

# TRUSTED BY BIOTECH<sup>®</sup>

90% of Medpace's clients are small to medium-sized biopharma companies.  
We understand the unique challenges because we've been partnering  
with emerging biotechs since our inception in 1992.

M E D P  A C E

**BIOTECH COMPANIES ARE THE TRAILBLAZERS OF THE DRUG DEVELOPMENT INDUSTRY. OFTEN WORKING ON NOVEL TREATMENTS FOR EMERGING DISEASES WITH INNOVATIVE SCIENCE, BIOTECHS PUSH THE BOUNDARIES OF CLINICAL RESEARCH EVERY DAY.**

**A CRO TRUSTED BY BIOTECH**

Medpace’s primary client is the small to mid-size biopharma company who is looking to partner under a full-service model where our medical, regulatory and operational expertise can help accelerate development. We understand the unique challenges facing biotechs. Our culture and our operating structure are purposely designed to accommodate efficient partnering, important for emerging biotechs with limited resources and sometimes limited experience.

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## FULL-SERVICE VERSUS FUNCTIONAL

For small to mid-sized biotechs, choosing a partner who is a full-service provider versus a functional provider can increase the probability of success. The more partners involved, the higher the chance for conflicts in the drug development process. This can impact costs and milestone success.



*"When we can fully engage with our medical, regulatory and operational teams and work under our SOPs, we can perform at the highest levels to deliver quality results in the most timely and efficient manner. Competence and empowerment to coordinate all services under one roof provides an accountable, seamless, integrated and efficient platform - increasing quality and speed while significantly reducing a Sponsor's need for duplicate management oversight."*

**August Troendle, MD**

*Medpace Founder and CEO since 1992*

Over our 30 year history, Medpace has steadfastly held to a model of providing full-service clinical development services. This model is best suited for biotechs looking for a true partner and we know from our long-standing relationships that the full-service outsourcing model ultimately delivers higher quality results.



## SOLUTION-ORIENTED PROJECT TEAMS

In a continuously changing and challenging industry, flexibility and problem solving are critical. Medpace's ability to adapt to unexpected problems and a streamlined decision-making structure helps keep clinical development on track.



*"We have the culture and the organizational structure to quickly address unexpected issues. It is very important not to desperately stick to the path you're on, but to think of alternative scenarios in case things don't work out the way they were planned. Our teams are constantly working through proactive contingency plans and even backup plans for the backup plan. Medpace's foundation in the medical sciences, our sense of responsibility and ownership, and our spirit of partnership keep us moving forward to reach milestones."*

**Reinilde Heyrman, MD**

*Chief Medical Officer, Medical Department at Medpace*

Medpace projects teams are structured to balance disciplined execution with empowered action. For example, the project management team is structured to focus on study milestones rather than revenue generation, ensuring they are fully engaged with your study. Importantly, therapeutic and regulatory experts are embedded in the teams to provide guidance along the way and to ensure the study does not go off track.



## AN EXTENSION OF YOUR TEAM

Emerging biotechs often lack the full-scope of resources necessary to take compounds through all stages of drug development and on to approval. Medpace's depth of medical, regulatory, and operational expertise - as well as wholly-owned, integrated labs and imaging - provides the resources and services that enrich and strengthen your team.

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***Drug development is multi-factorial; it requires expertise in a number of focus areas, including chemistry, nonclinical, clinical, and regulatory. As such, smaller companies without these resources are challenged to develop and adhere to a strategy that is developed with an end goal in mind—one that will allow for marketing in the desired patient population, for the desired indication, at the desired dosing regimen.***

***Medpace can truly streamline development because of our full breadth of services and collaborative model; we offer a full partnership rather than an 'extra set of hands'***

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Medpace works collaboratively and seamlessly with your team to execute clinical studies at the highest level of quality. Our comprehensive services and industry relationships help to ensure we can provide the best resources and guidance to efficiently execute your studies.



## RIGHT-SIZED FOR RESPONSIVENESS

Selecting the right CRO partner is one of the most critical decisions a biotech makes. As a mid-sized CRO with global capabilities, Medpace is big enough to manage challenging trials of all sizes, yet small enough to give you the attention and focus demanded by your stakeholders.



*"Find a partner who will not deprioritize you because of your small size or limited immediate pipeline. At Medpace, we form collaborative relationships and our teams are invested in the science of your products as much as you are. At the same time, we are large enough to conduct complex trials globally, yet small enough to maintain a higher level of commitment."*

**Andrew Masih**

*Vice President, Clinical Trial Management  
at Medpace*

Biotechs are confronted with an ever-changing slate of top priorities. The ability to fully rely on your CRO to execute studies almost independently allows you to focus on other issues. At Medpace we build our relationships on a foundation of trust and we share the same commitment to your compound that you do.



## EXPERIENCED EXECUTION

Challenging science coupled with complex regulatory frameworks require an experienced CRO. Selecting the appropriate partner with drug development expertise and regulatory experience is crucial to ensure robust study designs and to facilitate efficient clinical trial execution, as well as impactful agency and site interactions, and regulatory submissions. It is critical to have advanced knowledge of the disease, endpoints, sites, patient access and so on.



*"We only work where we are confident that we can truly add value. All of our executions start in the medical science. We bring with us a sense of responsibility and ownership, and we really want to be the right partner, the seamless extension of the sponsor team, to help them get this new therapeutic modality to market."*

**Reinilde Heyrman, MD**

*Chief Medical Officer, Medical Department at Medpace*

As drug development continues to become more complex with advances in immuno-therapies, gene and cell therapies, and microbiome therapeutics as examples, experience in these challenging approaches is critical. Medpace can apply its medical and regulatory foundation across therapeutic areas and diseases, rare diseases and orphan indications, as well as leading technologies and platforms to optimize your study. This "cross-pollination" of expertise allows us to apply our experience and relationships to an extensive range of diseases.



## INTEGRATED CENTRAL LABS EXPERTISE

We understand that our Sponsor's R&D pipelines are founded on innovation and science. We appreciate that the nature of these projects are highly technical and require the experience, reputation, and therapeutic knowledge of expert scientists.



*"In an increasingly complex drug development environment, direct access to scientific expertise is indispensable. At Medpace, our scientists are embedded in your projects. They go well beyond just executing to specs—they work directly with your team to map out the best course of action. This drives quality and avoids missteps that could cost you time and money. This direct accessibility is rare in other central labs. It is just one way our people make the complex seamless."*

**Traci Turner MD, MT(ASCP)**

*Vice President of MRL & MARC at Medpace*

At Medpace, we have assembled a fully integrated scientific, technical, and operational team to execute projects seamlessly. We build one-on-one relationships and focus on communication. Among our Sponsors, we are known for delivering a remarkably high level of personal attention. Other labs are simply executing and not asking the right questions or fully engaging in study requirements. In other words, it's more than just collecting data. It's about collecting the right data to benefit the goals of Sponsors.



## ABOUT MEDPACE

Medpace is a scientifically-driven, global, full-service clinical contract research organization (CRO) providing Phase I-IV clinical development services to the biotechnology, pharmaceutical and medical device industries. Medpace's mission is to accelerate the global development of safe and effective medical therapeutics through its high-science and disciplined operating approach that leverages local regulatory and deep therapeutic expertise across all major areas including oncology, cardiology, metabolic disease, endocrinology, central nervous system and anti-viral and anti-infective.

## MEDPACE AT A GLANCE

- Top 10 CRO
- Public Company - MEDP
- 30-year history
- Scientific reputation and relationships
- 5,400 employees in 40 countries
- 32 offices globally; strong presence in the US, Europe, and Japan/Asia-Pac
- Submissions in over 60 countries
- 4 CAP-Accredited Central Labs
- Bioanalytical Lab (small and large molecule)
- Core Imaging and ECG Core Lab
- Phase 1 Unit
- Renowned regulatory affairs (ATMP/gene-cell therapies/GMO)
- One-of-a-kind research campus



The background features a large white circle centered on a dark blue field. This white circle is surrounded by several concentric rings of varying shades of blue. Scattered throughout the white circle and the surrounding blue areas are numerous small, stylized molecular or network icons. These icons consist of small circles (nodes) connected by thin lines (edges), some appearing as single nodes and others as pairs or small clusters.

**WE CAN'T SIMPLIFY  
CLINICAL DEVELOPMENT –  
BUT WE CAN EXECUTE  
IT SEAMLESSLY.**

MEDPACE