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U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES  
 National Institutes of Health



National Institutes of Health Commercialization Assistance Program  
 (NIH-CAP)

## Company Profile

**Industry Sector:** eClinical Solutions

**Company Overview:** Akaza Research is an open source clinical trials software firm with an EDC product called OpenClinica. Akaza aims to accelerate improvements to human health by delivering an open, participatory, and transparent information infrastructure for clinical trials. The company was incorporated in 2006 as a spin-off of Isovera, Inc., and has 20 commercial customers. The company is sustainable via cash from operations, and tripled its revenue in FY2007 over 2006.

**Target Market(s):** Biopharma, CROs, Hospitals, and Government agencies running clinical trials that use or plan to use Electronic Data Capture (EDC) technology. EDC is defined as a software-based solution that assists in the collection and management of the clinical (patient visit) data that underpins the scientific evaluation of clinical trials.

## Management

### Leadership:

Cal Collins (CEO)  
 PI on SBIR grant  
 A.B. Harvard University

Ben Baumann (VP Bus Dev)  
 Marketing, human resources, AP/AR. Raised bridge financing for company  
 A.B. Harvard University

Bob Palladino (Board of Directors)  
 Executive level (CFO, COO, CEO) roles at public & private companies  
 BioSphere Medical, raised \$60m public markets, Coretek, Inc. \$20m in venture, exit sale to Nortel  
 Babson MBA

## Key Value Drivers

**Technology\*:** OpenClinica is a free, open source, web-based electronic data capture (EDC) system for use in clinical research. Supported by a global community of over 3,000 users, the product has been used in hundreds of clinical trials since 2005.

**Competitive Advantage:** OpenClinica is the only commercially-backed open source EDC solution. OpenClinica offers a level of flexibility, interoperability and ease of adoption unmatched by proprietary software vendors in the space.

**Plan & Strategy:** Akaza offers an "OpenClinica Enterprise" solution, combining its free, open source core technology with value-added subscriptions, services, and licensed materials to provide a robust, commercial-grade solution to its customers. The business model utilizes partnership channels with Contract Research Organizations (CROs) and direct sales to government, biopharmaceuticals, academic centers, and research consortia

\*Technology funded by the NCRR and being commercialized under the NIH-CAP

## Product Pipeline

### Commercial Support and Services

- ⇒ Installation
- ⇒ Hosting and System Support
- ⇒ Training and User Support
- ⇒ Validation
- ⇒ Customization/consulting

**OpenClinica™**  
 ENTERPRISE

### Services to Partners

- ⇒ Certification
- ⇒ Licensing of Materials
- ⇒ Support Infrastructure

**OpenClinica™**  
 ENTERPRISE  
 Partner Program

### Open Source Community

- ⇒ Development and distribution
- ⇒ User groups, mailing lists
- ⇒ Support and documentation

OpenClinica.org

