

From the Silicon Valley Business Journal:

<https://www.bizjournals.com/sanjose/news/2017/09/18/viridischem-software-toxicity-database.html>

The Pitch

## How San Jose software startup pushes for greener, more sustainable work in chemistry

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ViridisChem has developed a comprehensive toxicity database and is building analysis tools that help companies adopt green chemistry and sustainable product development practices.

Its Web-based software provides toxicity analysis of chemicals, mixtures and formulations, and manufacturing processes.

This helps chemists avoid the use of toxic raw materials, reduce waste and explore sustainable product development.

*The Pitch is a weekly profile of startups in the Silicon Valley Business Journal. The paper does not endorse the companies featured, nor is this an invitation to invest.*

### How it makes money

ViridisChem products are sold through annual subscription (per user or corporate). Its customers include R&D and environmental health and safety departments from pharmaceutical/biochemical companies, chemical suppliers, CROs, consumer industries manufacturers and retailers, as well as educational institutes.



PAOLO VESCIA 2017

The mother-and son team of Neelam (right) and Rahul (left) Vaidya founded ViridisChem. |

**ViridisChem Inc.** | **Headquarters:** San Jose | **CEO:**

Neelam Vaidya | **Founded:** 2014 | **Employees:** 6 |

**Web:** [www.viridischem.com](http://www.viridischem.com) | **Phone:**

408.250.6905

## **Business it may disrupt**

The current model of toxicological screening and sustainable manufacturing evaluation is a manual process involving contractors or in-house specialists, typically done closer to the pre-manufacturing stage when scope for changes is limited and expensive. ViridisChem says it brings chemical toxicity information to scientists so they can make intelligent decisions that factor in environmental issues from the design stage, allowing for inherently sustainable product development processes that avoid toxic materials, minimize toxic waste and ensure safer manufacturing and end products.

## **Management team**

The company was founded by the mother-and-son team of CEO Neelam Vaidya and Chief Technology Officer Rahul Vaidya. Neelam previously founded and was CEO at ChiroSolve Inc. and Perfect Solutions Inc. Rahul was previously lead architect for Lightning Bolt Solutions.

## **Advisers**

David Constable, director of the American Chemical Society's Green Chemistry Institute; Khanderao Kand, senior director of Big Data machine learning at Oracle Corp.; Anton Gueth, managing director at Evolution Life Science Partners.

## **Money sought**

\$800,000 in seed funding

## **Affiliation**

ViridisChem has participated in the accelerator program at Plug & Play Tech Center.

## **Awards**

ViridisChem was selected as one of the most innovative startups that will influence green chemistry adoption and sustainable product development. The company also won the "Launch Chemistry Innovation Challenge 2016" award as one of the "Most Innovative Solution Providers."

## **Potential market**

The company estimates that its addressable market is about 770,000 software seats with an annual value of more than \$1.5 billion per year.

### **Likely competitors**

ViridisChem said it has no direct competition now. Indirect competitors (and potential partners) include chemical database providers such as SciFinder and ChemSpider, providers of toxicology assessment tools such as GreenScreen and Lhasa Ltd. and providers of reaction planner software such as Reaxys and ChemPlanner.

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**Cromwell Schubarth**

TechFlash Editor

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