

# MYR - THE REPRODUCIBLE RESEARCH TOKEN

## EXECUTIVE SUMMARY

MyIRE, Inc., August 2018

Medical and scientific research is facing a crisis of reproducibility and fraud. We believe a significant contributor to these crises is that the marketplace lacks a comprehensive scientific software platform which supports all stages of a clinical study – from hypothesis generation and budgeting to regulatory submissions and study publications. Because no existing software adequately addresses all of the needs of research scientists, most researchers are forced to use many scientific software tools from a variety of vendors. Unfortunately, these varied scientific software tools often do not directly interface with each other - even tools offered by a single vendor. The resulting “telephone game of research software tools” creates hugely unproductive silos that hinder the scientific research process by degrading process and data integrity, resulting in an inefficient process and repeatedly flawed conclusions. Furthermore, impediments to data integrity and transferability, as well as the failure of many existing software tools to mandate consistency in the execution of protocols, contribute not only to the crises of reproducibility and fraud, but also to high costs and waste associated with medical and scientific research and to poor medical advice and patient care.

### The MyIRE Platform

My Integrated Research Environment (“MyIRE”) is a novel technology that we believe will increase clinical trial throughput and simultaneously increase process and data integrity for clinical trials. As a comprehensive scientific software platform, MyIRE is designed to provide end-to-end support for clinical trials supported by blockchain-enabled features to facilitate data integrity and transferability, as well as to confirm consistency of protocol execution, and therefore generate improved study results through reproducibility. We believe MyIRE to be a cost-effective, researcher-friendly scientific software platform for easily conducting and collaborating on reproducible research that can enable more research to be produced for a fraction of the cost and time currently expended while also producing results that comply with applicable laws and regulations. MyIRE possesses very attractive business fundamentals:

1. *Compelling Product Offering:* According to Medidata, one of the industry leaders in clinical trials software, up to 25 discrete systems run on a single trial with isolated data repositories. Medidata claims to cover 13.5 of the top 14 trial processes and to have the most complete platform in the industry. We believe the MyIRE platform provides a single, end-to-end integrated solution that works with and contains the functionality of all the current competing tools.
2. *A Large and Increasing Number of Studies:* In 2017, there were 29,201 new studies registered with Clinicaltrials.gov. In addition, the number of studies registered each year has been increasing steadily. The 29,201 studies in 2017 is an increase of 27,082 over the 2,119 registered studies in 2000, which is equal to an annualized growth rate of approximately 17%. We believe the tailwind created by this rapid industry growth will add to the growth we expect MyIRE to realize by taking market share from existing competitors.
3. *High Recurring Revenue Model:* We believe that approximately half of MyIRE's revenue stream will be subscription based, driven by monthly charges for the life of a clinical trial. Recurring revenue translates to a less variable, more predictable revenue stream. MyIRE participants will be incentivized to maintain a subscription in order to continue to receive necessary updates, upgrades, access to the MyIRE ecosystem, and any “forks” to blockchain-enabled features.
4. *Low Cost Alternative:* We believe the modules we sold to our initial customers were one-tenth the cost of competing products even though we sold those modules at full price. We believe we can be the low-cost provider for all our modules. Furthermore, US law requires the results of medical research for drugs approved by the US Food and Drug Administration to be submitted to a database called ClinicalTrials.gov. Researchers who do not post results within a year of trial completion risk losing grants and can be fined as much as \$10,000 per day. However, according to a 2015 article in +AllTrials, 50% of trial results are not published. When using the MyIRE platform, papers may be automatically generated by the platform at the completion of the trial, thereby lessening the obstacles that lead to results not being published. We believe this ease of publication will lead to cheaper publication without the risk of fines or other penalties that occur when papers are not published or not published on time.

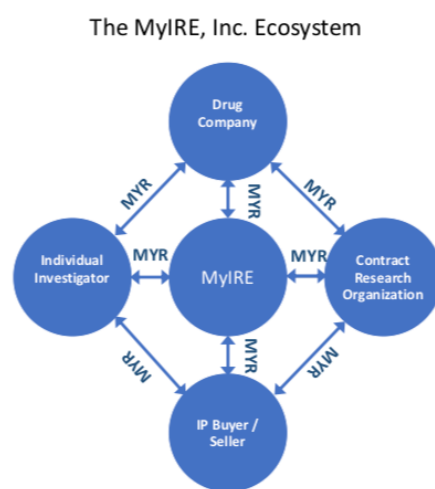
5. *Outstanding Operating Leverage and Return on Assets:* Our initial infrastructure is already operational. Assuming that any additional customer location has only one study for that location, we believe the payback period for the hardware costs need for each additional customer will be approximately 12 months. If that additional customer location has two studies for that location, we approximate that the payback period for the incremental hardware would be reduced to one month. It is important to note, however, that we believe the equipment purchased for the additional customer will conservatively support 100 studies. Therefore, assuming 100 studies for that additional customer's location, we estimate the payback period for the additional hardware cost will be approximately one day.
6. *High Margins:* Because of operating leverage and a low fixed cost structure, we believe MyIRE will ultimately achieve EBIT margins in excess of 50%.
7. *Dispersed Customer Base:* Due to the fact that the medical research field is highly fragmented, such a widely dispersed potential customer base reduces the risk that as the MyIRE network grows, it will become overly reliant on a small number of large customers.
8. *Barriers to Entry:* The MyIRE platform is a complex, customizable software. Even though we have designed the core of the MyIRE platform to be open source, a competitor would need to commit significant resources and time to replicate it. Also, the healthcare industry in which MyIRE will operate is highly regulated and subject to a complex set of healthcare laws and regulations, including, among others, the Health Information Technology for Economic and Clinical Health Act (HITECH), and HIPAA. We believe that creating and operating a software product like MyIRE that is also compliant with the substantial requirements of healthcare regulations presents meaningful barriers to entry for competitors.
9. *Future Markets:* We believe there are also excellent future growth opportunities for MyIRE outside of the healthcare industry. For instance, the processes for the development of new seeds for agriculture is similar to those used for drug design in the medical field. Accordingly, we believe agricultural companies could increase the efficiency of their product development cycle by incorporating MyIRE into their research and development process.
10. *Faster Research:* We believe researchers will complete trials at a faster pace when using the MyIRE platform versus competing products. With the MyIRE platform, workflows become reproducible, which reduces the cycle time from ideation through regulatory approval. We believe the impact will be more research done more quickly and for less cost.

### The MYR Token

In order to power the MyIRE platform for the conduct of reproducible research, a native cryptocurrency, the MyIRE (“MYR”) token, will be created and sold to network participants. Prospective users of the MyIRE platform will only be able to purchase the products, services, and modules offered by the MyIRE platform with MYR tokens. And, only paying clients of MyIRE will have access to the ecosystem. The MYR token will allow value created in the system to be captured by the system itself. Just as almost all countries have their own currency, requiring transactions on the MyIRE platform to be in MYR will set up incentives to remain in the system. Participants in the MyIRE ecosystem will be able to capture clinical trial processes, presentation, and data in a usable digital format so that the entire archive can be transferred to another user and used again quickly and easily, as well as to combine research projects in a wide pool with a design to maintaining privacy boundaries. The MyIRE platform is also contemplated to include functionality that will allow MyIRE ecosystem participants to monetize research work product and other intellectual property, and engage other MyIRE platform participants to perform research, through the use of the MYR token. We believe there are strong demand drivers for the MYR token:

1. *For Use with the MyIRE Platform:* To use the MyIRE platform, users must purchase MYR tokens. Prospective users will only be able to purchase the products, services, and modules offered by or through the MyIRE platform with MYR tokens. Moreover, only paying clients of MyIRE will have access to the ecosystem.
2. *Increase in Offered Products and Services:* We believe the value of the MYR token will increase as the number and value of products offered by or through the MyIRE platform increases. We believe that more offered products and services will increase demand for access to the MyIRE platform, thereby increasing demand for MYR tokens.

3. *Increase in Liquidity:* We believe that more participants in the MyIRE ecosystem will increase the liquidity of the MYR token. We believe that a more liquid token can lead to more stability and higher value.



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### Financials

MyIRE has customers and is generating revenue. The software platform and infrastructure are complete. We are actively marketing the platform to prospective customers. Shown below is a summary financial forecast. NOTE THAT THIS FORECAST IS SUBJECT TO CHANGE, AND THAT OUR ACTUAL RESULTS WILL MORE THAN LIKELY VARY SIGNIFICANTLY FROM THIS FORECAST.

	2018	2019	2020	2021	2022
TOTAL REVENUE	99,900	3,778,453	12,917,813	23,650,240	34,733,760
GROSS PROFIT	40,845	3,102,207	11,214,916	20,178,897	29,710,869
% of revenue	41%	82%	87%	85%	86%
EBITDA	(539,000)	(80,218)	6,277,198	12,933,108	19,881,770
% of revenue	NM	-2%	49%	55%	57%
CHANGE IN CASH	(596,184)	(1,091,515)	3,169,795	7,832,578	12,590,233

NM = Not Meaningful