



New Technologies at Sharp Clinical

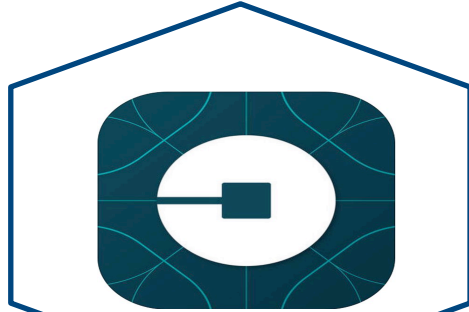
How can Sharp support you in facing the challenges in a New Clinical Trial World

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Disruptive business innovations



The world's largest taxi company, owns **no vehicles**



The world's largest accommodation provider, owns **no real estate**



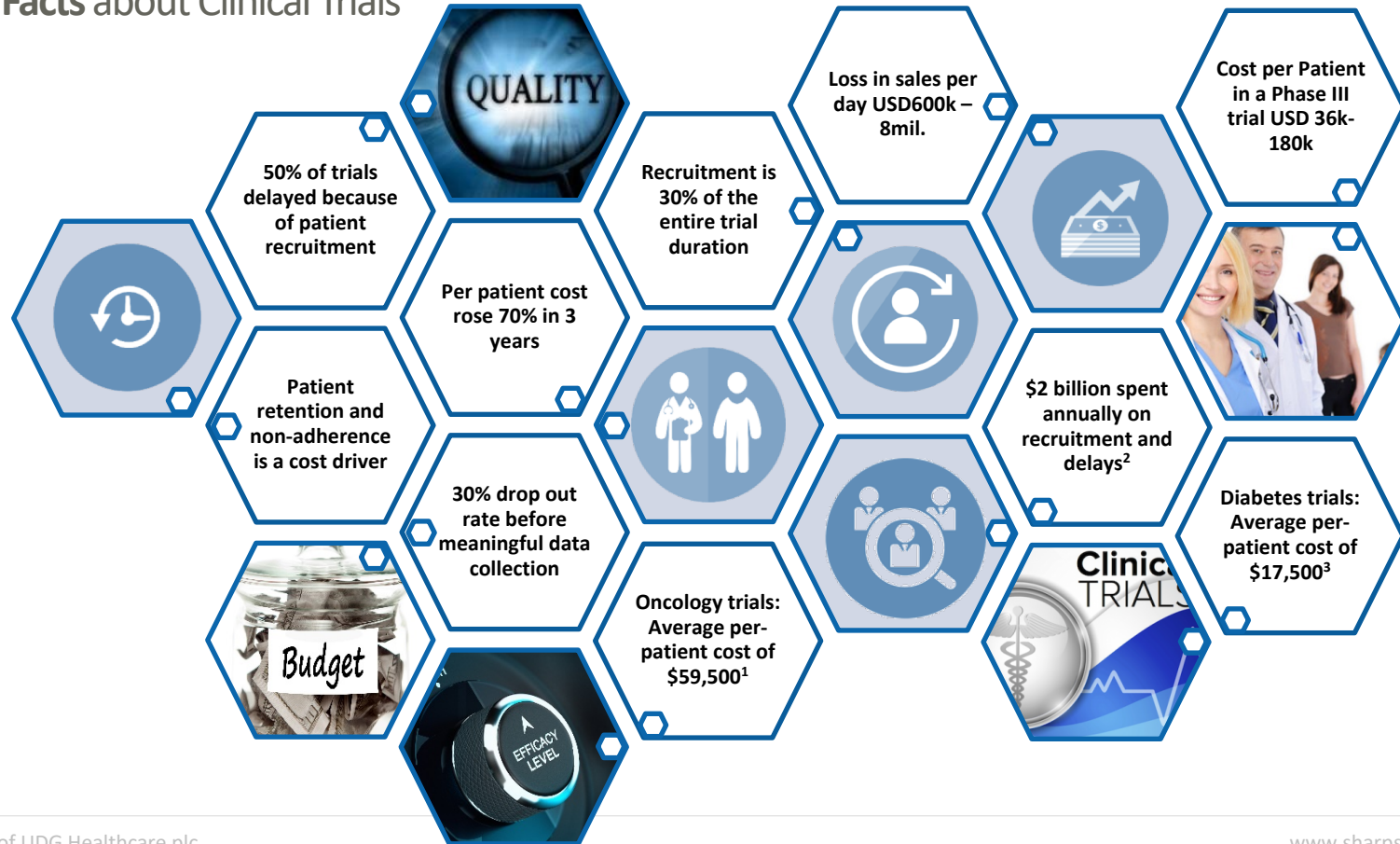
The world's fastest clinical trials in the world without sites...



ACCORDING TO EXPERTS:

In three years' time, patients will primarily participate in clinical trials virtually from home and sponsors will proactively recruit subjects

Some **Facts** about Clinical Trials



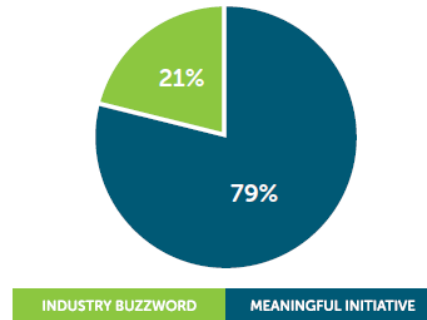
Patient Centricity – more than a “buzzword”?



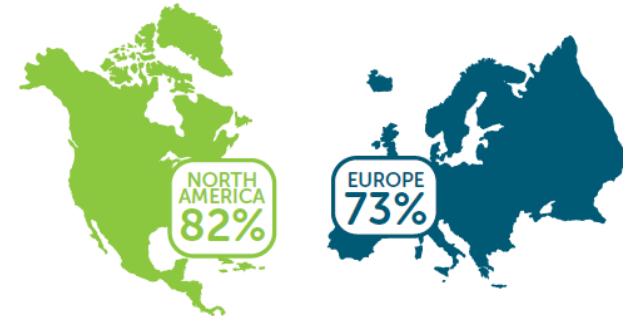
- Patient adherence
- Smart Packaging and Devices – RFID, Near field communication, mobile devices
- Virtual Trials – remote/site-less trials
- Direct to Patient Services
- eLabel – electronic paper display, remote expiry date up-date
- Data & Analytics



Patient-centricity: Is it a meaningful set of initiatives or just an industry buzzword?



HOW IMPORTANT IS IT THAT YOUR COMPANY EMBRACE PATIENT-CENTRICITY?
(RESPONDENTS WHO ANSWERED “EXTREMELY IMPORTANT” OR “VERY IMPORTANT”)



Average ratings from 1 (lowest) to 10 (highest)

How important is it that your company embraces patient-centricity?

8.32

How well does your company implement patient-centricity?

6.73

How well does the industry as a whole use patient-centricity?

4.97

Results from a real trial



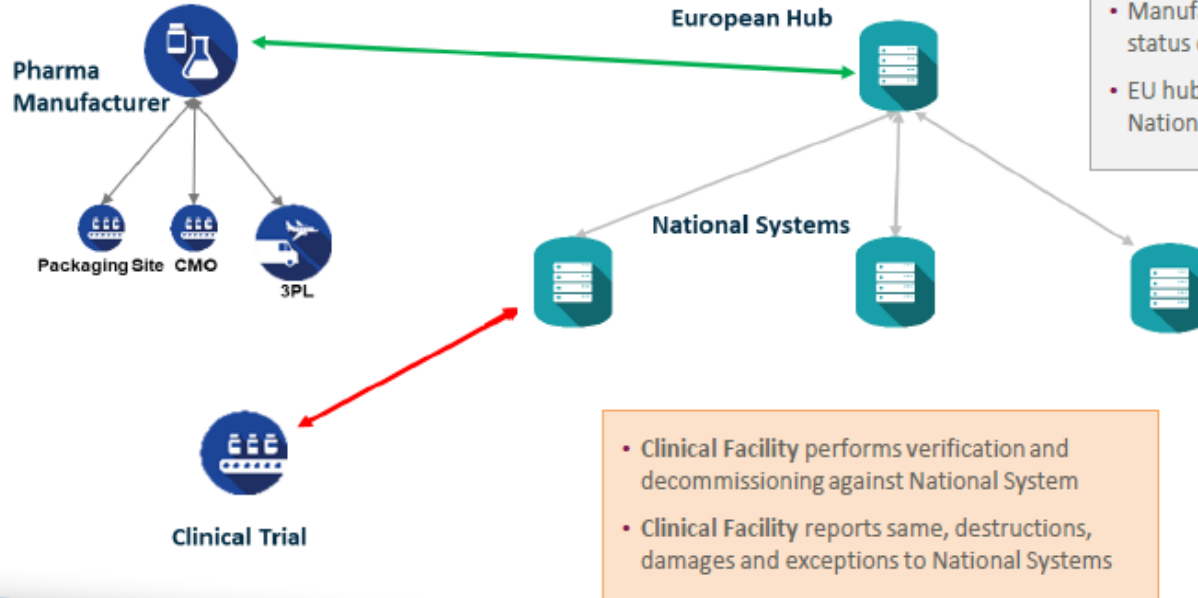
STREAMLINING DIABETES RESEARCH WITH A REMOTE STUDY MODEL

A remote method of capturing self-reported blood glucose measurements enabled a clinical study to be conducted with no site visits, resulting in:

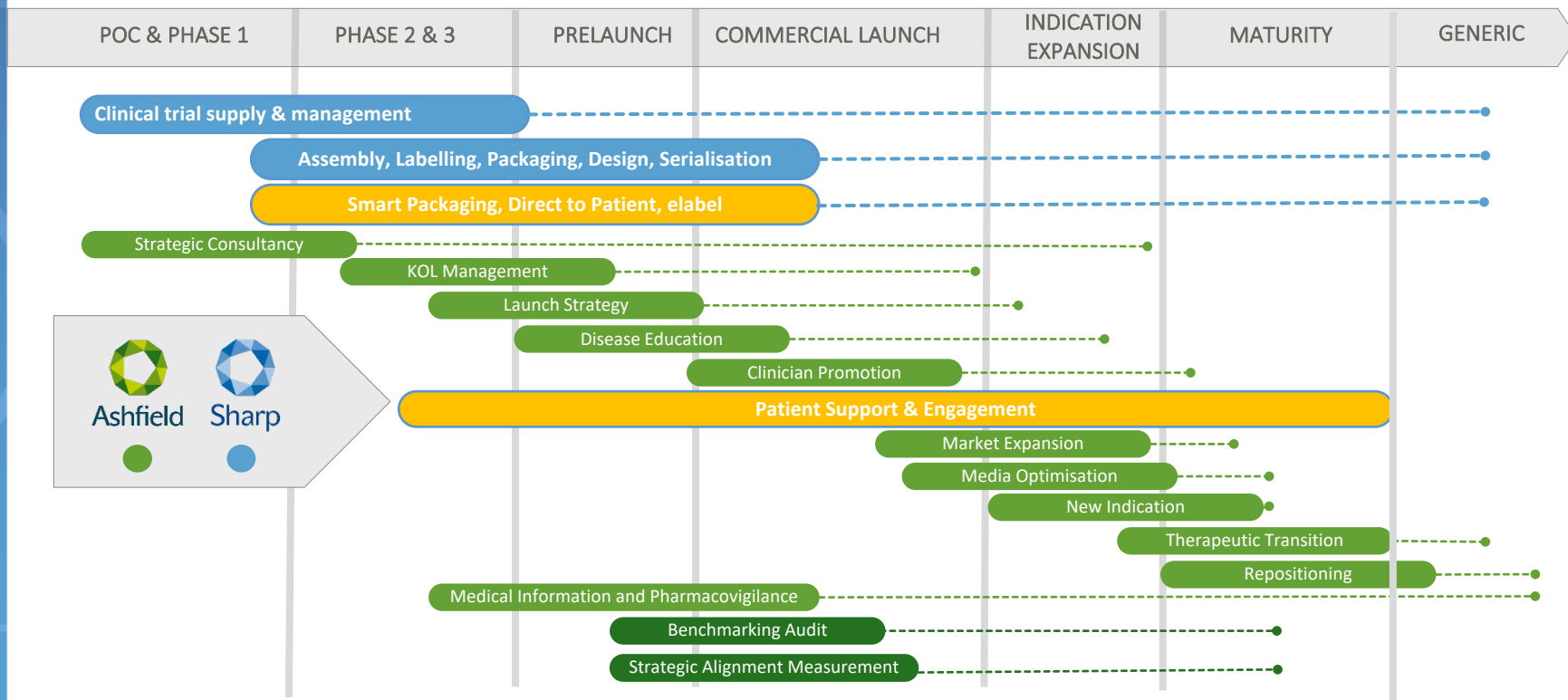
- a **200% efficiency gain** at the site level
- an **18% increase in patient compliance**
- exceptionally **high patient satisfaction ratings**



EU Serialisation: Reporting and Verification for Clinical Trials



Leveraging our UDG group capabilities and vendor services





Clinical

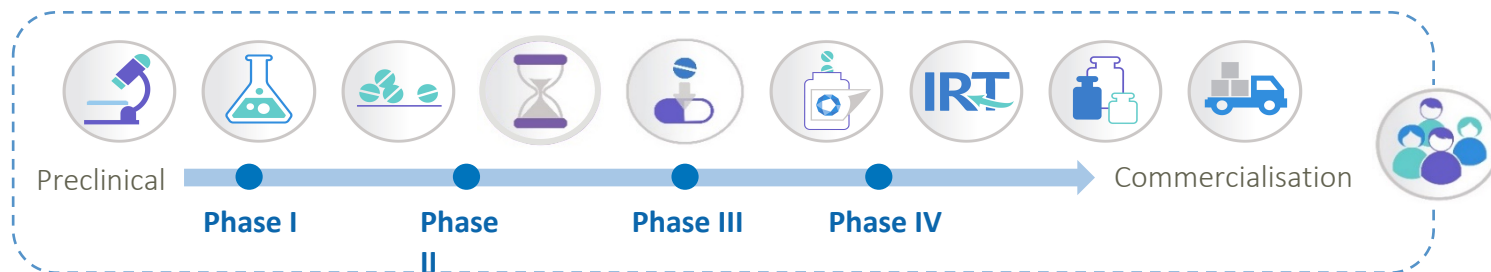


- Pre-Clinical through to commercialisation
- Formulation development
- Analytical research
- Stability studies
- Clinical manufacturing & packaging
- QP Services
- Interactive Response Technology (IRT)
- Storage & Distribution
- Direct to Patient and Homecare Services
- Return & Destruction Strategies



Clinical Services Value Proposition

“Through integrated technology and end-to-end services we enable our customers to reduce the time, cost & complexity of conducting clinical trials”



Sharp Clinical Services – What we do



Value Proposition along the Clinical supply Chain



- Identifying trends in clinical trial and developing a patient centric service offering
- Working closely with UDG group companies to develop integrated end-to-end solutions
- Enabling our clients to make their trials more efficient
- Allowing the patient to participate and adhere in a comfortable way in your clinical trial

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Thank You