



vial.com

VIAL MEDIA KIT

press@vial.com

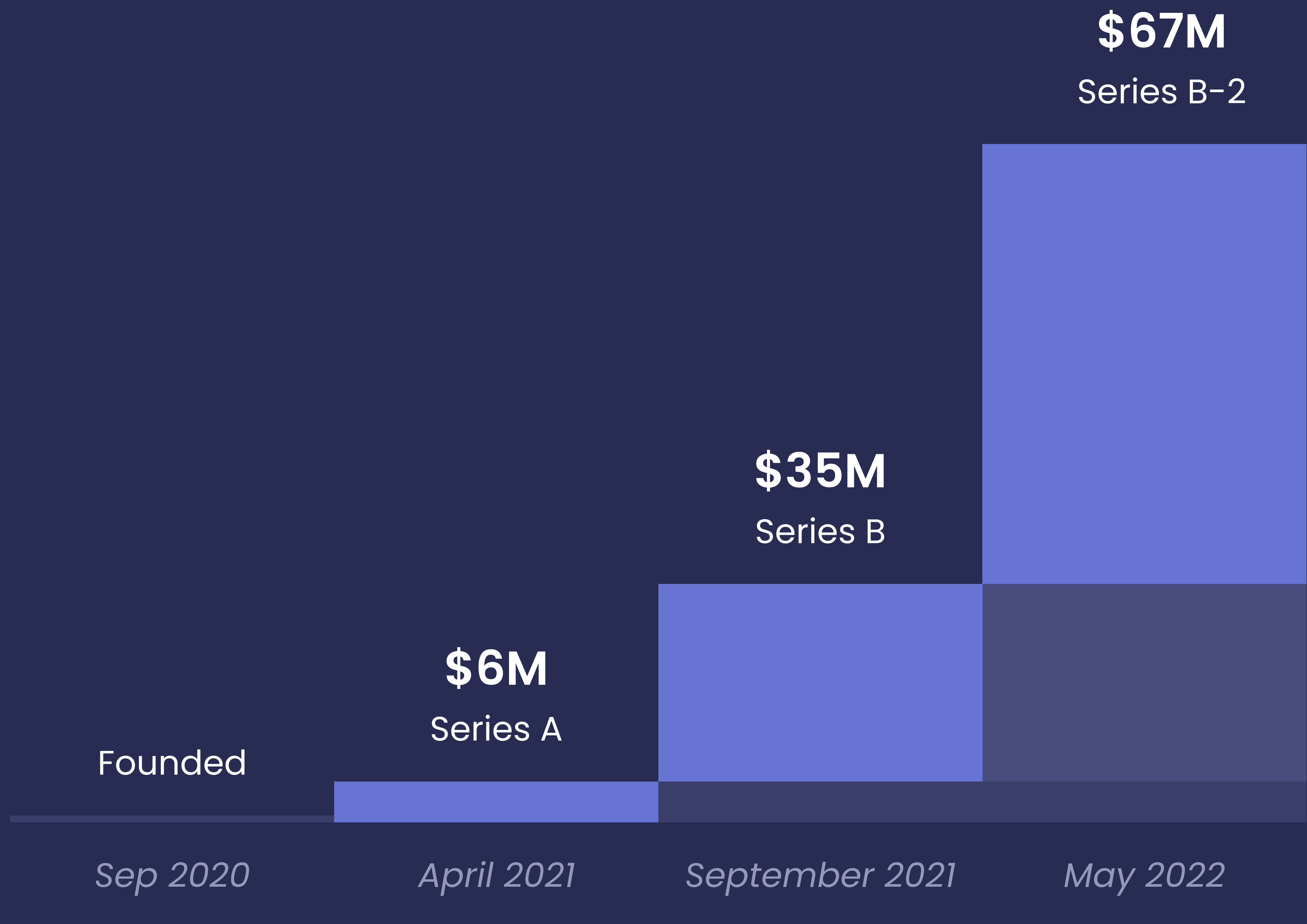
ABOUT VIAL

Vial is on a mission to reimagine clinical trials to deliver dramatically faster, more efficient trials for biotech sponsors

Vial has assembled a talented team of executives from Silicon Valley and industry-leading CROs. Together, we have built a global, full-service CRO powered by intuitive end-to-end technology.



INVESTORS



To execute our mission of reimagining clinical trials, we have raised \$100M+ from General Catalyst, Box Group and Byers Capital, assembled a team of ClinOps experts and technology leaders, and built a next-generation technology platform.



**BYERS
CAPITAL**



VIAL'S FOUNDING STORY

Vial's journey began one evening over dinner with a founding member of a CRISPR biotech startup. Andrew and Simon's good friend was experiencing numerous challenges running their clinical trials. One of their trials was vastly delayed and the cost had expanded far beyond the initial budget. Andrew and Simon listened and registered the dissatisfaction stemmed from large CROs overcharging, underdelivering, and holding back biotech companies.

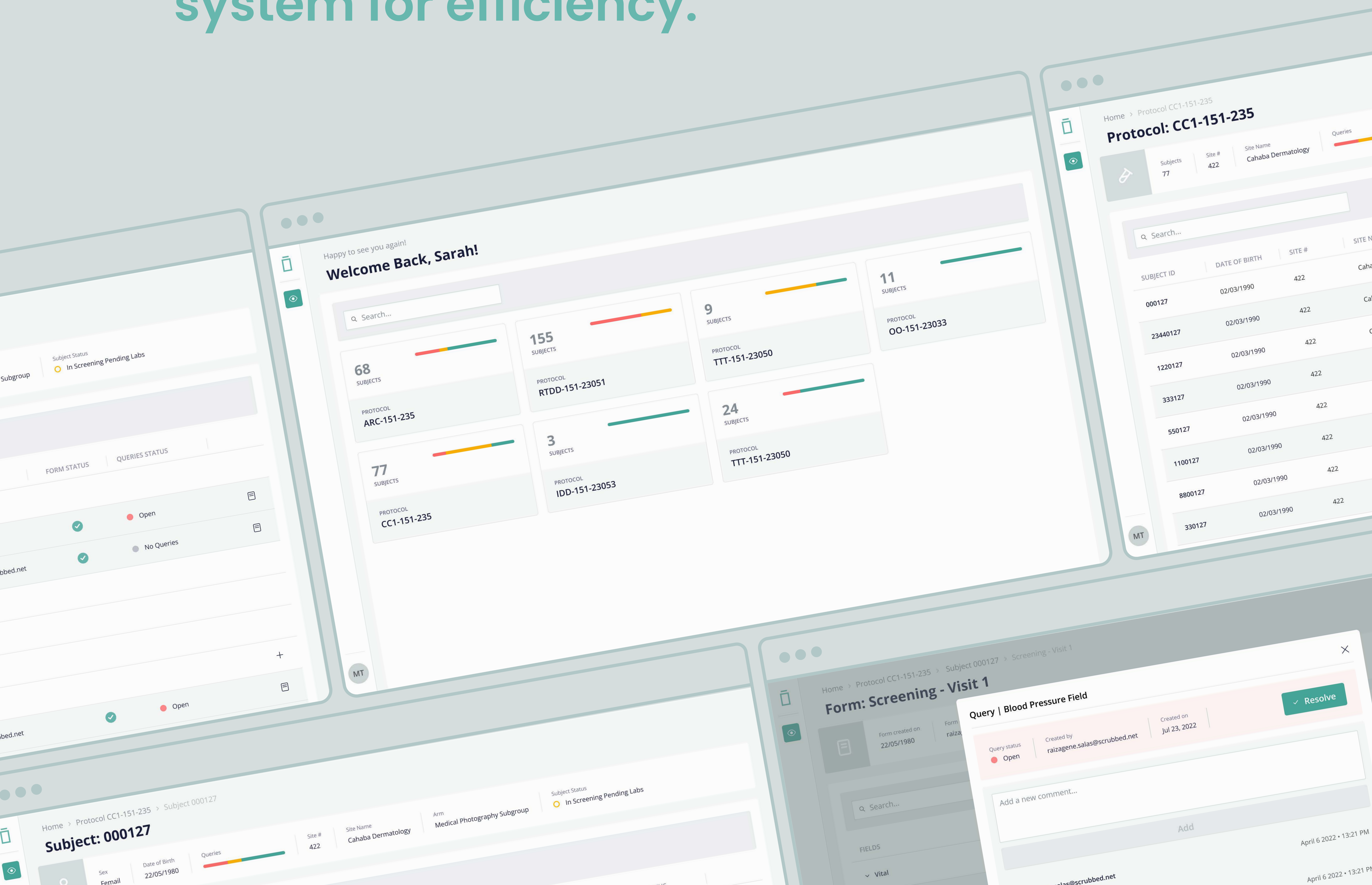
Inspired, Simon and Andrew traveled the country, visiting leading research sites across the United States. After numerous site visits and in-depth discussions with biotech leaders, it became clear that there was a severe unmet need within the industry. Their dinner guest's story was not a one-off occurrence. — many biotechs faced the same challenges.

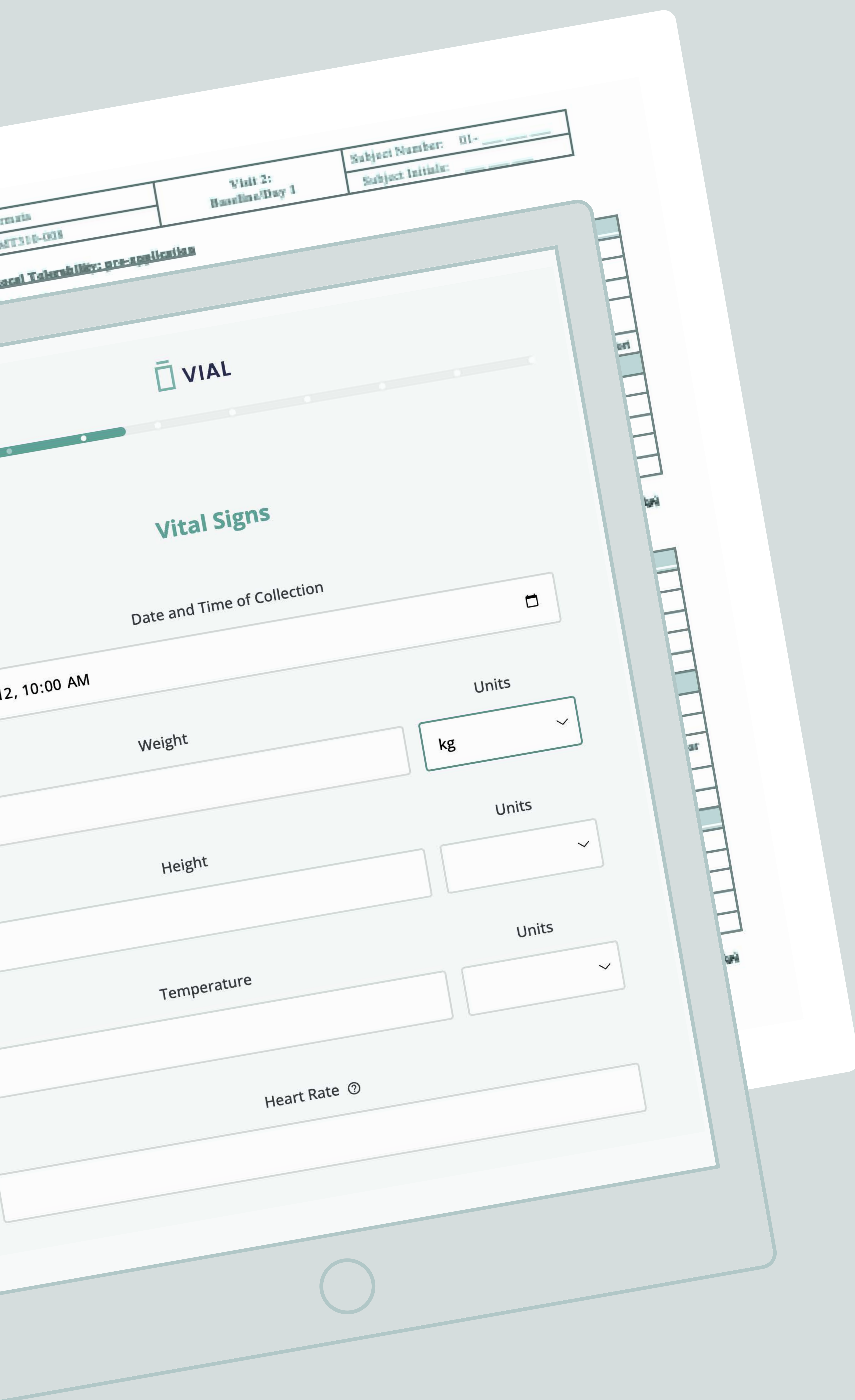
Simon and Andrew set out to solve the challenges they had discovered and build a new type of CRO that catered to biotechs' needs. A CRO that moved at the pace of biotech companies, delivered trials on time, and was engineered from the ground up for maximum efficiency. Andrew and Simon started Vial with the vision of enabling biotechs to cure all human disease through intuitive technology that streamlines processes and delivers faster, more efficient trials at a fair and affordable cost to sponsors.

HOW DOES VIAL RUN TRIALS MORE EFFICIENTLY?

Today, clinical trials are highly inefficient due to misaligned incentives and antiquated processes like manual data collection on paper.

Vial has built a next-generation technology platform that integrates trial onboarding, patient enrollment, site communication, and data collection processes into one connected system for efficiency.





Paper Source

- ✗ Errors In Capture
- ✗ Delays In Review
- ✗ In-Person Monitoring

Vial eSource

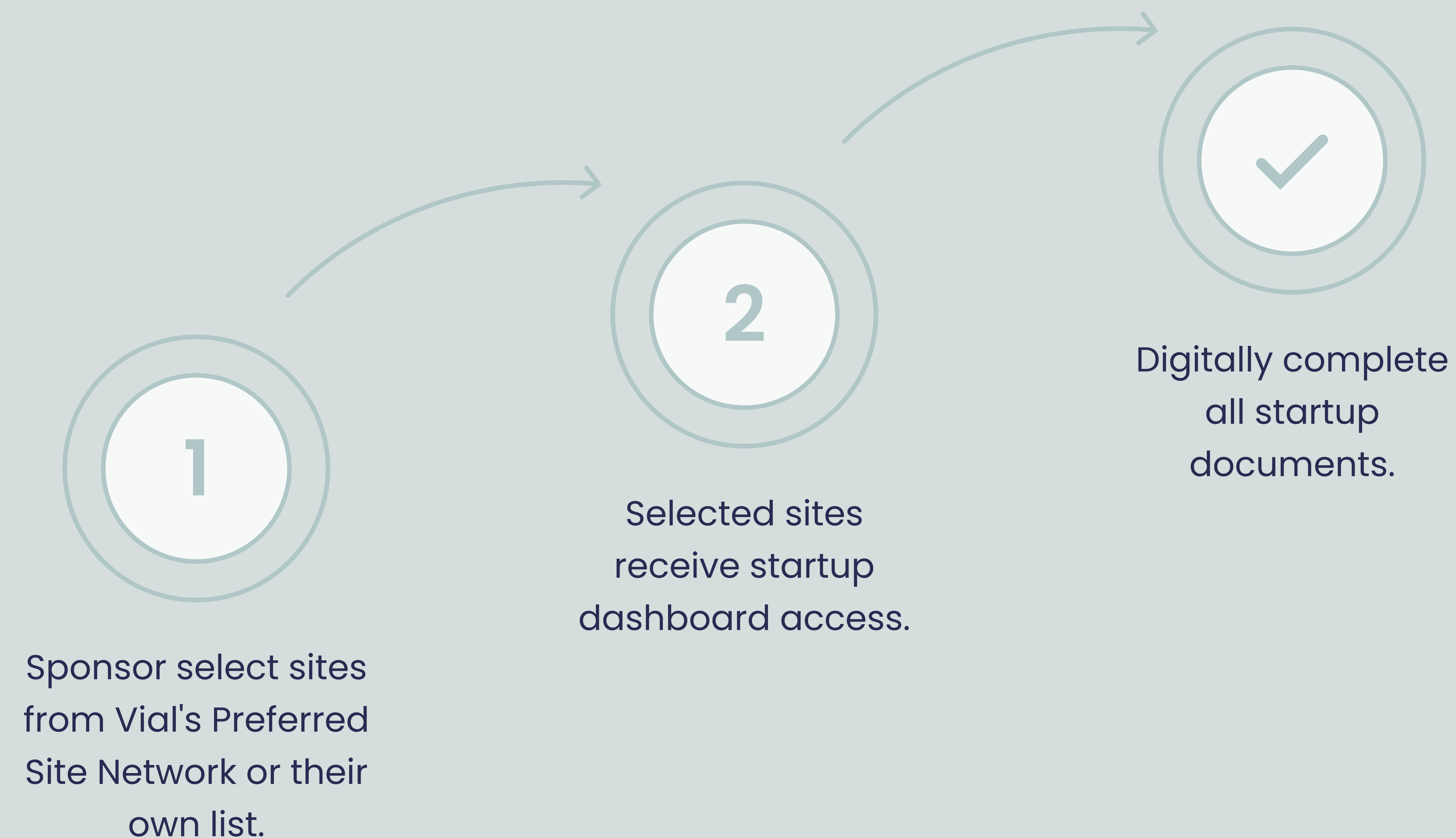
- ✓ Intuitive UI/UX
- ✓ Real-Time Data Review
- ✓ High-Quality Results
- ✓ Centralized Monitoring

Paper is out — with Vial's eSource, data from research visits is digitally captured via a seamless, intuitive interface.

LIGHTNING-FAST SITE STARTUP

Today, clinical trial onboarding is done by emailing PDFs and Excel sheets.

With Vial's Onboarding App, sites can seamlessly start a trial all online lightning fast.



THE VIAL TECHNOLOGY PLATFORM

Vial is building towards a more efficient future for clinical trials. By deploying technology in every step of a trial, we are driving efficiencies in speed and cost that we pass on to innovative biotech startups.

How we are reimagining clinical trials

Vial Technology Platform

Highlighted Features

- ✓ Site Startup in Under 30 Days Via Technology Platform
- ✓ Digitized, Automated Data Capture Through eSource
- ✓ Accelerated Enrollment w/ Recruitment Platform

Value to Biotechs

- ✓ Faster
- ✓ Better
- ✓ Cheaper

Vial is a next-generation,
tech-enabled CRO
delivering faster, more
efficient trials at
dramatically lower costs
for biotech sponsors.



MEDIA ASSETS

Logos

Founder Team Shots

Team Shots

CONTACT

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