Oracle Buys ClearTrial
Adds Leading Cloud-based Clinical Trial Operations and Analytics Applications to the Oracle Health Sciences Suite

April 12, 2012
Oracle is currently reviewing the existing ClearTrial product roadmap and will be providing guidance to customers in accordance with Oracle’s standard product communication policies. Any resulting features and timing of release of such features as determined by Oracle’s review of ClearTrial’s product roadmap are at the sole discretion of Oracle. All product roadmap information, whether communicated by ClearTrial or by Oracle, does not represent a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. It is intended for information purposes only, and may not be incorporated into any contract.

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What We Are Announcing

• **Oracle buys ClearTrial**
  - Adds leading cloud-based clinical trial operations and analytics applications to the Oracle Health Sciences suite
  - The transaction has closed

• **About ClearTrial**
  - Private company founded in 2004 and headquartered in Chicago, Illinois
  - ClearTrial's activity-based costing solutions use embedded intelligence based on deep industry expertise to help life sciences companies manage the rising costs and increasing complexity of bringing new therapies to market
  - Customers include leading biopharmaceutical and medical device companies such as Abbott, Baxter, Merck, AstraZeneca, Genentech, Sanofi, Allergan, Astellas and Takeda

• **Combination is expected to create the most comprehensive closed-loop clinical trial management offering from planning to payment**
  - ClearTrial solutions will become part of the Oracle Health Sciences Cloud: a scalable, secure and regulatory compliant SaaS platform, and the largest dedicated public cloud that addresses health sciences requirements
  - Enables biopharmaceutical, medical device, diagnostics companies and contract research organizations (CROs) to make better decisions on R&D investments, optimize clinical trial design, accelerate planning and reduce costs
The Rising Cost and Complexity of Clinical Trial Management is Driving the Need for New Tools

- Globalization of Trials
- Outsourcing and Collaboration
- Increased Study Protocol Complexity and Data Volumes
- Constricting Budgets

Traditional Approaches are Limited

Spreadsheets
- No institutional memory
- Narrow desktop functionality

Benchmarking Tools
- Lagging indicator of costs
- Generic approach leads to budget overruns

Horizontal Applications
- Requires significant customizations
- High cost of ownership
ClearTrial’s Cloud-based Clinical Trial Operations Products Improve the Return on R&D Capital Investments

**ClearTrial Plan**
- Activity-based costing methodology
- Scenario planning based on real data
- Portfolio and program consolidation

**ClearTrial Source**
- Create RFPs
- Assess proposed CRO staffing
- Negotiate CRO bids

**ClearTrial Track**
- Dashboard for project status tracking
- Accruals, budget tracking and trending
- Change order re-forecasting

- Develops highly accurate budget forecasts
- Accelerates planning timelines
- Provides rapid decision support based on industry-specific algorithms

- Enables better cost control, and faster and more consistent RFP development
- Delivers insight into outsourcing models and make-or-buy decisions

- Provides greater trial visibility with embedded analytics
- Automates accruals tracking process
- Tracks project status and earned value management
- Enables fast and accurate forecast updates
Oracle with ClearTrial is Expected to Provide the Most Advanced and Easy-to-Use Closed-loop Clinical Trial Management Offering

- **Plan**
  - ClearTrial Plan
    - Builds study plans based on actual study activities
    - Forecasts and budget resources, costs, units and timelines

- **Source**
  - ClearTrial Source
    - Optimizes allocation of resources using simulations
    - Consolidates projects on portfolio level
    - Helps negotiate and manage RFPs and contracts

- **Execute**
  - Oracle CTMS, Oracle IRT
    - Designs, codes and randomizes trials
    - Manages clinical trial execution

- **Capture Data**
  - Oracle Inform and OC/RDC, Oracle OutcomeLogix, Oracle LabPas
    - Captures clinical trial data electronically
    - Aggregates and maintains clinical trial data centrally
    - Analyzes clinical trial operations and outcome data

- **Track**
  - ClearTrial Track
    - Tracks project status and accruals
    - Assesses strategy and automatically re-forecasts

- **Pay**
  - Oracle Financials, Oracle PeopleSoft Financials
    - Makes payments from financial systems

= Oracle and ClearTrial capabilities
Oracle Adds ClearTrial to the Oracle Health Sciences Cloud

- The largest scalable, secure and regulatory-compliant Cloud for healthcare and life sciences
- Hosts over 4,000 application instances supporting hundreds of thousands of users, and millions of transactions per day in more than 117 countries
**ClearTrial Technology is Highly Regarded**

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<thead>
<tr>
<th>Source</th>
<th>Quote</th>
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<tr>
<td>Life Science Leader</td>
<td>“…intuitive to use and makes clinical trial forecasting easy and more accurate than I thought possible... I talked to some end users of ClearTrial’s products. <em>The way they speak of the company reminded me of how Apple loyalists speak of their computers — a true love for a product relationship.</em>”</td>
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<tr>
<td>eCliniqua</td>
<td>“ClearTrial helps companies operate ‘tighter to plan’ by giving them activity-level visibility for performance planning and tracking as well as a central, searchable, and accessible repository for all institutional knowledge.”</td>
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<td>ClinPage</td>
<td>“The updated version of ClearTrial software may be a rare example of the pharmaceutical industry leading, not lagging, the rest of the global technology landscape.”</td>
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<td>PharmVoice 100</td>
<td>“ClearTrial was well ahead of the curve in developing solutions to the pressures that are now shaping the industry.”</td>
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ClearTrial Customers Span Health Science Segments and Include 8 of the top 10 Biopharma Companies

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<thead>
<tr>
<th>Segment</th>
<th>Companies</th>
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<tr>
<td>Large Global Companies</td>
<td>Astellas, Codman, Otsuka, Reckitt Benckiser</td>
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<td></td>
<td>Takeda, SANOFI, Genentech, Chorus, AstraZeneca</td>
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<td>Midsize International Companies</td>
<td>Allergan, elan, MedImmune, Santen, VERTEX</td>
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<td>ENDO Pharmaceuticals, Hospira</td>
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<td>Emerging Growth Companies</td>
<td>Ardea Biosciences, Salix, IKARIA, REGENERON</td>
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<td>Cubist, ISIS, Cephalon, Seattle Genetics</td>
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* Customer Information and Logos Provided by ClearTrial
** Company Revenue for CY2011
ClearTrial Provides Customers a Rapid Return on Investment

“ClearTrial software has enhanced our ability to quickly assess the costs associated with multiple development strategies. It has proven to be an effective tool that we can rely on to rapidly estimate project costs and establish guidelines for negotiating contracts with our service providers.”

Vice President, Development Operations - Isis Pharmaceuticals, Inc.

“As the number of studies and the complexity of budgeting increased, ClearTrial is the only software we found that addressed the issues we were attempting to tackle.”

Executive Director of Business Operations, Astellas Pharma Global Development - Life Sciences Leader November 2009

"What [ClearTrial software] allows us to do is run four or five plans right along side each other and say, 'What if we change these options. How will it look?' Those types of analyses are very helpful to management.”

Manager of Drug Development – Lundbeck - ClinPage October 26, 2010
Oracle and ClearTrial
A Compelling Combination

✓ Delivers the most comprehensive closed-loop Clinical Trial Operations capabilities
✓ Enables biopharmaceutical and medical device companies to make significant improvements in their budget planning and forecasting cycles
✓ Streamlines the management of clinical trials across geographies, outsourcers, therapeutic areas and trial phases
✓ Simplifies the entire clinical development process from planning to payment
✓ Provides transparency into trial performance and cost for improved collaboration, decision making and R&D capital management
✓ Cloud-based offering and ease-of-use ensures fast adoption and delivers rapid return on investment

For more information please visit oracle.com/cleartrial