

### Volume 8, Issue 11

#### November 2010 Newsletter



CTI Clinical Trial and Consulting Services named "Best Places to Work" in Greater Cincinnati for Second Consecutive Year

## Upcoming Medical Meetings CTI will be Attending ...

CTI will have a significant presence at upcoming medical meetings over the next few months.

#### ASH 2010

Orlando, Fl December 4<sup>th</sup>-7<sup>th</sup>

If you are interested in scheduling a meeting with CTI at one of these events, please contact Nick Schatzman at 513-598-9290 or via email at nschatzman@ctifacts.com

Quick Links...

# Why is CTI Different?

When choosing a Contract Research Organization, Sponsors focus on several areas. These areas include **personnel**, **systems**, **processes**, **therapeutic expertise and demonstrated ability to deliver**. Below is how CTI differentiates itself from our competition in those areas.

## Personnel:

#### ATTRIBUTES / CHARACTERISTICS

- ✓ Experience in Research
- Experience in Therapeutic Area
- Low Staff Turnover
- Relationships in the Field
- ✓ Staff Connectivity

## Systems:

#### ATTRIBUTES / CHARACTERISTICS

- ✓ Validated Oracle Clinical for Data Management
- ✓ Validated Oracle AERS for Adverse Event Reporting
- ✓ Siebel Clinical (Oracle product) for Trial Management
- ✓ SAS for statistical programming

#### WHAT MAKES CTI DIFFERENT?

- > 14 years average experience
- Many staff are former Transplant Study Coordinators; Critical Care Nurses; etc.
- Site continuity; same sites over and over again
- Each CRA has Laptop and Blackberry
- Senior Management accessible to Personnel and involved on Studies

### WHAT MAKES CTI DIFFERENT?

A single software solution such as Oracle leads to fully integrated overall trial execution solution

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Our Website	Processes:	
<u>Email</u>	ATTRIBUTES / CHARACTERISTICS	WHAT MAKES CTI DIFFERENT?
Join Our Mailing List!	<ul> <li>✓ Full Suite of Global SOPs</li> <li>✓ Training platform to ensure all SOPs are followed</li> </ul>	<ul> <li>What makes CTI different in this area is our willingness to share, adapt and learn from Sponsor audits</li> <li>SODE designed enough our pillers of</li> </ul>
	✓ All functional areas are covered by SOPs	<ul> <li>SOPs designed around our pillars of operational successBudget, Timelines and Quality</li> </ul>
	✓ SOPs are updated on a regular/routine basis	Simple; no red tape
	Therapeutic Expertise: ATTRIBUTES / CHARACTERISTICS	WHAT MAKES CTI DIFFERENT?
	✓ Recruiting process is very focused	We are not generalists—we are experts!
	<ul> <li>✓ Ability to move quickly from award to execution</li> </ul>	Ramp-up limitedwork can begin quickly
	<ul> <li>✓ CTI Consulting group has synergies with clinical team</li> </ul>	<ul> <li>CTI thought leaders and experts under the same roof</li> </ul>
	✓ Solutions to problems	<ul> <li>Been there before and anticipate issues before they arise</li> </ul>

## Demonstrated Ability to Deliver:

ATTRIBUTES / CHARACTERISTICS

- ✓ Dozens of trials executed by staff in SOT
- ✓ Published in numerous journals
- ✓ We can produce References— Sponsors/Investigators/Study Coordinators
- ✓ Case Studies
- ✓ Relationships!

#### WHAT MAKES CTI DIFFERENT?

- We have seen everything! Solutions are many
- > Talk to our customers...unbiased views rank CTI ahead of our competition
- We're not just talk...we can show examples of what we have done

Our demonstrated ability to deliver on dozens of trials, meet timelines and establish relationships make CTI stand out above the competition. Because of this, CTI has developed a unique business model that combines operational excellence with a strong clinical knowledge in the therapeutic areas in which we focus.

To learn more about CTI, and how we could potentially help you, please contact:

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CTI Clinical Trial and Consulting Services (CTI) is a unique drug and market development company offering a full range of services which encompass the entire lifecycle of drug development. These services include regulatory pathway design, clinical trial management, data analysis, medical writing, CME and training program development, market analysis and development and other consulting services. CTI focuses on the specific disease areas of solid organ transplant, hepatitis, infectious disease, end-stage organ disease and hematology/bone marrow transplant. With its combined expertise of clinical knowledge and market experience, CTI is uniquely positioned to incorporate both clinical and market driven endpoints and interpretations to provide extraordinary results.