



Newsletter  
March 2018



Clinerion has a new CEO! Ian Rentsch will hit the ground running on April 1st, 2018.

We are thrilled to welcome Ian Rentsch as our new CEO!

Ian brings more than 22 years of international experience in multinational pharmaceutical companies as well as in small/niche and global CROs. He joined the former Quintiles – now IQVIA – in 2012, as Head of Latin America Sales, and relocated to Europe to lead the Emerging Biopharma Segment in EMEA as Regional Head. Most recently, he took on the role of Global Demand and Business Operations Head of an E2E Strategic Alliance.

Taking on leadership of Clinerion, Ian aims to solve the main industry challenge by bridging the divide between patients, sites, and drug developers. "Patients often lack access to clinical trials. Investigational sites struggle to identify the right patients and meet enrollment projections. Biopharma/CROs need to speed up the time-to-market, overcome study delays and leverage real-world and real-time data from real patients. Clinerion brings all three together on its technology platform," he says.

"It's an opportune time in the life sciences industry for a company like Clinerion. The company's focus on electronic health data and innovative technologies allows it to reimagine how clinical research is conducted and how sites and patient communities around the world become engaged. A new era is coming and a data-driven approach illuminates the way to a promising future for human health."

[You can read more about Ian Rentsch here >](#)



Fierce Biotech dug a bit deeper into this announcement:

## Ex-IQVIA executive takes the reins at patient recruitment specialist Clinerion

[Read the article here >](#)

Ian will tell you his plans for Clinerion in his own words in the next newsletter. In this edition, we are pleased to have Board Member and outgoing CEO Ulf Claesson say a few words:



Dear Clinerion community,

It is with the greatest pleasure and confidence that I hand over the Clinerion CEO "baton" to Ian Rentsch.

I have had the privilege to build a fantastic team, develop fantastic technology, collaborate with fantastic partners and customers, and work with very loyal shareholders. As a die-hard IT guy, I was given the liberty to break the mold and apply disruptive internet business models to a new industry. An industry I didn't really know before, but we added team members with pharma, healthcare and clinical backgrounds very early on and they have guided us to the position Clinerion is in today: access to a data pool of soon-to-be 200M patient lives; and a system which, in its 4th generation since 2014, meets all patient privacy and data security demands out there ... and does it in real-time! We have been able to build services that help our industrial partners – who are the ones who "make" the market – much more efficient.

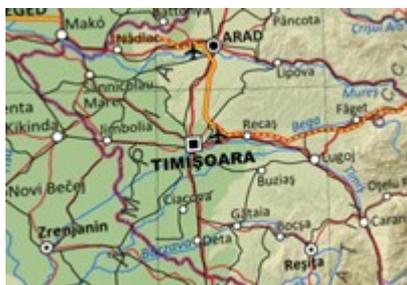
It's been quite a ride – and an extremely rewarding one! Now, it's time for a star who comes out of the industry to take over!

As a shareholder and Clinerion Board Director, I will continue to drive strategic partnerships and work together with our CTO to ensure that we stay at the leading edge of technology.

I wish you all well!

UC

## Clinerion News



### Expansion in Romania

The Children's Emergency Hospital "Louis Turcanu" expands Clinerion's PRS hospitals network into Romania.

The Children's Emergency Hospital "Louis Turcanu" brings over 90,000 patients in the Timișoara area to the PRS network of hospitals, expanding Clinerion's global footprint into Romania.

[Find out more, here >](#)

## Clinerion In The News



Outsourcing Pharma did a report on the recent launch event for our new patient mapping service collaboration with HealthCarePoint during SCOPE 2018:

Clinerion joins BlueCloud: "Data is becoming the new oil" (Outsourcing Pharma)

[Read the article here >](#)

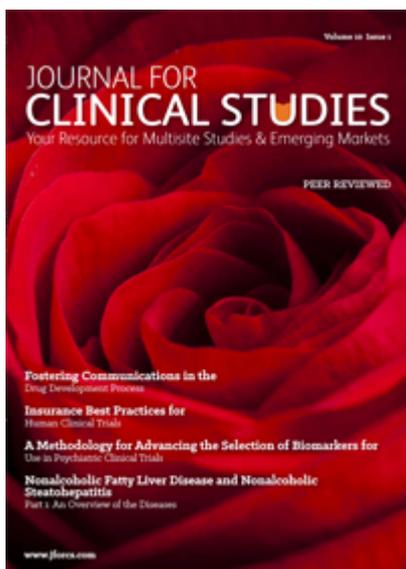
### News from Armenia:

Next step: Armenia! We're joining FMD K & L Europe and Sylex in pushing clinical research in Armenia!



More news to come on this, but for now, you can [find out more, here >](#)

## Telling Our Story



### The Challenges and Benefits of Integrating Electronic Medical Record Data into Observational Studies (Journal for Clinical Studies)

Publication date: February 05, 2018

We wrote an article with our partner, Cisiv, for the Journal for Clinical Studies, on the new technologies underpinning EHR-EDC functionality ...

"The integration of solutions for querying patient electronic health records with electronic data capture (EDC) technologies generates more comprehensive data for real-world evidence, creating new efficiencies and improving data quality."

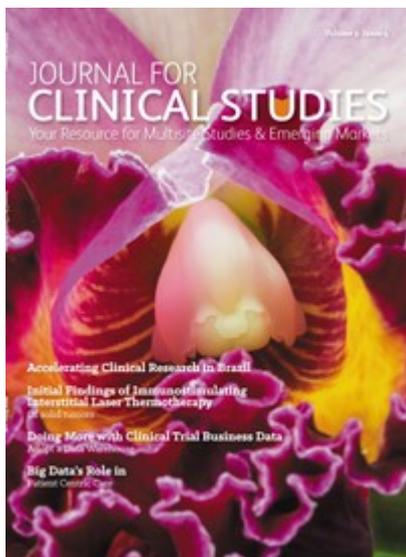
[Read our article in the "Journal for Clinical Studies" >](#)  
[Read the announcement on our partnership with Cisiv from July last year >](#)

### Accelerating Clinical Research in Brazil (Journal for Clinical Studies)

Publication date: August 8, 2017.

Brazil punches under its weight class for clinical research. In our article for the Journal for Clinical Studies, we outline developments promising the acceleration of clinical research in Brazil ...

"Clinical research is underdeveloped in Brazil, although the country has the requisite expertise and infrastructure. We examine the situation and trends in South America and Brazil. In particular, we look at two developments which promise the acceleration of clinical



research in Brazil. First, the approval in the Senate of the PLS 200 law, which gives a framework for making clinical trials approvals more efficient. Second, the initiatives for digitisation of health data, which permit the use of new patient data analytics technologies."

[Read our article in the "Journal for Clinical Studies" >](#)

## Supporting our Network of Partner Hospitals

Recently, we ran two events in Turkey in support of our network of partner hospitals there:



Webinar:

### Researcher Payments In Clinical Trials and New Opportunities Coming With The R&D Law

Clinerion is committed to track and find groundbreaking solutions for challenges in the clinical research environment. We have established a new webinar series to leverage the knowledge and experience which we have gained from our partners and activities. Our first webinar in this series, on February 21st, was on the topic of research payments in clinical trials in scope of the new Research and Development Incentives Act. We invited experts to pass on their expertise in this field to raise awareness and evaluate the issues. We discussed the regulation changes and the current practices of the universities with our participants. An extensive report about our discussions during the webinar is in preparation.

Training Seminar:

### Good Clinical Practice and Clinical Research

Clinerion organized this training seminar on March 17th in collaboration with Istanbul Mehmet Akif Ersoy Cardiovascular Surgery Training Hospital (IMAEH),



Istanbul University Medical Faculty Pharmacology Department and IQVIA Turkey.

The seminar had the aim of improving the clinical research infrastructure in the hospital and had 80 participants, from hospitals, pharmaceutical companies and CROs. The training ended with an exam and certification for the successful participants. The certifications are approved by the Ministry of Health, and can therefore be used in appropriate applications. 68 participants successfully received certifications and one participant received a participation certificate.

[Read more about the event >](#)



## Clinerion Events



### Next up ...

See which conferences we'll be attending next, on our [Events page >](#)

If you'd like to meet us at one of these conferences, [contact us to make an appointment >](#)



This email was sent to levin.chin@clinerion.com. Click [here](#) to unsubscribe