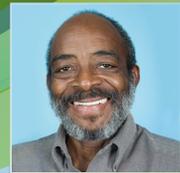




**When you can't afford
a delay in patient enrollment...**



**only Acurian can deliver the patients you need,
when and where you need them**

When you can't afford a delay in patient enrollment, you can't afford NOT to use Acurian

Especially when you compare these costs...

- ✓ Missed key milestones
- ✓ Delayed time to market
- ✓ Adding more sites, countries
- ✓ Time and money wasted on novice recruitment suppliers

...to the value of Acurian

- ✓ The patients you need, when and where you need them
- ✓ Fewer sites, more patients per site
- ✓ Faster on-time enrollment
- ✓ Results-based pricing that is often less than adding sites or time

A world-class company

A world of specialized services and unmatched support

For nearly 20 years, Acurian has been honing its craft. Today, we're the global leader and industry specialist consistently giving clinical trial managers more randomized patients per site, and faster enrollment delivered with greater cost-efficiency. Our comprehensive offerings help sponsors efficiently enroll the patients they need, when and where they are needed.

Patient Enrollment Services

Enrollment Feasibility

The catalyst behind enrollment certainty is our detailed, protocol-specific feasibility process. We accurately determine how many patients we will provide and when. Our analyses leverage these key Acurian assets:

- Proprietary database of over 17 million previously screened patients
- Proprietary database of over 100 million households
- PatientPulse Platform - Quantitative/qualitative input from actual patients via large surveys, 1:1 interviews, and our patient advisory board
- Third-party disease metrics
- Historical site performance metrics

Marketing Campaigns Paired with Enrollment Feasibility

Beyond our 100 million household database, we leverage a wide array of online and offline direct marketing techniques – from Snapchat to Pinterest – ensuring we can deliver the volume of randomized patients our customers need to complete enrollment. Following are more innovative approaches used to target consumers across disease areas and geographies:

- ThunderclapSM: Social media tool to “amplify” a message across multiple media platforms. Holds shares/likes/etc. of information until reaching critical mass; then releasing all of the shares/likes/etc. at once, creating a larger “event”
- Augmented Reality: Similar to virtual reality, it uses computer-generated visual/audio content to interact with everyday items
- Cross-Device Tracking: Tracks and targets individuals as they use multiple devices
- Social Listening: Follows social media for market research or outreach purposes
- Programmatic Advertising: Automated media buying defining key metrics, audiences, and targeting constructs



ForSite: Acurian's Global Site Support Program

ForSite is a member-only group of over 1,200 research sites. These sites receive extra support from Acurian, including fair market value reimbursement for their work in processing our referrals. We routinely onboard new sites to ensure that we have a high percentage of ForSite sites on current projects.

Accountability: Results-based Pricing

Acurian is the only company offering true results-based pricing across North America, the EMEA, Australia, and New Zealand. This means that a sponsor can buy global recruitment services from Acurian on a per-patient basis.

Patient Retention/Engagement Services

From One Very Engaged Provider

Our unique offering leverages a centralized technology platform: Retention Manager™ (RM); ensuring no patient is left behind. RM features a pre-programmed, protocol-intelligent design combining patient visit schedules, key trial design variables, and patient population dynamics.

The result is a solution focused on early and sustained patient engagement, blending traditional and technology-driven tactics appealing to patients, caregivers, and site staff, and backed by the industry's most comprehensive tracking.

In the following case studies, Acurian used IMS CRO CostPro® analyses to demonstrate that not only did we get patient enrollment back on track quickly, but as a replacement cost for other options, Acurian was significantly more cost-efficient.

Acurian Saved Sponsor \$12 Million and 10 Months of Enrollment Time for a Critical Asthma Program

This class of drug has developed into a race-to-approval scenario with the first-to-market product most likely garnering the lion's share of revenue. The sponsor had to do whatever it took to keep enrollment on track and file a BLA as quickly as possible.

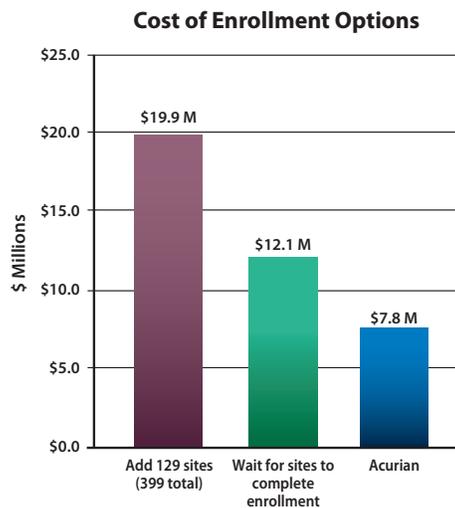
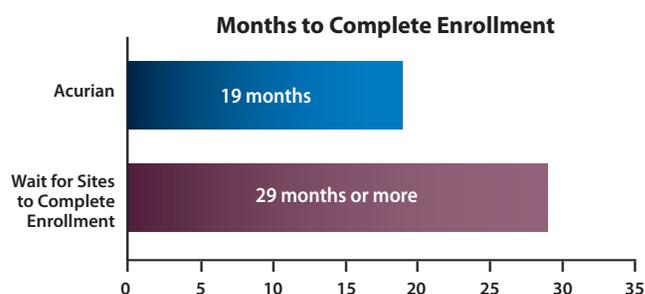
Realizing that this would be a difficult patient population to enroll, the clinical trial team hired Acurian to provide enrollment support to US sites from the beginning of the program.

Based on the enrollment rate of in-practice patients, it would have taken at least 29 months for sites to complete enrollment – a significant delay that was unacceptable in this tight race to market.

Acurian delivered 32% of total US randomizations, saving at least 10 months of enrollment time.

The Cost-Efficiency of Acurian

As a replacement cost for other options, Acurian enrollment of 120 patients cost \$12.1 million less than adding sites, and \$4.3 million less than waiting for sites to complete enrollment.

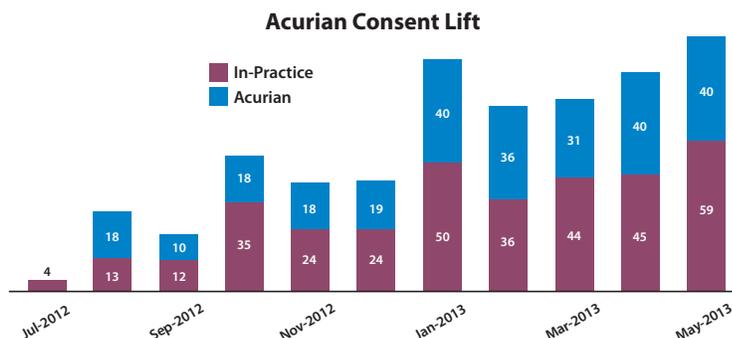


With Acurian's Help, a Crucial Crohn's Disease Study Completes Enrollment 60% Faster

This mid-sized biopharmaceutical company's growth strategy relies on the development of novel immunotherapy agents. One of its biologics carried the potential to treat a range of autoimmune diseases, including Crohn's disease or CD. The sponsor believed this agent could fill a substantial, unmet need for CD patients: more effective maintenance therapies that are also safe for long-term use.

The clinical team hired Acurian proactively to provide central patient recruitment support for 65 sites and deliver 125 consents.

Because of the significant contribution that Acurian was making to enrollment, and to counter unanticipated challenges, the clinical trial team asked us to increase our delivery of consents (up to) 280.



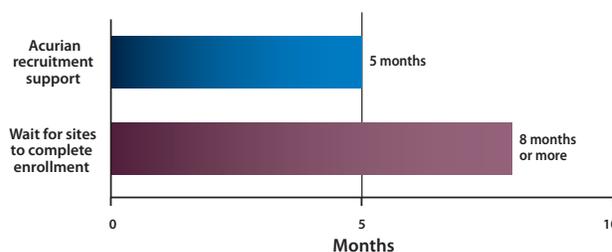
Because Acurian increased site productivity by 49%, enrollment was completed 60% faster compared to how sites alone would have performed.

Campaign Results

Acurian delivered as promised:

- We contributed 271 consented patients and 82 randomized patients.
- We delivered 34% of the total enrollment goal.

Time to Complete Enrollment



WHEN YOU CAN'T AFFORD A DELAY IN PATIENT ENROLLMENT

Acurian, Inc. is the leading full-service provider of global patient enrollment and retention solutions for the life sciences industry. For the past 20 years, our unique patient-first approach has provided sponsors with enrollment certainty by delivering the patients they need, when and where they need them.

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