are seeking \$800,000 for ~12-18 mo. ramp to:

- - Launch and scale the BioShift Gigs Marketplace MVP.
- - Acquire more early adopter labs and scientist talent.
- - First full-time hire (dev), fractional growth and sales team
- - Ops costs (est \$15,000-\$30,000 burn/mo 1-4, \$30,000-\$50,000 burn/mo 5-18) Further develop core platform features based on user feedback.

**Join us in building a more resilient, equitable, and innovative future for scientific R&D. Invest in BioShift and empower the people who power progress.**

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Links:

Fancy slide deck: <https://mixedintelligence.github.io/BioShift/index.html>

Screenshots of MVP: <https://mixedintelligence.github.io/BioShift/docs/screens/>

bioshift.xyz coming soon