

Medidata Acorn AI Labs History

Acorn AI is built on the foundation of Medidata, the industry's leading platform supporting clinical trials. Medidata was founded over 20 years ago and became the operating system for life sciences, running more than half of the world's clinical trials with an advanced technology platform to capture critical data on behalf of our clients. With several key acquisitions in the past few years, we have the ability to seamlessly integrate real world data from a multitude of external sources with hospital networks, giving a real time view of imaging and other provider data.

We've built a diverse team of talented professionals, consisting of highly skilled members with Masters and PhD degrees from the top tier institutions of Penn, Johns Hopkins, MIT, NYU Stern, NYU Tandon, Duke, and Brown University. Our expertise is rooted in the following fields of data and analytics, epidemiology, biostatistics, biochemical engineering, biomedical engineering, molecular physics, innovation management, enterprise architecture and security.

Leveraging this combination of organic and inorganic capabilities, Acorn AI Labs was born. The Labs focus is on working closely with clients to answer important questions as they work to bring therapies to patients faster. With the help of additional deep industry expertise to complement the data and analytics capabilities, we strive to work with clients to co-create leading edge solutions.

What is Medidata Acorn AI Labs?

Acorn AI Labs works in partnership to bring together data, technology and expertise to tackle the toughest problems in life sciences - opening the door to **more effective and tailored treatments**.

THE PILLARS OF ACORN AI LABS ARE:

Medidata has helped sponsors run clinical trials for over 20 years, accumulating a clinical trial data repository of 7 million+ patients and 23,000+ trials. This unique data asset enables distinct benefits over traditional real world data sources.

Create

Advance development of and access to new treatments by combining big ideas and innovative data driven exploration

Collaborate

Amplify our impact by bringing together integrated teams through industry & academic partnerships

Connect

Lead the conversation and grow the community through various events & initiatives (e.g. panels, datathons)

WHAT IS THE DATA POWERING OUR ACORN AI LABS MODEL?



GUIDING PRINCIPLES FOR A LAB COLLABORATION

- Propel the Innovators**
 Combining business questions with our proprietary data and solutions to help answer critical questions for life sciences
- Close collaboration and co-location**
 An integrated single team working in stride through daily stand-ups, periodic co-location, executive read-outs
- Accelerate capabilities through rapid iteration**
 Tackle use-cases in 8-10 week sprints to accelerate data science capabilities and unlock business value
- Establish clear goals**
 Ensure that initiative is driving better decisions and that there is successful hand-off to ensure continued value

ENGAGEMENT MODELS

Engagement models will vary based on the time and expertise needs of each partner

ACORN AI LABS



Acorn AI Labs Case Study

Integrating analytics across the trial lifecycle through a combined dataset and labs collaboration

SITUATION

- Increasing pressure for CROs to plan, forecast, monitor, and backup proposals with data insights
- Greater competition between CROs to better integrate analytics and increase value to customers
- Lack of data takes limits ability to show benchmark data

APPROACH

- We were able to deliver value with three components of our intelligent trials solution:
 - Using the Study Design tool our site ranking engine is able to integrate multiple data sets and help to predict sites more likely to perform well given past history, current competitive landscape, and trial design
 - Study forecasting via our Study Feasibility tool supports predictive models, where we are able to better forecast study enrollment based on selected countries, sites, and scenarios. Study forecasting allows CROs to look at the whole picture and understand where tradeoffs should occur
 - Performance Analytics gives one centralized view of ongoing trials and predictive models to support early identification of risk to site activations

IMPACT

- Acorn's Study Feasibility tool supports 4 new predictive models, to enable site selection and forecast study enrollment
- The Performance Analytics module gives one centralized view of ongoing trials to support early identification of risk to site activations
- CRO's have said this work has helped to strengthen their bids