



## **Global ePRO Leader PHT Corporation Achieves Record-Breaking 2010**

*Revenue soars as PHT innovates ePRO technology, wins 17 new customers, and proves science and business benefits of ePRO vs. paper*

**BOSTON, Mass. – February 10, 2011 – [PHT Corporation](#)** service and total bookings increased significantly in 2010 as it signed 17 new customers, and expanded its innovative ePRO System. 2010 was the most profitable year in the company's history enabling PHT to continue investing in R&D efforts to offer customers the most valuable and cost-effective options for collecting and managing data directly from patients.

PHT's President and CEO Phil Lee said, "Sponsors choose PHT because we have an unmatched track record for delivering ePRO solutions that enable smaller and more efficient trials, and we back our market-leading products with world-class science, service and support."

2010 Highlights included:

### Technology Innovation

With expanded product offerings ready for Q1 2011, PHT is the only dedicated ePRO provider with modalities and services to cover every phase of a clinical trial, from exploratory to post-marketing. In developing these products, PHT maintained its commitment to ensuring that all products are easy and streamlined for users.

Market demand increased dramatically for PHT's [SitePad® Tablet](#) for collecting PROs and Clinician Reported Outcomes (ClinROs) at the site. PHT's enhanced [StudyWorks™](#) online portal offers study sponsors an unprecedented level of management and logistical control over their clinical trials with new reporting features and online management of data clarifications. StudyWorks provides real-time access to data collected using the PHT [LogPad® System](#) or SitePad® Tablet.

PHT expanded its market leading LogPad System to offer a broader selecting of platform choices covering different screen sizes, price points, transmission types and operating systems. Automation features in the PHT development process allow PHT to create validated, robust study-specific software for clients while meeting short trial timelines. The LogPad remains the most widely used Electronic Patient Diary System and was deployed to 44 countries in 2010.

PHT collaborated with partners Almac Clinical Technologies and Medidata Solutions to conduct a seminar showcasing the benefits of integrating eClinical data from study start to archive.

PHT's [ISO certification](#) received an upgrade to ISO 9001:2008. PHT is the only ePRO provider to achieve and maintain ISO certification of its quality management system. It is

important especially for sponsors conducting multi-country trials to know that processes are consistent.

### Corporate Growth

PHT promoted [Nick Randazzo](#) to Vice President of Sales, reporting to PHT President and CEO Phil Lee. Mr. Randazzo joined PHT in 2000 and was the company's leading account executive for several years, helping to grow revenues and develop flagship accounts.

Elizabeth Ricci joined PHT as Vice President, Product Development with vast expertise including SaaS operations; Scrum Agile development methodologies; multi-site and offshore development; and Web-based application development.

PHT expanded its headcount by 12% percent with growth in service delivery, software product development and testing, marketing and support.

### Industry Recognition

Dr. Barbara Marino, PHT Senior Scientist and Director of Outcomes and Study Design, was one of PharmaVOICE magazine's 100 most inspiring people in life sciences. The magazine cited Dr. Marino for her ability to understand sponsors' clinical trial needs.

### Global ePRO Education

PHT gathered biopharmaceutical and life science experts at the PHT 2010 U.S. and European PRO and ePRO Conference which featured PRO experts, global pharmaceutical case studies, and a distinguished keynote presentation at the European Congress by Mira Pavlovic of the European Medicines Agency.

Additionally, PHT Chief Scientific and Quality Officer Steve Raymond, PhD., co-chaired the eClinical session track at the U.S. Annual DIA meeting. PHT representatives spoke at 22 major educational industry events.

### Strategic Partnerships

PHT and Entra Health Systems partnered to offer sponsors a combined glucose and data monitoring technology to study diabetes and patient blood glucose levels. Through this Partnership PHT expanded its innovative eSense™ product line which enables the collection of physiological measures from patients at home. In addition to the Entra meter, PHT added two other new measurement devices to its product suite for measuring lung function in respiratory trials.

### **About PHT Corporation**

PHT Corporation is the industry's only dedicated full-service ePRO provider. PHT offers clients a comprehensive solution for acquiring, managing and analyzing data collected directly from patients through all phases of clinical development. More than 100 biopharmaceutical companies use PHT's ePRO System to easily collect high quality, regulatory compliant clinical trial data. PHT's proven LogPad® and versatile SitePad® Systems deliver the voice of the patient, in 88 languages, from homes and sites in 65 countries around the world. Patient experiences captured firsthand by PHT's ePRO System have been used successfully in at least 16 regulatory submissions and 13

approvals to date. For more information on PRO and ePRO innovations, review the interactive content and demonstrations at the award-winning [www.phtcorp.com](http://www.phtcorp.com).

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