



# 43 JP MORGAN HEALTHCARE CONFERENCE

13<sup>th</sup> January 2025



**3DEXPERIENCE**



**Anthony Costello**  
CEO, Medidata



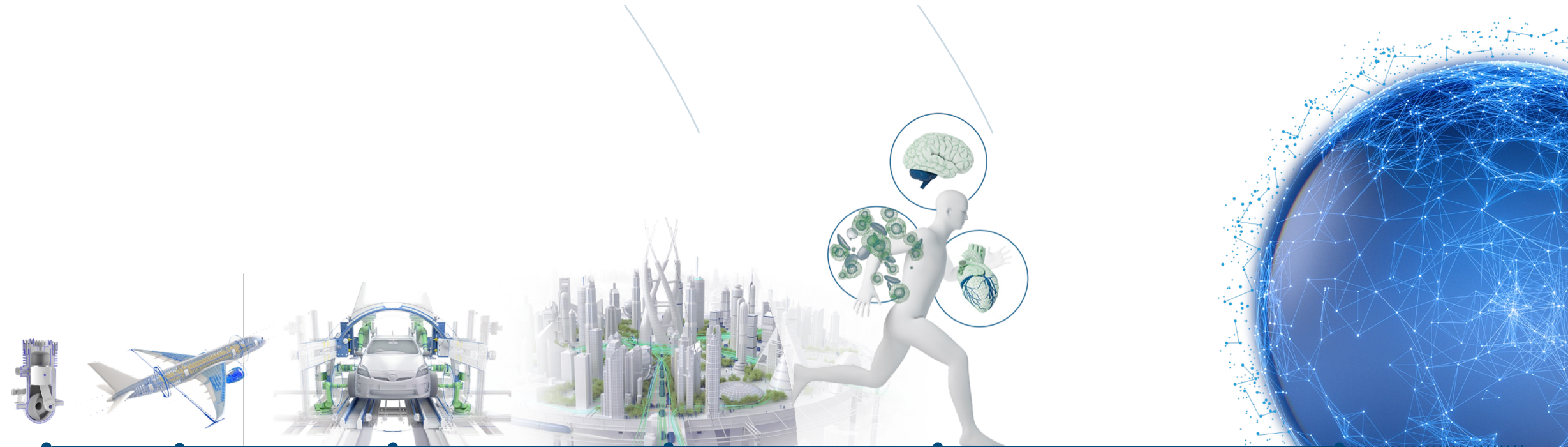
**Thomas Housley**  
VP, Dassault Systèmes  
Corporate Development & Strategy

# OUR BELIEF



Virtual worlds extend  
and improve the  
Real world

# THE DASSAULT SYSTÈMES LEGACY



1981  
**3D  
Design**

1989  
**3D DMU  
Digital  
Mock-up**

1999  
**3D PLM  
Product Lifecycle  
Management**



2012  
**3DEXPERIENCE®  
platform**

2020  
**Virtual Twin  
Experience  
of Humans**



2040  
**Virtual Twin  
Experiences  
for a Sustainable  
World**

INDUSTRY

EXPERIENCE

HUMAN

METAMORPHOSIS

# COMPREHENSIVE LIFE SCIENCES OFFERING

Develop

Research & Discovery

Preclinical

Clinical Development & Supply

Supply, Manufacture & Control

Phase 1

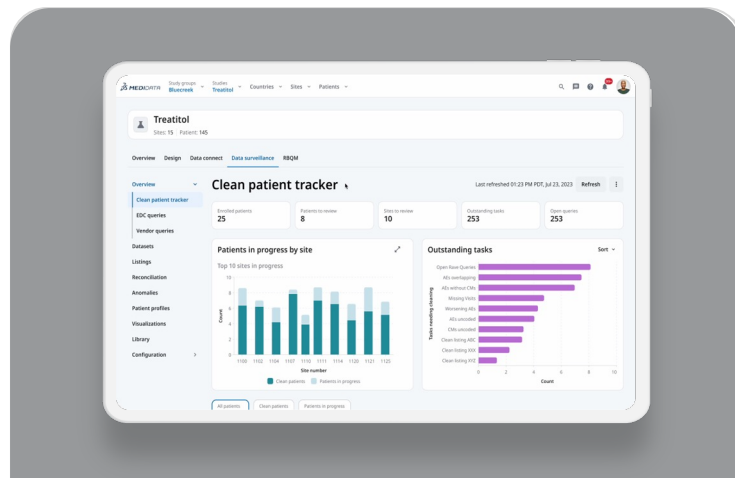
Phase 2

Phase 3

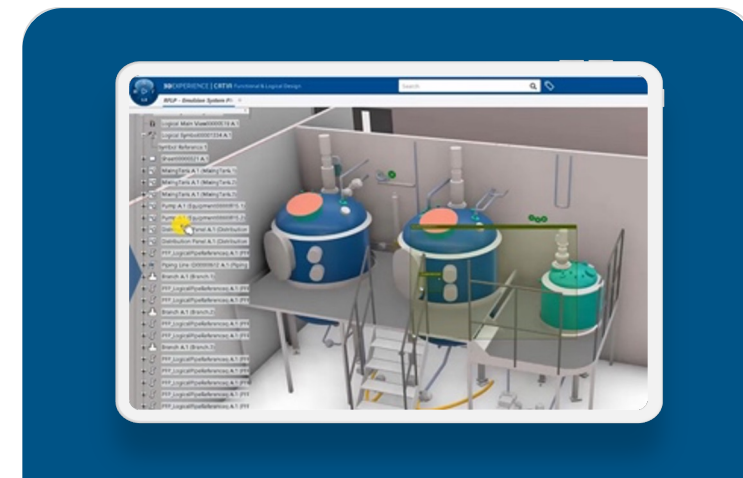
Commercial Manufacturing



**Design**  
Speed to Patient



**Development**  
Patient Outcomes



**Manufacturing**  
Right & Efficient First Time

# LIFE SCIENCES SOFTWARE MARKET



**20%**  
Research &  
Pharmaceutical dev.



**30%**  
Manufacturing &  
Supply Chain



**3S MEDIDATA**

50%  
Clinical  
Development



3DS Penetration

Data Management, Quality & Regulatory

Integrated approach through a **scientific and business platform** covering the **end-to-end** innovation cycle from research to manufacturing for faster **patient-centric experiences**

# LEGACY OF SUCCESS



**Drug  
Candidates**

**~50%**

Of new  
candidates



**Medical  
Devices**

**~50%**

of new  
medical devices  
designed



**Drug  
Approval**

**~70%**

of new FDA  
approvals



**Manufacturing**

**6months**

Reduction in  
time to market



**Patient  
Centricity**

**10M+**

Patients

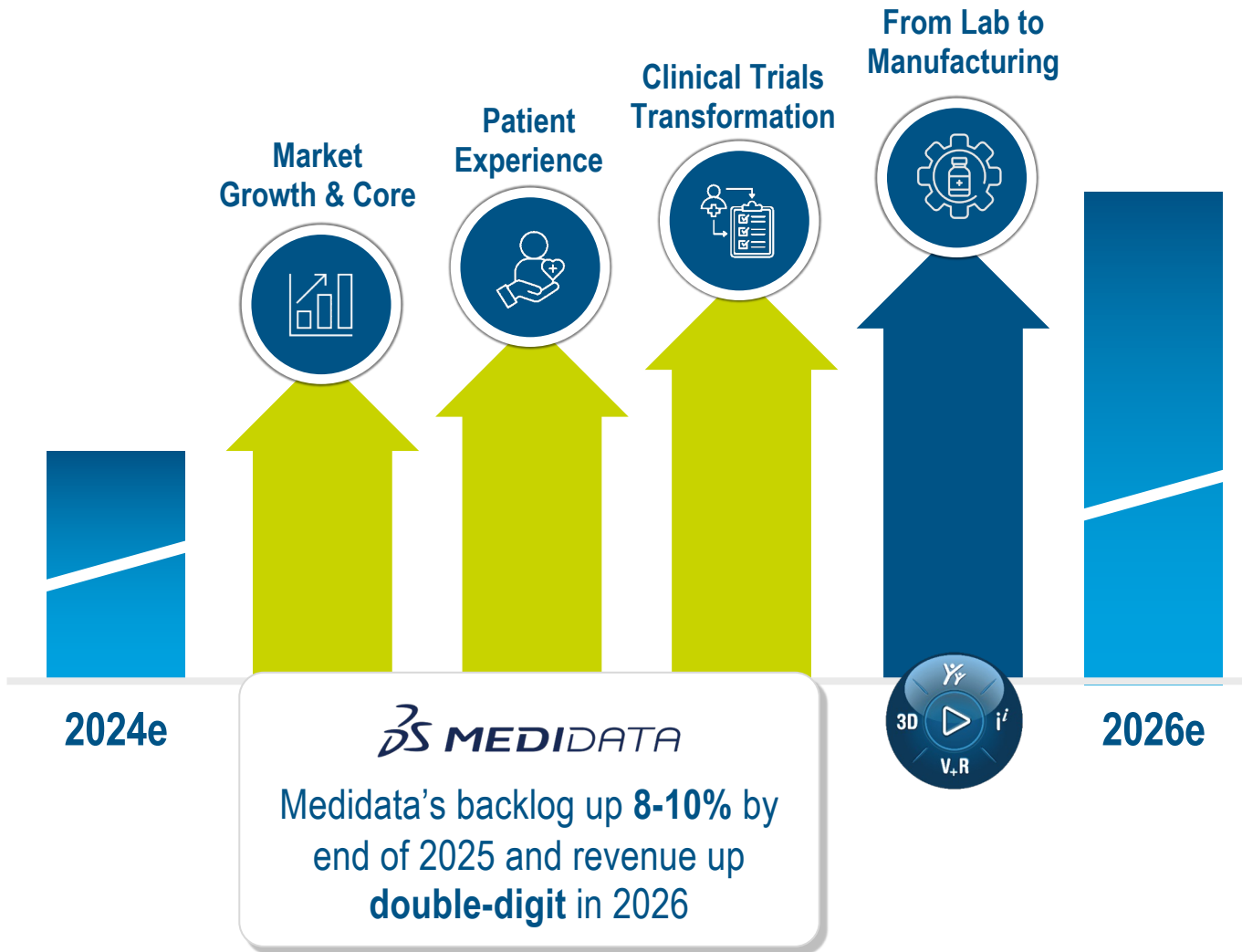


**Real World  
Data & AI**

**34K+**

Clinical  
Trials

# LIFE SCIENCES GROWTH DRIVERS



## Market Growth & Core

- Expansion into early and late phases
- Market share gains (Phase II & III)
- Price to value | Rave product attach

## Patient Experience

- Triple the industry adoption of Decentralized Clinical Trials

## Clinical Trials Transformation

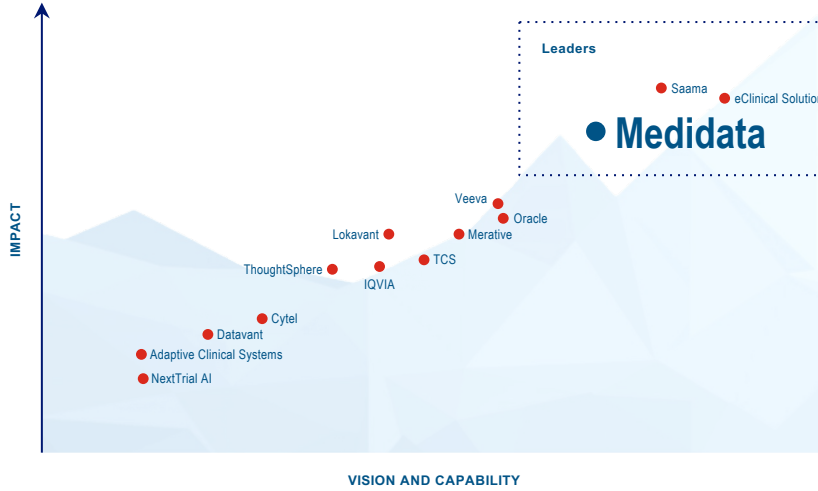
- Data & AI – Clinical Data Studio

## From Lab to Manufacturing

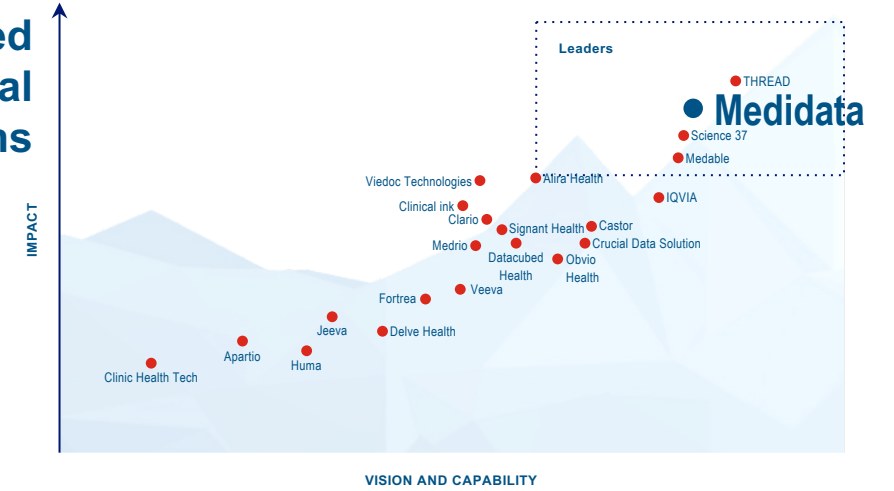
- Tech transfer from Lab to Plant
- Quality Control
- Virtual Twin as a Service (VTaaS)

# COMPETITIVE LEADERSHIP

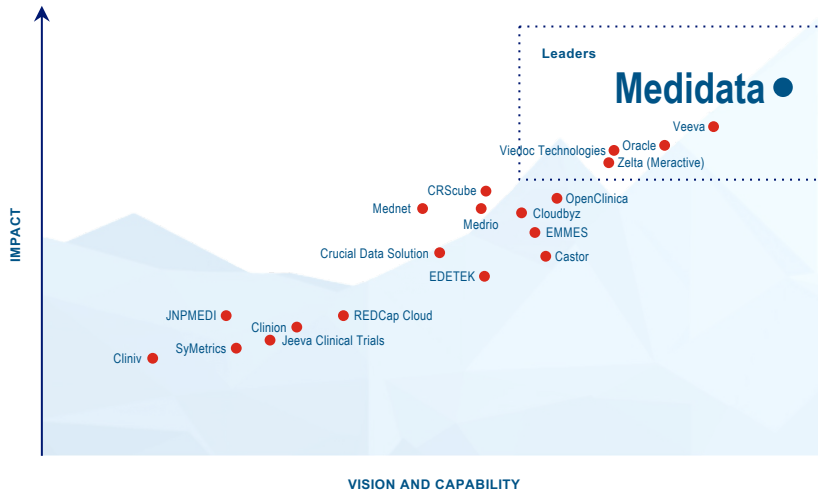
## Clinical Data and Analytics Platforms



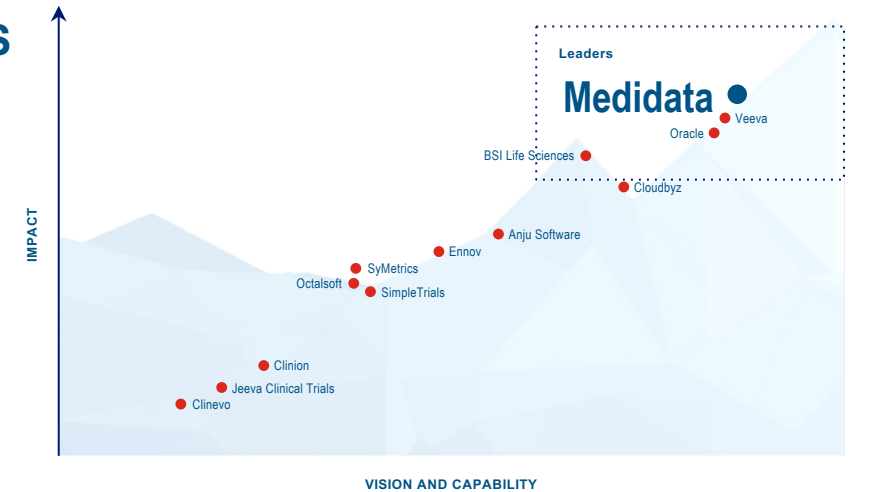
## Decentralized Clinical Trial Platforms



## EDC



## CTMS



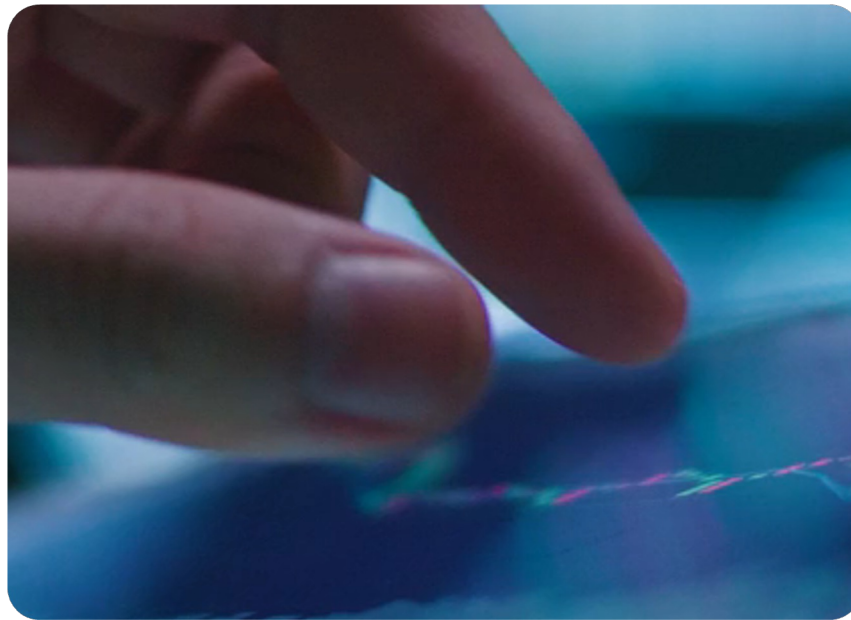


# PRODUCT VISION

## Patient Experience



## Data Experience



## Study Experience



# PATIENT EXPERIENCE

UP TO **50%**  
faster  
study build



NEW  
SITE EXPERIENCE

Amy Smith  
ID: 323523

Jordan Hughes  
ID: 323223

6 MINUTE WALK TEST

Epic | nextgen | Allscripts | Cerner

EHR to mymedidata

Vital signs  
CA disease

Glucose ..... avg. 211 mg/dl

GLOBAL LIBRARY

Add from library

FACIT-Fatigue Scale (Version 4)

FACIT-F: Functional Assessment of Chronic Illness Therapy

+120 instruments

1M per month patient forms

3 months to enablement

APPS HANDOFF

GLOBAL REACH

CNS EXPERIENCE

Cogstate

Jun 09, 2025  
00:00 / 23:18

Transcription

06:50 Pause 2

Dr. Amy Melton 05:25  
Thank you for clarifying. Have you done anything, started to do anything, or prepared to do anything to end your life?

Eleanor Penna 05:45

VISA | venmo | PayPal

mymedidata

PATIENT PAYMENTS

PATIENT DATA RETURN

Your study report

PATIENT INSIGHTS

Clear instructions provided

Feels well supported

Appropriate regular updates

Comfortable with trial safety

eCOA IMAGE CAPTURE

mymedidata

PATIENT PRIVACY

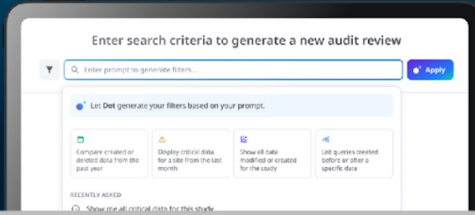
eCONSENT AI

Add document

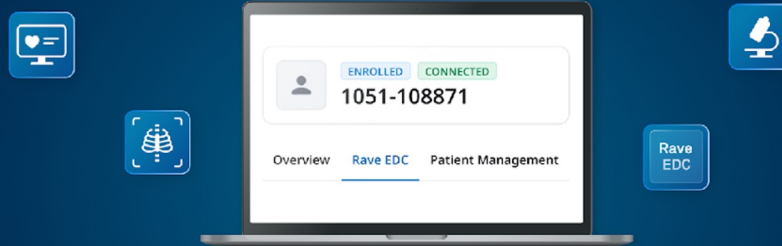
75% faster eConsent build with AI

# DATA EXPERIENCE

## AUDIT TRAIL REVIEW WITH GEN AI



## HEALTH RECORD CONNECT



## OPTIMIZED RAVE WORKFLOWS

1051-1007	ENROLLED	✓	●	○	☐	☐
1051-1004	SCREENING	✓	●	○	○	☐
1051-1003	SCREENING	✓	●	○	○	⚠

Opened query

## Rave Lite

50%  
faster eCRF  
build

200M  
Data points  
per day

1M+  
Active  
users

## AI POWERED STUDY BUILD

Building edit checks

AI assisted coding

75% TIME  
REDUCTION

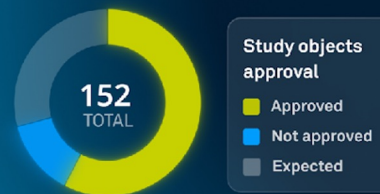
70 HOURS SAVED FOR  
EVERY 1K TERMS

## Site Insights Board

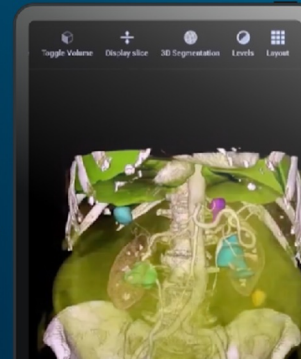


Partnering for site centricity

## STUDY BUILD



## ONCOLOGY LESION ASSESSMENT



## DATA COLLABORATION

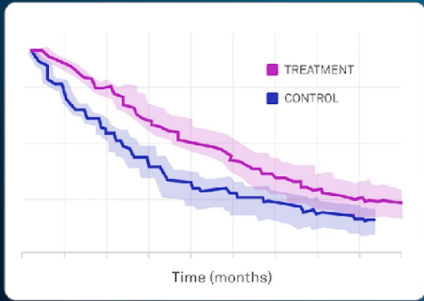
### Select connection

- Snowflake share  
Snowflake
  - Databricks share  
Databricks share
- Data successfully shared

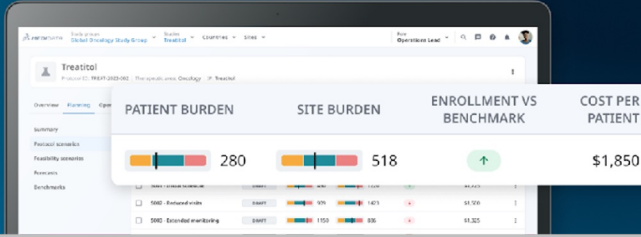
RTSM 50% LESS  
MEDICAL WASTE

# STUDY EXPERIENCE

EVIDENCE GENERATION



PROTOCOL OPTIMIZATION



IIS BUDGET DEVELOPMENT SAVED

1000s OF HOURS \$100Ks

AI POWERED DOCUMENT CREATION



UP TO 80%

Reduction in monitoring visit prep

AI MANAGED DEVIATIONS

PD-246	Data entry error	EDC
PD-0457	Participant withdrawal	CTMS

UNIQUE, BEST IN CLASS DATA

35K CLINICAL TRIALS

Operational

Clinical

LIVE STUDY ANALYTICS



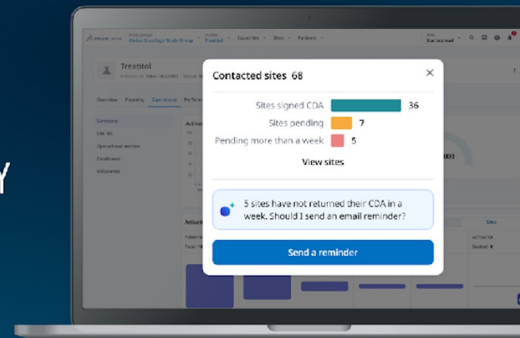
REIMAGINED SITE MONITORING

- Visit summary 3 of 3 completed
- Confirmation letter Sent to site
- Conduct visit 2 of 8 completed

Upload to eTMF directly from CTMS



NEW STUDY START-UP



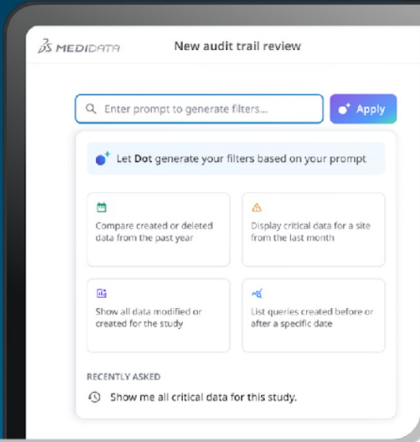
3 MONTHS FASTER ENROLLMENT



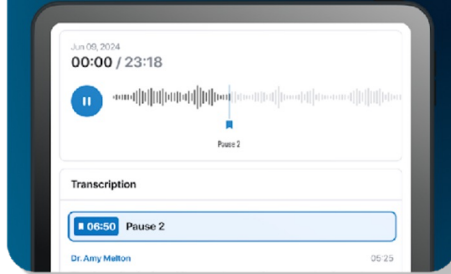


# INTEGRATED ARTIFICIAL INTELLIGENCE

## AUDIT TRAIL REVIEW WITH GEN AI



## CNS EXPERIENCE



## AI POWERED STUDY BUILD

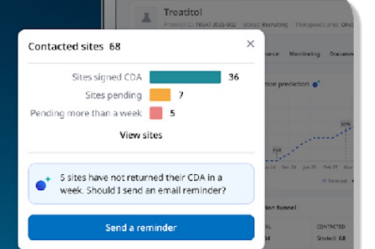
Building edit checks

AI assisted coding

75% TIME REDUCTION

70 HOURS SAVED FOR EVERY 1K TERMS

## NEW STUDY START-UP

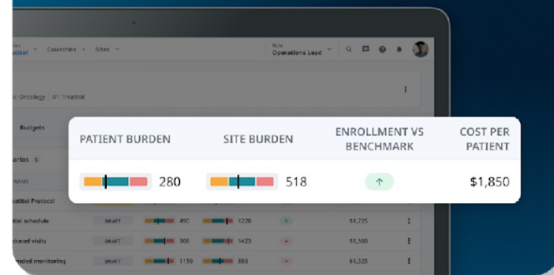


## LIVE STUDY ANALYTICS

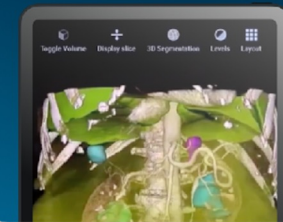


## AI EVERYWHERE

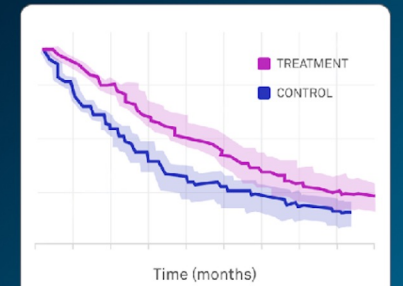
## PROTOCOL OPTIMIZATION



## ONCOLOGY LESION ASSESSMENT



## EVIDENCE GENERATION



## AI POWERED DOCUMENT CREATION



