TransMed

Transparent, Transformative...TransMed

ONCOLOGY CLINICAL TRIAL TECHNOLOGIES

# TransMed Trials: Bid™

*Helping Contract Research Organizations (CROs) Win More Trials By Producing More Powerful And Differentiated Proposal Responses*

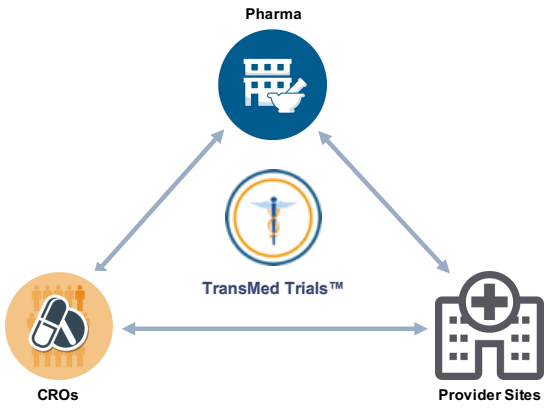
## Solution Highlights

- Specifically designed for **CROs** to help differentiate their bid response proposals and create a distinct competitive advantage
- Increase RFP bid response efficiency
- Better predict and plan trial duration based on projections and populations
- Quickly determine the number of sites required to carry-out the protocol, including the ability to identify sites with patient populations for indications of interest that are underserved by currently open trials
- Accurately identify a trial feasibility study population based on primary site of disease, histology, molecular diagnostics and prior treatments
- Optimize inclusion / exclusion parameters to assess possible patients on a per criterion basis
- Increase accuracy of site forecasting enrollment volume and timelines

As the trend toward clinical trial outsourcing to Contract Research Organizations (CROs) continues, competition continues to intensify, and pressure to differentiate is reaching a critical level. To respond, experienced CROs understand they must exploit every opportunity to gain a competitive edge. And, while technology can be an effective differentiator, simply being "data-driven" is not enough to win clinical trial studies. CROs must find consistent and predictable methods to collaborate with Sponsors and Sites to **accelerate clinical trial recruitment.**

Undertandably, CROs have looked to technology solutions to help address these challenges. Unfortunately, while broad consensus exists that data-driven software solutions hold the most promise to help mitigate many of these challenges, the demands on such a platform in terms of the degree of sophistication of data integration architectures, data integration methods, data science algorithms, etc., necessary to infuse greater **predictability** into the clinical trial recruitment process has been daunting. Further, even with recent technology advances in areas such as AI, Machine Learning and Natural Language Processing (NLP), the domain complexity of consistently producing timely and accurate composite patient profiles necessary for predictably matching patients and trials by ingesting a diverse set of heterogeneous data has also been challenging. And even where technology platforms have been successful, aspects of this success have been blunted due to the challenges imposed on research teams to consistently and effectively use them. Simply put,

even the most sophisticated technology alone will not solve this problem. We believe a balanced approach is required, one that marries a real-world evidence based patient data platform and implementation best practices with experienced clinical research professionals, delivered as a integrated solution targeted at helping CROs and Sponsors become more accurate at identifying and selecting the best Sites for opening studies.




To this end, TransMed has developed a new family of real-world evidence based Oncology Clinical Research Enrollment solutions we call TransMed Trials™. A key component of the TransMed Trials family, our new TransMed Trials: Bid™ solution has been uniquely designed to support CROs in their RFP Proposal Response and Bid Defense processes. TransMed's Bid solution provides critical timely and accurate information about Sites and Patient Populations necessary to help CROs differentiate their Bid proposals and create a distinct competitive advantage.

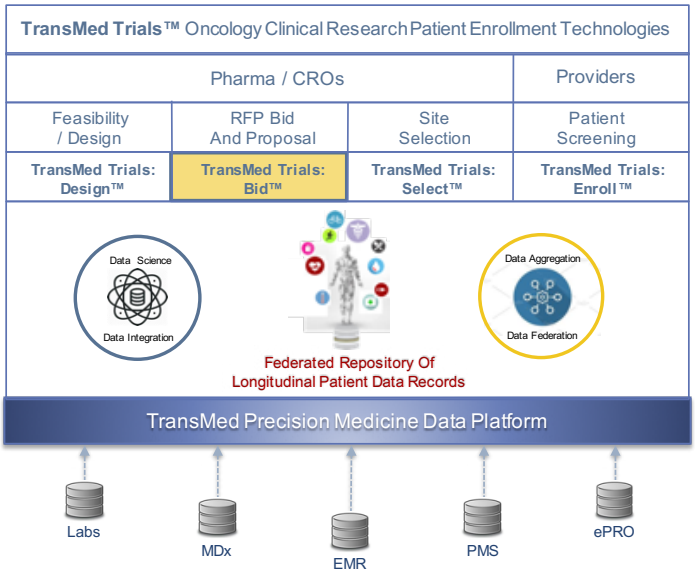



*Figure 2: The TransMed Trials™ Family of Oncology Clinical Research Enrollment Technology Solutions*

## TransMed Trials: Bid™ Empowers CRO Bid Response Teams

The Bid solution has been specifically designed to provide CROs with precision data-driven perspectives on sites to help make their RFP responses more powerful and compelling. This is accomplished by providing a standardized set of content for inclusion in the RFP response. What makes TransMed Trials and the Bid solution different is its ability to provide real-world evidence that helps provide accurate valuable insights about a trial to CROs. These data-driven perspectives and insights are produced using TransMed's proprietary technology, data and tools, combined with a cross-functional team of experts, including professional Bioinformaticists, Data Scientists, Clinical Engagement and Engineering personnel.

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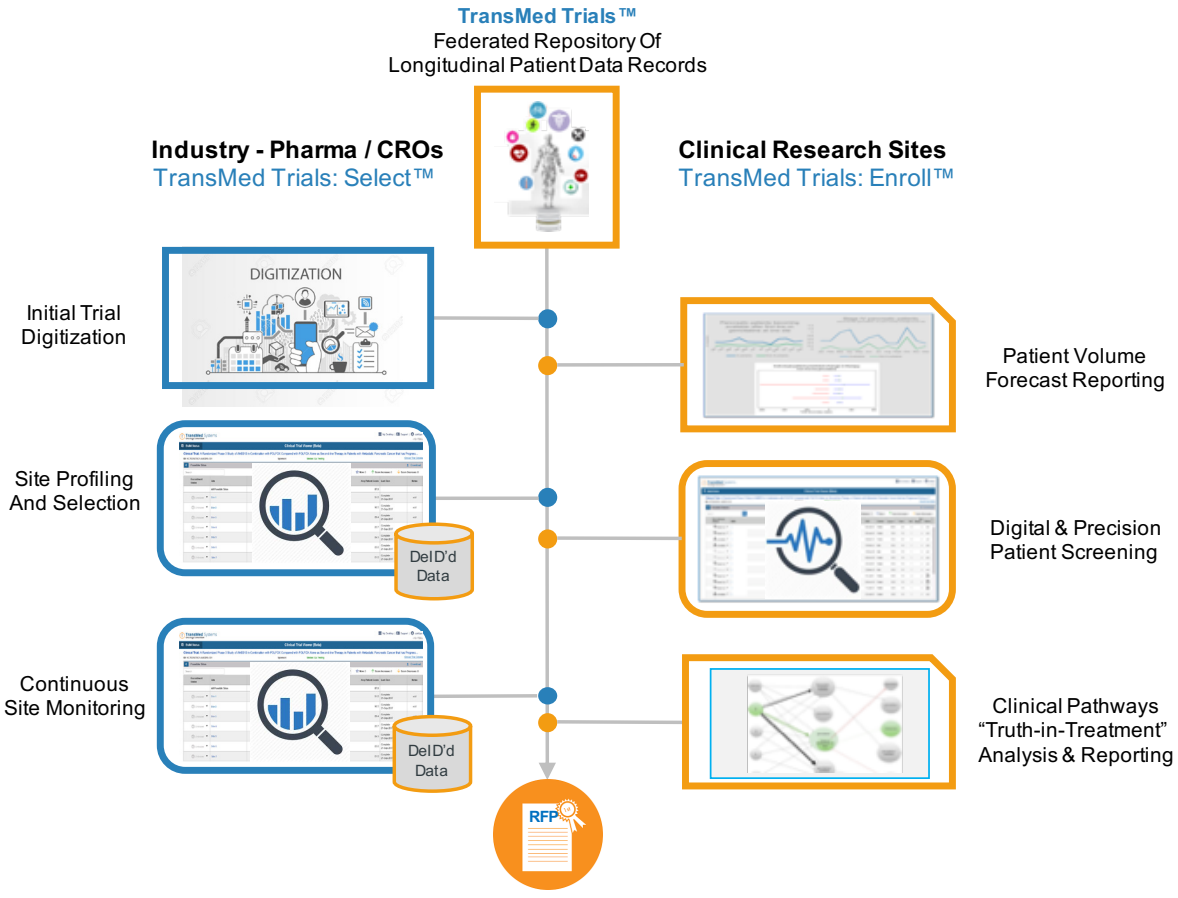


*Figure 3: TransMed Trials: Bid™ Data-Driven Insights And Perspectives For CRO RFP Bid Responses*

Each trial is first digitized by TransMed using our Precision Medicine data platform, including all inclusion/exclusion criteria. Once trials are digitzed, TransMed teams use a robust complement of automated tools to quickly and accurately identify high-potential sites for patient enrollment. Once identified, a TransMed Clinical Engagement Manager (CEM) can initiate an outreach to these sites and perform a technology-assisted pre-screening of potential matching patients for each site. In tandem with the patient pre-screening process, additional site and patient-specific analysis is undertaken.

## Solution Benefits

TransMed Trials: Bid is unique in its ability to provide powerful site and treatment data and analytic results to **CRO Bid Response Teams** to produce more compelling and differentiated bid responses. The resulting benefits are numerous and include the following:

- Quickly identify the number of sites required to carry-out the protocol, including the ability to identify sites with patient populations for indications of interest who are underserved by currently open trials
- More easily identify a trial feasiblity study population based on primary site of disease, histology, molecular diagnostics and prior treatments
- More quickly identify high-potential sites for a study
- Increase RFP bid response efficiency
- Increase accuracy of site forecasting enrollment volume and timelines

## About TransMed Systems, Inc. (www.xbtransmed.com)

TransMed Systems provides Precision Medicine and Clinical Research technology solutions that facilitate the exploration, reporting and analysis of clinical, molecular and healthcare operational data. TransMed unlocks the potential of the healthcare repository by tightly integrating analytics with aggregated data, thus providing sophisticated matching of potential clinical trial patients to complex clinical trials to accelerate patient enrollment. Our solutions are used by clinical research teams in Life Science companies, CROs and oncology service lines in community, health system and academic settings.