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**and pro-partnership**; it's certainly  
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**Irfan Khan, MD FACC FHRS,**  
*Chief Strategy Officer,*  
**Circuit Clinical**

# Circuit Clinical

Meet the company that **won investors over** after tapping into UB's entrepreneurial smarts.

## COMPANY NAME

Circuit Clinical

## FOUNDED

2014

## LOCATION

Buffalo, NY

## INDUSTRY/BUSINESS

Research

## ABOUT THE COMPANY

Circuit Clinical focuses on finding patients to participate in clinical research projects. The company has established a network of doctors, medical groups and accountable care organizations with access to about 1 million patients.

## WNY EMPLOYEES

26 employees

## WEBSITE

[www.circuitclinical.com](http://www.circuitclinical.com)



## How UB builds a winning partnership

Irfan Khan, MD, was considering locating his startup in Denver, Colorado when he learned about the initiatives New York State introduced to attract new companies. He reached out to the START-UP NY program – which exempts employees from paying state income tax for 10 years – and “they were incredibly supportive and efficient,” Khan said. “It gives us the ability to recruit the best and brightest.”

The company then linked up with UB’s Buffalo Institute for Genomics and Data Analytics (BIG), a relationship that further connected the promising Circuit Clinical to Western New York. “We were then awarded a \$1.1 million grant to get us through our early stage growth, and it has all led to a much deeper relationship with UB,” Khan said.

## How industry wins

Circuit Clinical was an active participant in Buffalo’s entrepreneurial ecosystem and was encouraged by UB to participate in the National Council of Entrepreneurial Tech Transfer (NCET2) and then the 43North competition where Circuit finished as a semifinalist. “Both experiences raised our profile so much with investors outside New York State that we closed a round of investment and brought money in from the outside,” Khan said.

## How the region wins

“We would like to think that we have played a role in having brought the value of Western New York to the attention of large pharmaceutical companies and billion dollar contract research organizations. We’re unapologetic about it,” Khan said. “It’s a bit of a challenge early on teaching large companies that Western New York is a vibrant, active life sciences community. Buffalo has deep strategic partnerships and a deep vision to be excellent. I absolutely see UB as an out-front leader. UB’s leadership is so pro-growth and pro-partnership; it is certainly at the vanguard of what is happening with the economic vitality of Western New York.”



Data Analytics Leveraging the Center for Computational Research



Partnership with Buffalo Institute for Genomics and Data Analytics (BIG)



START-UP NY Company



Office on UB's Downtown Campus



UB Center for Advanced Technology Award Recipient



Life Sciences Career Experience Program Interns

**Everyday victories add up to a winning partnership.**