

## Overview and Frequently Asked Questions

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### Overview

#### Oracle Buys ClearTrial

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

On March 29, 2012, Oracle announced that it has agreed to acquire ClearTrial, a leading provider of cloud-based Clinical Trial Operations and analytics products that make the planning, sourcing, and tracking of clinical projects and financial performance faster and more accurate. The transaction has closed.

Biopharmaceutical, medical device and diagnostic companies, as well as contract research organizations (CROs), are faced with the increasing complexity and cost of bringing new therapies to market. Traditional methods of using spreadsheets, generic planning software, and ad hoc planning processes have lead to lengthy planning cycles, inaccurate budgets, and high variances between planned budgets and actual costs. Greater pressure is being placed on clinical trial managers to deliver projects on time and within budget while the trials continue to grow in size and international scope and are executed by outsourcing partners.

The combination of Oracle and ClearTrial is expected to deliver the most comprehensive closed-loop clinical trial management offering from planning to payment. 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 complexities of bringing new therapies to market. Oracle provides integrated clinical development and safety management capabilities that streamline study layout and design, patient data collection and management, clinical study modeling, and full data analysis and reporting. Together, Oracle expects to

enable companies to significantly improve their ability to manage clinical trials across geographies, outsourcers, therapeutic areas, and trial phases resulting in a better return on their R&D capital investments.

Expected benefits for Health Sciences customers include the following:

- Streamlines the entire clinical development process from planning to payment
- Improves and speeds the budget planning and forecasting process
- Provides transparency into trial performance and timelines for improved collaboration, decision making, and R&D capital management
- Delivers a rapid return on investment through easy-to-use cloud-based offering

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## PRODUCT OVERVIEW AND STRATEGY

### What is the rationale for this acquisition?

The process of conducting clinical trials has become increasingly complex, costly, and difficult to coordinate due to geographic diversity and increased outsourcing. Biopharmaceutical, medical device and diagnostics companies, and CROs have expressed the need to improve the management of these trials to reduce cost, speed trial phases, and improve collaboration with hospitals and outsourcing partners. Oracle's comprehensive suite of integrated clinical development and safety management software streamlines study layout and design, patient data collection and management, and clinical study modeling. ClearTrial will add leading budgeting, forecasting, and analytics capabilities that help plan, source, and track clinical projects. With ClearTrial, Oracle expects to deliver the most comprehensive, best-in-class closed-loop clinical trial management offering from planning to payment.

### How does ClearTrial fit into Oracle's Health Sciences strategy?

Oracle's strategy for health sciences is to deliver complete and best-in-class technology that provides specialized capabilities for the life sciences and healthcare industries.

ClearTrial's cloud-based solutions provide the most advanced budgeting, forecasting, and analytic capabilities in the industry and were built specifically for clinical trial management. Together, Oracle and ClearTrial are expected to provide the industry's most comprehensive suite of analytics and KPIs that can be used by clinical trial sponsors and CROs to streamline the planning and execution of clinical trials.

### How will this acquisition impact ClearTrial's product roadmap?

ClearTrial products and cloud-based services are complementary to Oracle's Health Sciences product suite and provide complementary capabilities. Oracle plans to support customers' investments in ClearTrial products, which will become a component of Oracle's Health Sciences industry applications portfolio. Oracle plans to continue to invest in ClearTrial technology and there is no change to existing product plans. Any updates to product plans will be communicated through normal channels.

## CUSTOMERS AND PARTNERS

### What are the benefits of the acquisition for Oracle customers?

Oracle customers are expected to benefit from a broader set of capabilities to support their clinical development processes. ClearTrial develops highly accurate budget forecasts and provides rapid decision support with analytics and proven algorithms for more than 200 therapeutic indications, and data from 90 countries and more than 140 study assumptions. By integrating ClearTrial's best-in-class capabilities with existing solutions from Oracle, customers will be able to make more informed decisions on how to spend their R&D capital and improve the predictability of clinical trial budgeting and execution. Clinical trial operations are expected to be streamlined with a comprehensive set of closed-loop capabilities, from planning to payment.

### Which customers currently use ClearTrial's technology and SaaS applications?

ClearTrial's customers span in size from emerging companies to some of the largest, including eight of the top 10 biopharmaceutical companies. Customers also include medical device companies and contract research organizations (CROs).

### How is the transaction between Oracle and ClearTrial expected to benefit ClearTrial customers?

ClearTrial customers are expected to benefit from Oracle's health sciences industry solutions that support processes that span life sciences and healthcare. The combination of ClearTrial and Oracle technology is expected to result in a more comprehensive offering and better integration of clinical trial operations with clinical development, research discovery and safety management. ClearTrial customers are also expected to benefit from an increase in investment in research and development, and better access and reach through Oracle's global support and services organizations.

### How is the transaction expected to benefit partners?

ClearTrial solutions are expected to become a part of Oracle's Health Sciences Cloud-based solutions. This will give partners the opportunity to broaden their offerings to life sciences and healthcare customers. Oracle partners are expected to benefit from improved access, support, and training for ClearTrial products and

solutions. Partners are expected to benefit from the complementary solutions that provide an opportunity to increase business value and improve the clinical trial management process through a modern and integrated, cloud-based solution.

## **BUSINESS CONTINUITY**

### **Can I still purchase ClearTrial products?**

Yes. ClearTrial products continue to be available from ClearTrial. Please contact your existing ClearTrial sales representative to assist you, or visit <http://www.cleartrial.com/> for contact information.

### **Should ClearTrial customers continue to call ClearTrial sales and customer support?**

Yes. ClearTrial customers should continue to use existing ClearTrial contacts for support, professional services, and sales to address immediate and ongoing needs. We will communicate all changes and transitions well in advance through these familiar channels.

### **How is this acquisition expected to impact any existing project, deployment, or services engagements?**

This transaction is not expected to impact any existing project, deployment, or services engagements.

### **Will training on ClearTrial products continue?**

Yes. We plan to combine ClearTrial's education program with Oracle University. We want to ensure that our customers' software provides the best possible service for their organizations, and we know excellent training is critical to reach that goal.

### **How does Oracle plan to maintain ClearTrial's industry and domain expertise?**

ClearTrial management and employees are expected to join the Oracle Health Sciences Global Business Unit. The acquisition of ClearTrial demonstrates Oracle's long-term commitment to investing in industry-specific solutions that benefit the healthcare and life sciences industries. The Oracle Health Sciences Global Business Unit currently has over 1,700 dedicated industry experts focused on developing industry-specific technology and servicing life sciences and healthcare customers. ClearTrial employees will bring additional industry, product, and services knowledge and expertise and are a part of Oracle's plans to continue to grow Oracle's Health Sciences business.

### **How will Oracle provide for a smooth integration of the two companies?**

Oracle is experienced with integrating companies quickly and efficiently. Oracle is focused on customer and partner satisfaction and plans to provide a smooth transition that minimizes customer and partner disruption. Oracle will provide dedicated personnel from key functional areas for the ClearTrial integration and utilize proven templates and processes for repeatable success in integration. We will communicate regularly throughout this process to keep our customers, partners, and employees well informed.

### **When is the acquisition expected to close?**

The transaction closed on April 12, 2012.

### **Where can I find out more information about the proposed Oracle and ClearTrial combination?**

For more information, please visit [oracle.com/cleartrial](http://oracle.com/cleartrial).

#### **Cautionary Statement Regarding Forward-Looking Statements**

This document contains certain forward-looking statements about Oracle and ClearTrial, including statements that involve risks and uncertainties concerning Oracle's acquisition of ClearTrial, anticipated customer benefits and general business outlook. When used in this document, the words "anticipates", "can", "will", "look forward to", "expected" and similar expressions and any other statements that are not historical facts are intended to identify those assertions as forward-looking statements. Any such statement may be influenced by a variety of factors, many of which are beyond the control of Oracle or ClearTrial that could cause actual outcomes and results to be materially different from those projected, described, expressed or implied in this document due to a number of risks and uncertainties. Potential risks and uncertainties include, among others, the possibility that anticipated synergies of the combined companies may not be achieved, the combined operations may not be successfully integrated in a timely manner, if at all, general economic conditions in regions in which either company does business, and the possibility that Oracle or ClearTrial may be adversely affected by other economic, business, and/or competitive factors. Accordingly, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what impact they will have on the results of operations or financial condition of Oracle or ClearTrial. You are cautioned to not place undue reliance on forward-looking statements, which speak only as of the date of this document. Neither Oracle nor ClearTrial is under any duty to update any of the information in this document.