



LIFE SCIENCES DAY



Claire Biot

VP Life Sciences Industry



Jason Benedict

VP BIOVIA R&D



Glen de Vries

Medidata Co-CEO & Co-Founder

Our belief

**Virtual world extends
and improves real world**

Therapeutic Innovation in the Age of Experience



Delivering on Life Sciences Challenges

Personalized Health

Develop a holistic approach to care that encompasses genomics, behavior and the environment through precision medicine



Knowledge Capitalization

Connect systems, people and data in a virtual ecosystem



Total Quality

Achieve regulatory compliance with exceptional quality standards



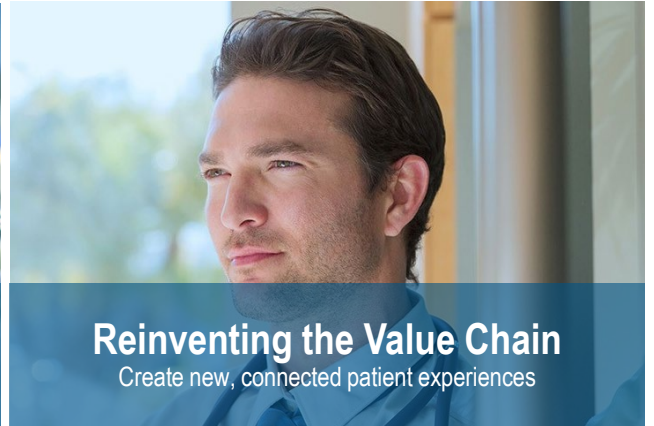
Development and Manufacturing Excellence

Smart, predictive and adaptive manufacturing



Reinventing the Value Chain

Create new, connected patient experiences





“Patient Experience is the next frontier in drug development”

PERSONALIZED HEALTH

TOTAL QUALITY

KNOWLEDGE CAPITALIZATION

DEVELOPMENT AND MANUFACTURING EXCELLENCE

REINVENTING THE VALUE CHAIN

Unique Integrated Business and Scientific Platform

Made to Cure

Accelerate market launch and maximize return on investment



Launched to Cure



Manufacturing

License to Cure

Accelerate therapeutic development, approval, manufacturing, and supply, in a global landscape



Commercialization

Clinical testing

Clinically Approved



Research & Discovery

Designed to Cure

Speed time to market with higher quality novel therapeutics



Preclinical development

ONE Lab

Optimize your laboratories and leverage knowledge to improve time to market



 Dassault Systèmes

 Medidata Solutions

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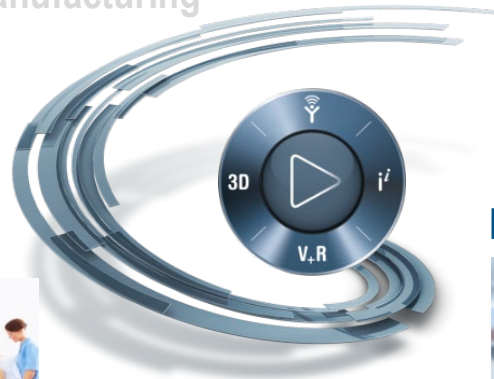
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Reduce cycle times and accelerate time to market by up to 1-2 years

Get 9x ROI on molecular modeling projects

Reuse up to 85% of experimental data

Create enterprise-ready machine learning solutions 40% faster

Run thousands of experiments virtually before running one experiment in the lab

Up to 80% externalization cost savings



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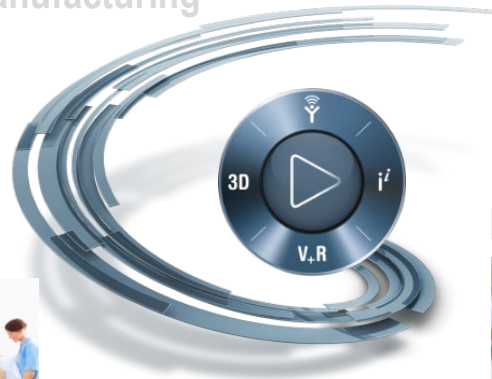
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Complete projects 30% faster

Reduce human errors by 50-80%

Find information 50% quicker

Increase right-first-time submissions
from 10% to 80%

10x compliance risk reduction



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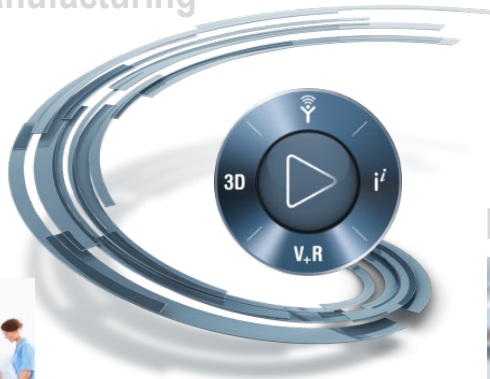
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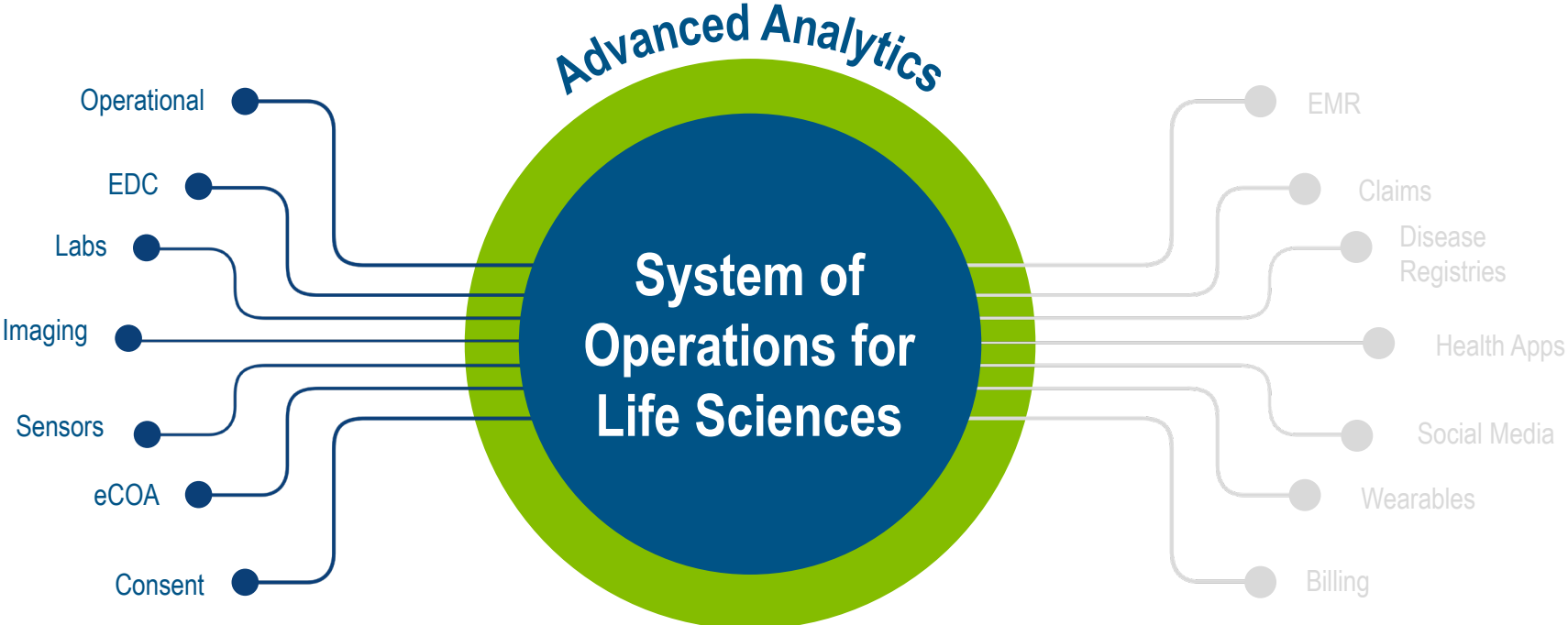
Optimize your laboratories and leverage knowledge to improve time to market



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 Medidata Solutions

One platform for clinical development

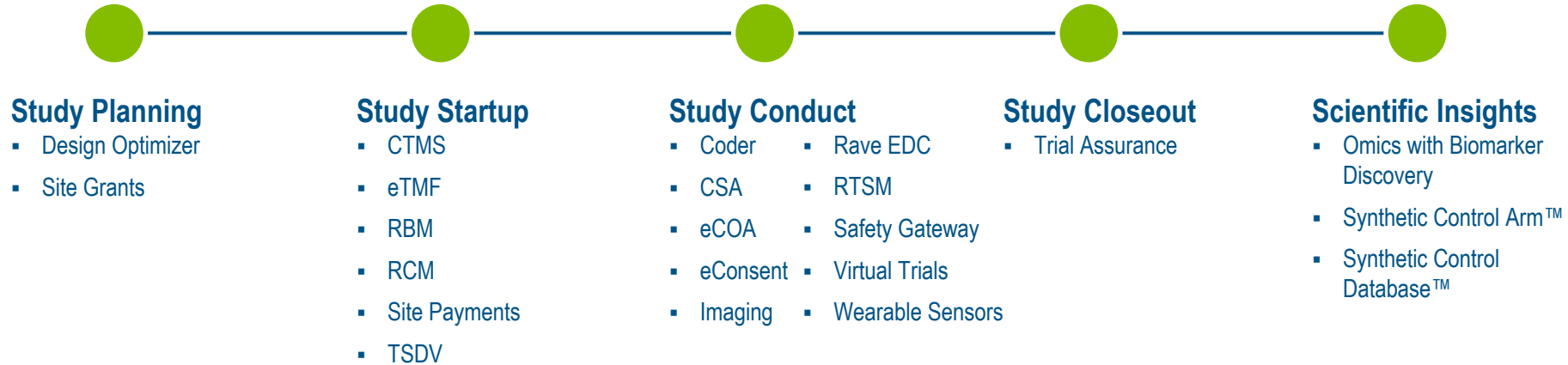




Best-in-class capabilities

Rave

End-to-end solutions for clinical trials



Single Sign On

Central Administration

Data Tools

APIs

Audits

Universal UI

We will deliver trials faster and with high quality for our customers

40%

Improvement in subject visit to query close cycle time

20%

Reduction in SDV coverage

26%

Faster monitoring visit report approval cycle time



Patient centricity

Changing landscape of “Source”



Hospital

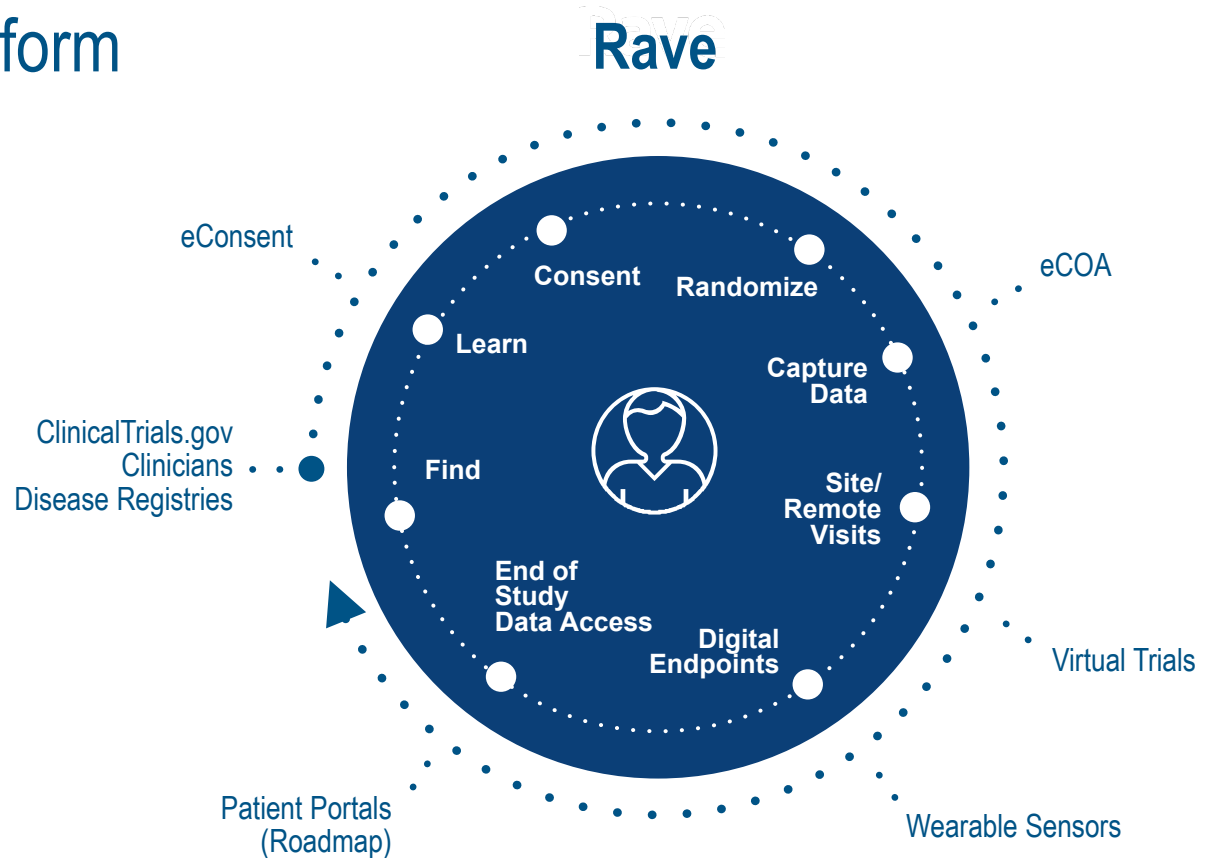


Home



The Patient Platform

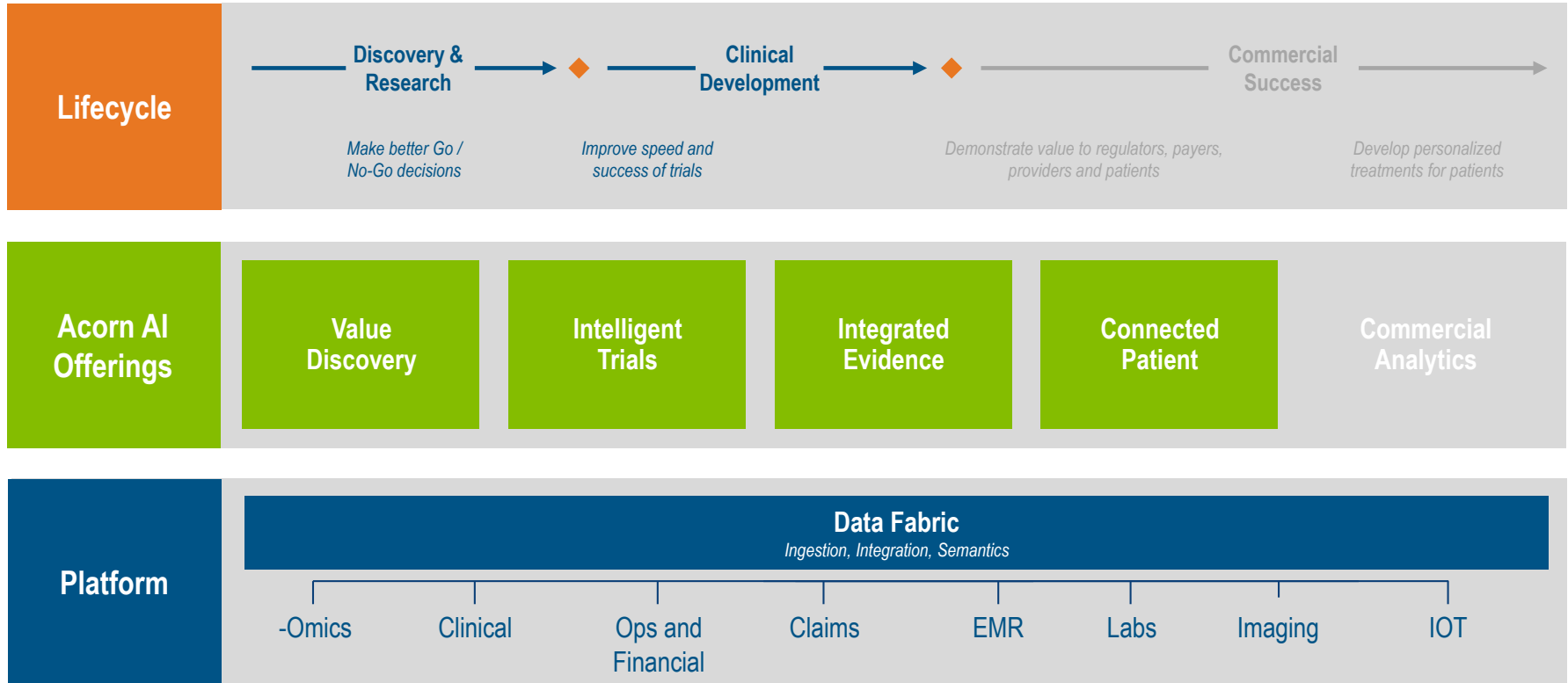
- ▶ Designed for patients, by patients
- ▶ Encourages compliance and participation
- ▶ Engages the Patient as a part of the research team
- ▶ Still there when the study is over





Advanced analytic solutions

Advanced analytic capabilities

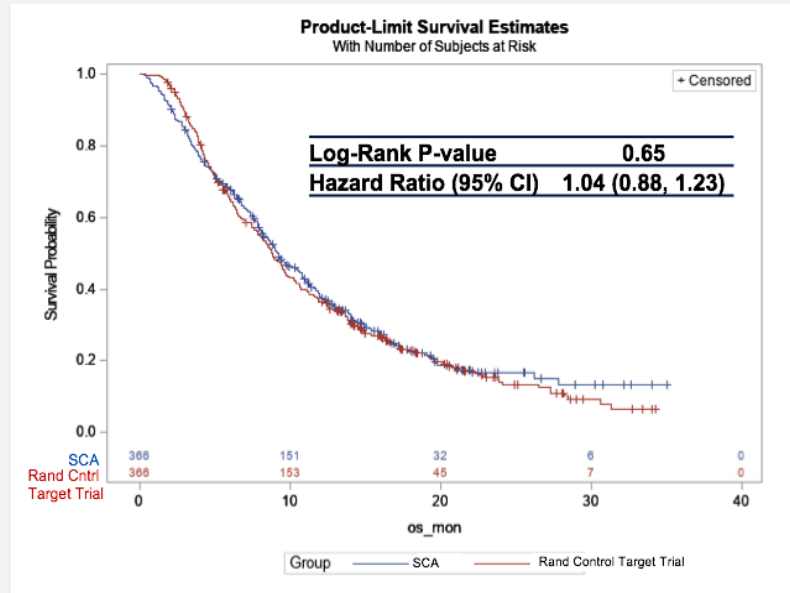


Synthetic Control Arm

SCA outcomes proved equal to the randomized control arm

FRIENDS
of CANCER
RESEARCH

Medidata's SCA matches characteristics of a randomized control trial in non-small cell lung cancer

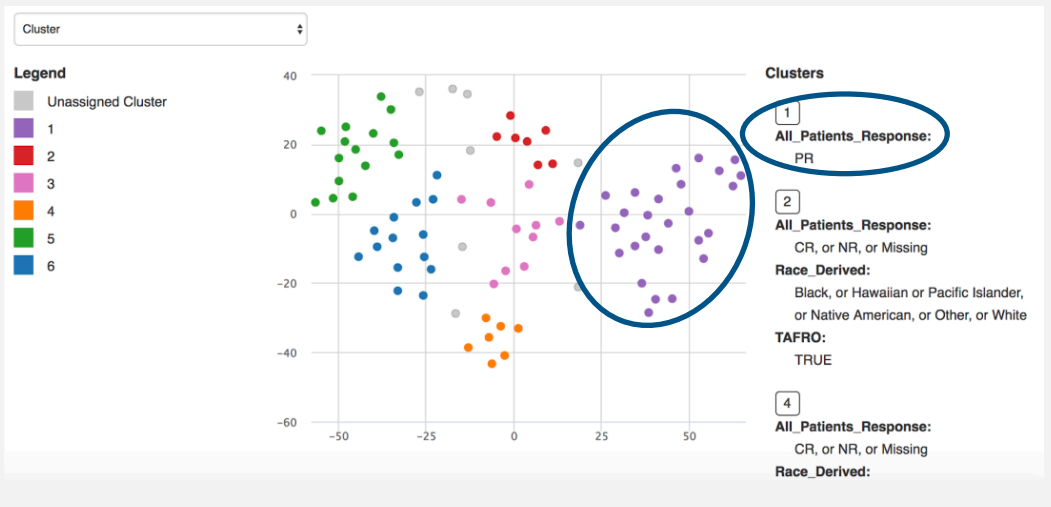


Rave Omics

Patient's
response rate
to treatment
improved from
19% → 65%



Serum proteomics reveals distinct subtypes associated with treatment response in iMCD



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Reduce documentation time by 30%

Reduce approval times by 80%

Improve compliance by 100%

Implement 75% faster

Improve first-to-file & CMC by 40%



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Reduce batch deviations
by \$35 M/year

Improve manufacturing
productivity by 10% - 15%

Reduce FDA on-site
inspection time by 50%

Reduce materials use
during development by 87%



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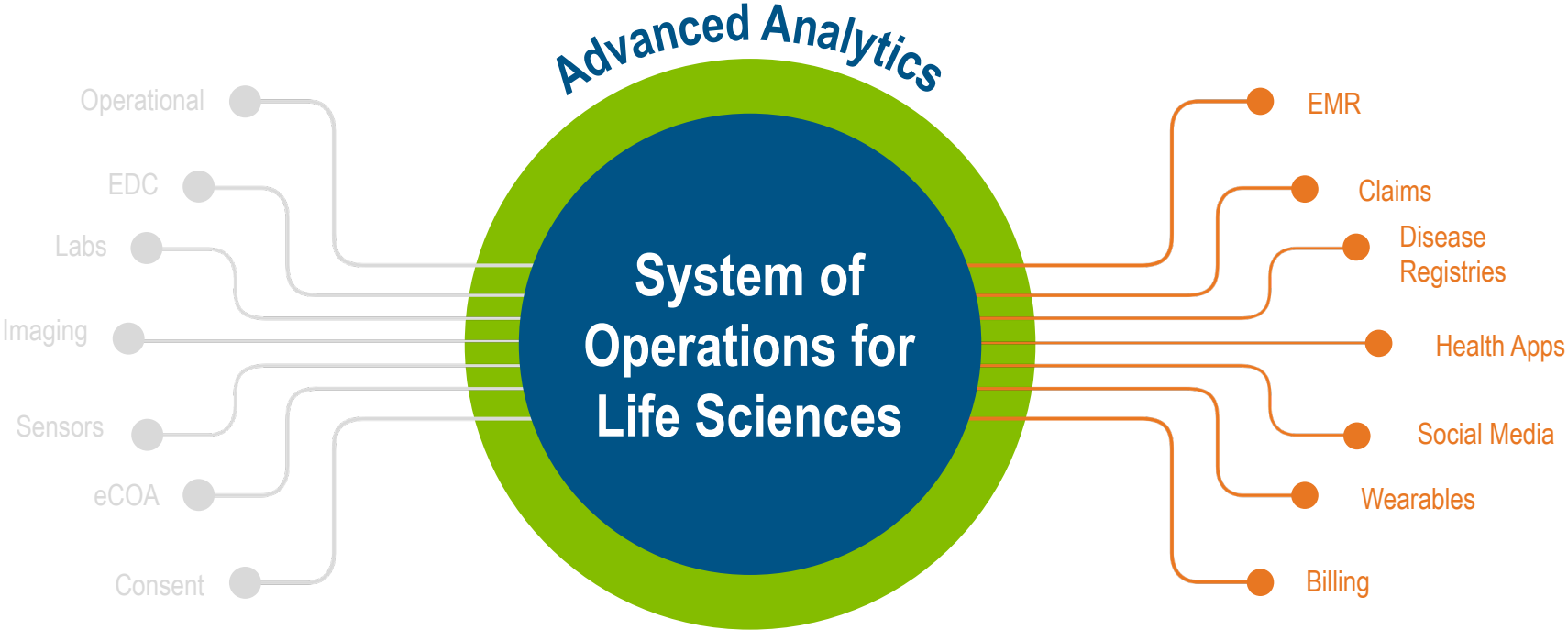
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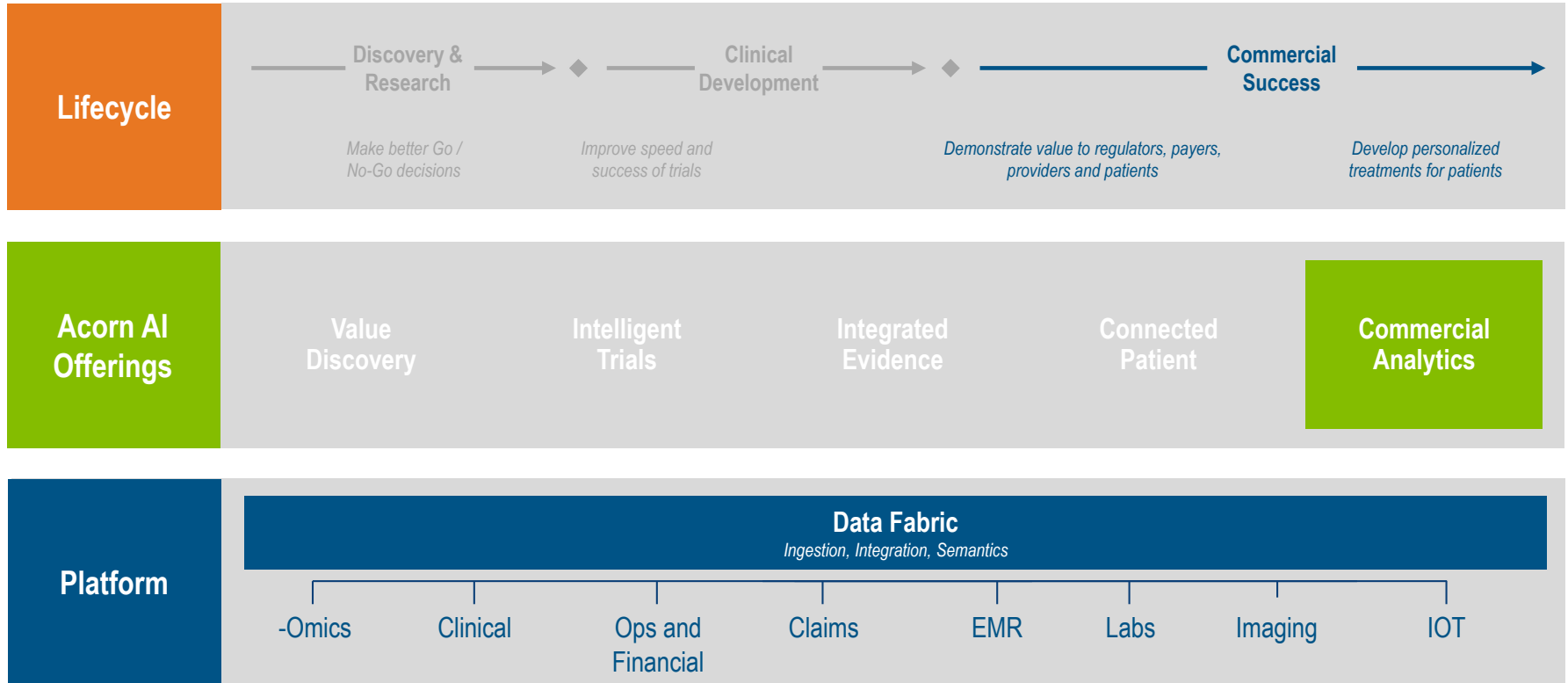
 Dassault Systèmes

 Medidata Solutions

One platform for commercial data analytics



Advanced analytic capabilities





20 to 35 months reduction
time to market



30% increase in probability
of success



5 to 10% bottom-line
reduction per year



25% risk reduction in quality



Benefits

Improve Patient Experience & Support
Company Sustainable Growth Objectives

Sources

Voice of the customer : Customer Value Engagement (Assessment, Definition, Commitment and Delivery)

Innovation in the pharmaceutical industry: New estimates of R&D costs Joseph A. DiMasi, Henry G. Grabowski, Ronald W. Hansen



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DS DASSAULT
SYSTEMES