

ENTREPRENEUR

Silberman brothers put clinical research training on fast track

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Two years ago, Louis Silberman was having drinks with a friend who was building a clinical research organization in Tempe.

The friend was complaining to Silberman that his company was growing so fast he couldn't find enough qualified clinical research coordinators to run trials to test drugs on patients as part of the U.S. Food and Drug Administration approval process.

"We decided that day I would reinvent the industry for clinical research training and partner with Radiant Research for internships," Silberman said.

Tapping into the \$100 billion clinical research industry, Silberman founded Phoenix-based Clinical Research Fastrack in September 2015 and started the first class in June 2016. He condensed a year-long college course to four weeks and included an internship at some of the largest companies in the nation, including Radiant Research, which merged with UK-based Synexus in 2017.

To get his new company off the ground, Silberman invested about \$250,000 from his personal savings and didn't take a salary until the company became profitable in 2017, when the company gen-



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Clinical Research Fastrack co-founders Louis Silberman, left, and his brother David train clinical research coordinators.

erated about \$1 million in revenue. With 10 employees, the company is on track to generate more than \$2 million in revenue this year, he said.

He expects to surpass the \$7 million revenue mark by 2020. Plans call for hiring a dozen more employees by the end of the year.

"We have already onboarded a new content marketing specialist, two new admissions representatives who engage with and enroll new students, as well as a new director of outreach," he said. "These positions are vital to helping us reach our goals and spread awareness of the field of clinical research."

The program costs about \$9,750, said David Silberman, co-founder of Clinical Research Fastrack.

"People are calling us who are taking master's level clinical research programs – I don't want to name the schools – and they want to take our program afterwards because what they learn in those other programs is theory, history and ethics," David Silberman said. "It's all great information, but our program is industry focused."

He estimates there are about 50,000 open positions for clinical research coordinators across the country.

"But the industry is scared to hire new people," David Silberman said. "They don't have the time or resources to train them. They're busy running trials."

Many students are hired straight out of their internships, said Louis Silberman.

"They don't even go to the marketplace to look for a job," he said. "They are hired right on the spot."

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