

# *PAREXEL<sup>®</sup> PARTNER PROGRAM*

Broaden your reach with a partner you can trust



# *YOUR JOURNEY. OUR MISSION.<sup>®</sup>*

---

Combining technology and services to provide the right solution  
to help you and your clients succeed

REGARDLESS OF THE TYPE  
OF PARTNER YOU ARE,  
WE CAN PROVIDE A FLEXIBLE  
AND SCALABLE SOLUTION  
TO SUIT YOU.



## INTRODUCING THE PAREXEL® PARTNER PROGRAM

The PAREXEL® Partner Program is a unique way for Contract Research Organizations (CROs), technology companies and other clinical service providers to broaden their technology offerings to provide a competitive advantage in the ever-growing outsourcing market. Our partners are able to leverage the breadth and depth of our eClinical platform to complement, reinforce and enhance their service offerings.

Because our partners are diverse, we recognize the need to equip them with several ways of working with our technology, support and sales teams. The PAREXEL Partner Program grants access to advanced eClinical solutions, while offering dedicated support and training to help ensure optimal cooperation between us and your teams.



# *AN INTEGRATED, SEAMLESS SOLUTION*

## **WORK FLOWS FASTER WITH PERCEPTIVE MYTRIALS® SINGLE SIGN ON**

Technology has always promised to accelerate the way we design, provision and conduct clinical trials. However, increased adoption of individual technology applications has brought additional challenges. While individual solutions have accelerated parts of the process, when technologies are used in combination this can create disruption to efficient workflow and processes for users.

Importantly, the PAREXEL Partner Program provides access to all of the Perceptive MyTrials® applications in a Cloud-based model with the flexibility needed for CROs.

Through Perceptive MyTrials, multiple technologies, trials and programs can be accessed by a single set of credentials, providing users with efficient workflow and task continuity when using multiple applications within our product suite. Single sign on ensures strong security without the burden of remembering multiple user names and passwords. The combination of our products yields increased value and utility because we have continually invested in each product and our platform and infrastructure with a view to delivering a more seamless user experience.



## SINGLE SIGN ON

CTMS

EDC & Designer

Medical Imaging

RTSM

Regulatory Information Management

ePRO

Metrics & Reports

Collaboration

Data-Driven Monitoring

Portal | Reporting | Identity Management | Integration | Data Mart

---

PLATFORM



# A POWERFUL eCLINICAL SUITE

## REALIZE THE TRUE BENEFITS OF TECHNOLOGY

The eClinical solutions provided through the PAREXEL Partner Program help customers accelerate the drug development process through innovation. By uniquely combining cutting-edge technologies with proven clinical research know-how, our solutions enable biopharmaceutical clients to successfully drive their development programs.

Synonymous with robust infrastructure, global foot-print and proven expertise, we are a trusted provider of technology solutions to simplify workflows and improve trial efficiency. At the forefront of research and innovation, we are committed to developing and investing in our leading solutions to ensure they continue to meet evolving customer requirements.

The Perceptive MyTrials environment provides a framework through which we provide access to our hosted suite of integrated applications, data and information associated with all your trials and programs including our suite of industry-leading solutions:



**DataLabs® EDC (Electronic Data Capture)** for effective data collection and management.



**DataLabs Designer™** for collaborative EDC design to create studies and libraries to design and run trials on our SaaS infrastructure.



**Data-Driven Monitoring:** Our Risk-Based Monitoring approach shifts the burden of site monitoring from a people-centric approach to a model that leverages the power of technology to measure and assess risk and outstanding workload. This tool can be customized by our CRO partners.



**ClinPhone® RTSM (Randomization and Trial Supply Management)** for centralized randomization, drug accountability and trial supplies management.





## BENEFITS OF DATA-DRIVEN MONITORING

- Enables data-driven decisions around site monitoring activities
- Reduction of on-site monitoring activities and the associated costs
- Improved patient safety and data quality
- Proof to regulatory authorities that adequate monitoring is being performed
- Simpler and cleaner user experience—actions taken directly as a result of data surfaced by the application



### **IMPACT® CTMS (Clinical Trials Management)**

for all aspects of trial management including study planning and tracking, payments and budget management, monitoring visit management and reporting.



**Medical Imaging** for review, analysis, management and reporting of medical images.



**ePRO (Electronic Patient-Reported Outcomes)** for collection of patient-reported outcomes and clinical assessments using IVR and web.



**RIM (Regulatory Information Management)** enables regulatory agency submission planning, viewing, tracking, publishing and registration management.



**Metrics and reporting** for consolidated industry-standard trial performance metrics and detailed reports of trial data.



**Collaboration** for document management, study news and announcements, study calendar, training and learning

Our eClinical Suite is underpinned by our eClinical platform, which is powered by the world's top-tier foundational technologies for middleware, portal, enterprise reporting and identity management. These foundational components, coupled with our robust state-of-the-art infrastructure, extend our ability to deliver our eClinical Suite in a software-as-a-service (SaaS) model where customers benefit from rapid and flexible deployment of our leading products without high upfront costs or software and infrastructure investment. Our on-demand SaaS applications and technology services, backed by foundational platform technologies and complemented by a consultative approach, enable customers to realize the true power of eClinical.

# TECHNOLOGY ALIGNED WITH YOUR NEEDS

---

## TECHNOLOGY PARTNERS

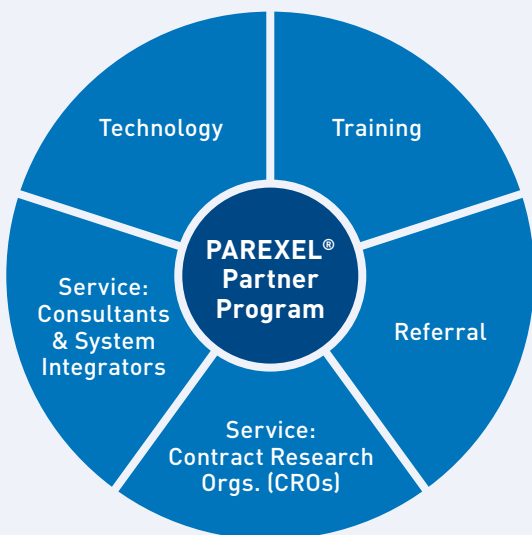
The PAREXEL Partner Program team has a long history of working collaboratively with eClinical technology vendors in support of our shared client's technology and integration needs. Technology Partners enhance the Perceptive MyTrials platform through targeted, specialized technology solutions that are integrated with Perceptive MyTrials such that clinical trial sponsors can access all their needed technology and data from a single platform. Our technology partnerships and alliances provide clinical trial sponsors with enhanced functionality and integrated technology and service solutions.

## TRAINING PARTNERS

Training Partners enhance or extend the reach of Perceptive Institute®, the PAREXEL Partner Program Training Suite. Accredited Training Partners have staff who are certified to provide Perceptive Institute® Training. Customers of PAREXEL Training Partners can rest assured that these partners provide approved and high quality training for our products.

## REFERRAL PARTNERS

Through their unique contacts, Referral Partners ensure their clients have access to the products and services they need. Our Referral Partners identify clinical trial sponsors needing to fill technology gaps in their clinical trials.



Regardless of the type of partner you are, the PAREXEL Partner Program will support your efforts to help provide quality services and high customer satisfaction to your clients. The PAREXEL Partner Program enables partners to meet the growing demand for integrated eClinical solutions and helps clinical trial sponsors and CROs streamline and enhance the clinical trial process.





The PAREXEL® Partner Program includes Technology, Training, Referral and Clinical Research Services Sectors. When partners work with the PAREXEL Partner Program they can trust they will receive access to a broad technology portfolio, robust infrastructure, deep industry knowledge, financial stability and a very customer-centric focus.

## SERVICE PARTNERS

CROs, System Integrators, and Consultants can benefit from the PAREXEL Partner Program by combining our leading solutions with their best-in-class service offerings.

As a Service Partner, you can package our services and support infrastructure to best suit your needs. Our Service Partners are defined in two separate categories:

### Contract Research Organizations (CROs)

Biopharmaceutical companies are increasingly outsourcing both clinical trials services and technology choices for their drug and device development programs to CROs. This evolving landscape presents numerous opportunities for CROs of all types and sizes. It requires a strong technology offering to complement the standard CRO services and to differentiate the provider by providing a full complement of integrated end-to-end solutions. The PAREXEL Partner Program is a comprehensive, systematic and flexible way for you to broaden your technology offering that provides a competitive advantage in the outsourcing marketplace.

The PAREXEL Partner Program team has extensive experience servicing the CRO market. We understand your unique challenges and requirements and are committed to providing the framework and resources needed to meet your business goals. CRO Partners utilize our technology in combination with the world class contract research services that they provide to life sciences clinical trial sponsors.

### Consultants and System Integrators

Consulting and System Integration Partners leverage our technology while implementing business process improvement and change management for life sciences clients.



# *PARTNER RESOURCES*

## **ALL THE TOOLS YOU NEED TO MOVE YOUR BUSINESS FORWARD**

### **Business Development Consulting**

We work closely with you to fully understand your business requirement to ensure alignment of our solutions with your services to maximize your chances of winning business.

### **Training**

Perceptive® Institute is a comprehensive training service to assist our CRO partners and users in developing their knowledge and skills. As a PAREXEL Partner Program member, you can leverage this tool set to generate revenue for yourself.

### **Flexible Tools**

Pricing tools have been developed to enable you to quickly generate ballpark pricing for your clients. We also offer EDC sandbox environments for you to design your own opportunity-specific studies.

## OUR PARTNER PROGRAM IS A FLEXIBLE WAY FOR YOU TO BROADEN YOUR TECHNOLOGY OFFERING THAT PROVIDES A COMPETITIVE ADVANTAGE IN THE OUTSOURCING MARKETPLACE.

### **Marketing Support**

You can benefit from our investment in and commitment to marketing. In addition, collateral and tools to support your sales initiatives can be co-branded to suit your needs.

### **Partner Support Team**

We offer dedicated points of contact for RFPs, operations and post-sale support to ensure that you receive high quality customer service at all times with clearly documented points of escalation.

### **Sales Support**

We support your entire sales cycle, ranging from pre-defined RFPs and system development to technical support and post-sale support processes.

### **Partnership Governance**

We support a two way commitment to governance and open communication. The PAREXEL Partner Program team is committed to regular Partner steering team meetings and establishing feedback mechanisms so you can provide input on product enhancements as well as new business development, operational and post go-live support requirements.

### **Delivery Models**

We provide flexible SaaS-based software applications and leading technology services permitting you to turn on and turn off services as you need them and saving you the investment in a hosting infrastructure. We also offer pre-built RTSM functionality to enable faster delivery of IVR/IWR randomization and trial supply management services.

### **Open Architecture**

Perceptive MyTrials® platform is designed to connect to and support the use of third party technologies. Our user-friendly portal navigates to the study desired. All of the technology available for each study is easily accessible.

# PARTNER BENEFITS

---

## PARTNERING FOR SUCCESS

### Leading Technology

Our well-respected, eClinical Suite which includes DataLabs® EDC, Data-Driven Monitoring, ClinPhone® RTSM (IVR/IWR), IMPACT® CTMS, Medical Imaging and ePRO solutions, are all included in our comprehensive eClinical Suite and may be deployed within the Perceptive MyTrials® platform environment. In addition, we also offer the LIQUENT® (regulatory submission) software and services to provide true end-to-end clinical trial solutions.

### eClinical Consulting

Our eClinical consultants will assist you in positioning technology within the context of your overall clinical trial solutions.

### Customer Support and Satisfaction

Your staff and clients have toll-free phone, email and fax access to access our multi-lingual 24x7 help desk. We are committed to your satisfaction and all members of our team are continually measured on customer satisfaction. Are you ready to outsource your help desk? Perceptive MyTrials® Customer Care can provide a single point of contact to service all of your technical support and clinical enquiries.

### Infrastructure

Our eClinical solutions are backed by the robust Perceptive MyTrials technology environment supported by more than 3,000 eClinical technology experts. We fully manage and support the technology solutions, eliminating the cost and time burden from your organization.

### Flexible Pricing

Our model eliminates up-front fees and long-term binding contracts, providing a simpler, flexible, streamlined Partner and Sponsor experience.

### **Increased Sales Opportunities**

By adding advanced technologies to your portfolio, you are broadening your offering and opening the door to additional sales opportunities.

### **eClinical Solutions Bundling**

We can bundle CTMS, EDC and IRT for you in a predefined, subscription-based model. Whether you conduct 5, 10, 50, 100 or more studies per year, the PAREXEL Partner Program ensures the technology you need is bundled and priced to meet your needs.

### **Rapid Study Start-up**

Clinical trial sponsors now expect faster study start-up. Our EDC, IRT and CTMS solutions can now be implemented in 4-6 weeks.



# MEETING YOUR UNIQUE REQUIREMENTS

---

## WHEN YOU WORK WITH THE PAREXEL® PARTNER PROGRAM, YOU HAVE A PARTNER YOU CAN TRUST

You can package our services and support infrastructure however you see fit to best suit your needs. When you work with the PAREXEL Partner Program, you have a partner you can trust with a broad technology portfolio, robust infrastructure, deep industry knowledge, financial stability and a customer-centric focus.

## ACHIEVE YOUR STRATEGY AND BUSINESS GOALS

Our Perceptive MyTrials environment provides a platform to access our hosted suite of integrated applications, data and information associated with all your trials and programs including: DataLabs® EDC (Electronic Data Capture), Data-Driven Monitoring, ClinPhone® RTSM (Randomization and Trial Supply Management), IMPACT® CTMS (Clinical Trial Management System), Medical Imaging, RIM (Regulatory Information Management and ePRO (Electronic Patient-Reported Outcomes) solutions. It is designed to grow as you grow through a flexible, modular approach in an expandable framework. You can count on the PAREXEL Partner Program and Perceptive MyTrials platform to help achieve your long-term eClinical strategy and business goals.







We understand your unique challenges and requirements and are committed to providing the framework and resources needed to meet your business goals.

For more information, go to:  
[www.PAREXELpartnerprogram.com](http://www.PAREXELpartnerprogram.com)

To discuss the Partner Program  
in greater detail:

**EUROPE**

**David Rolfe**

Vice President, Business Development, Europe  
david.rolfe@PAREXEL.com  
+44 1895 614808

**THE AMERICAS**

**Ricardo Edwards**

Senior Director, Business Development  
ricardo.edwards@PAREXEL.com  
+1 978 313 1575

**ASIA PACIFIC**

**Toyohito Matsuura**

Senior Manager  
toyohito.matsuura@PAREXEL.com  
+81 78 262 4344

**Gary Shuai**

Director, Business Development  
gary.shuai@PAREXEL.com  
+86 21 5111 8011

---

*WHEREVER YOUR  
JOURNEY TAKES YOU,  
WE'RE CLOSE BY.*

**CORPORATE HEADQUARTERS**

195 West Street  
Waltham, MA 02451  
USA  
+1 781 487 9900

**Offices across Europe, Asia and the Americas**

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

---

**PAREXEL**<sup>®</sup>  
*YOUR JOURNEY. OUR MISSION.*<sup>®</sup>

©2016 PAREXEL International Corporation. All rights reserved. PAREXEL, Perceptive MyTrials, ClinPhone, DataLabs and IMPACT are trademarks or registered trademarks of PAREXEL International Corporation or its subsidiaries. All other trademarks are the property of their respective owners and hereby acknowledged.

