



Unlock limitless potential to win, innovate, and outperform.

CROs rely on Medidata to help them improve on commercial success, operational efficiency, and competitive edge.

Seize every opportunity. Overcome every obstacle.



## PIONEERING TECHNOLOGY AND INNOVATION

Gain a competitive advantage in any trial environment with a single, unified platform that streamlines the entire clinical research spectrum — from inception to completion.

**240+ CROs**

including 212 for 10+ years

**33,000+**

clinical trials impacting 9M+ participants

**9 out of 10**

CROs partner with Medidata

**73%**

of FDA-approved novel drugs in 2022 on Medidata software



## PEERLESS PARTNERSHIP

Work with our specialized industry-dedicated teams across all therapeutic areas and phases.

Elevate your brand visibility. Be first to gain early insights into innovation.

**100+**

Partners accredited in at least one Medidata solution

**4,000+**

seasoned professionals

**230K+**

Rave EDC-certified CROs/ Principal Investigators



## COMPETITIVE ADVANTAGE

Access exclusive tools, benefits, and resources to drive growth. Confidently deliver on your sponsors' needs for faster, more efficient, high-quality clinical trials.

**5-10%**

improvement in enrollment schedules

**3x**

study site observations for training paradigms

**-30%**

forecasted error margins for pivotal milestones

**99.9% uptime**

by proactively mitigating security threats

# The Medidata Partner Program

Seize every opportunity. Overcome every obstacle.



## WIN

More bids.  
More opportunities.  
More wins.

Win with a dedicated team of sales experts that will work with you to drive RFI/RFX responses, bid defenses, and proposal support.

Amplify your brand visibility through joint marketing.

- Dedicated Teams
- Bid and RFX Support
- Demo Support
- Protocol Review



## INNOVATE

Be first to deliver cutting-edge technology.

The Partner Program empowers CROs to always be at the leading edge of innovation.

Revolutionize clinical processes and deliver life-changing treatments faster.

- Roadmap Review
- Engagement with Industry Experts
- Participation in User Groups



## OUTPERFORM

Stand out.  
Set new standards.  
Stay ahead.

Manage the most complex studies and therapeutic areas seamlessly.

Demonstrate and expand your expertise with world-class training and accreditation services.

- Certification Program
- Accreditation Offering
- Sales Enablement

## POWERED WITH PARTNERCONNECT

Initiate and orchestrate all bids, quotes, and contracts. Access your dedicated team of industry experts, anytime, anywhere. Accelerate your business through sales, joint marketing opportunities, and sales enablement offerings.

- Bidding and sales support
- Self-service product toolkits
- Product and technical resources
- Requests management and tracking

“Thanks to Medidata data, we’ve expanded our unique sites portfolio by nearly 50%. The surge in site-level observations is equally significant.”

**John Van Hoy** | Executive Director  
Data Science & Advanced Analytics, PPD

“Medidata’s robust platform... is the pinnacle of technological evolution in the industry.”

**Stacey Arrambide** | SVP  
Functional Service Solutions  
Advanced Clinical

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