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# Challenge/ unmet need

# NEW DRUG DEVELOPMENT PROCESS



DRUG DISCOVERY AND LAB RESEARCH
5,000–10,000 potential drugs

PRECLINICAL TESTING
250–300 potential drugs

CLINICAL TRIALS
Phases I, II, III
1,120–5,600 human test subjects

PRECOMMERCIALIZATION
1 approved drug

COMMERCIALIZATION

FDA approval

New drug application

Investigational new drug application
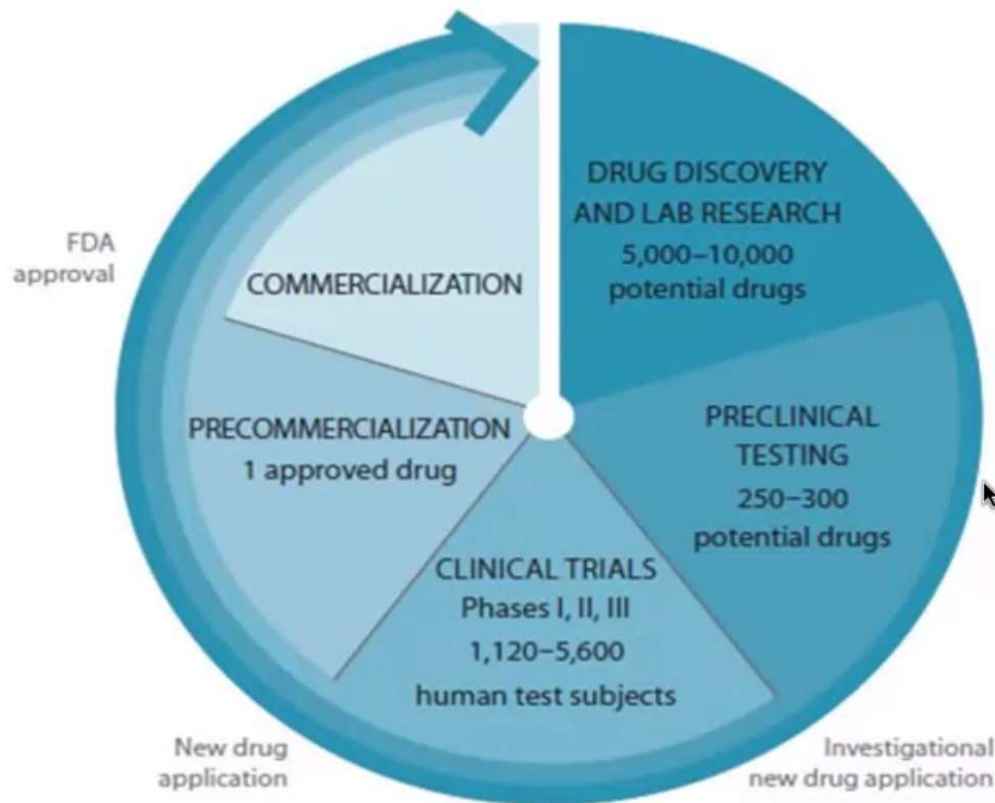
Source: Venture Pharmaceuticals Ltd.

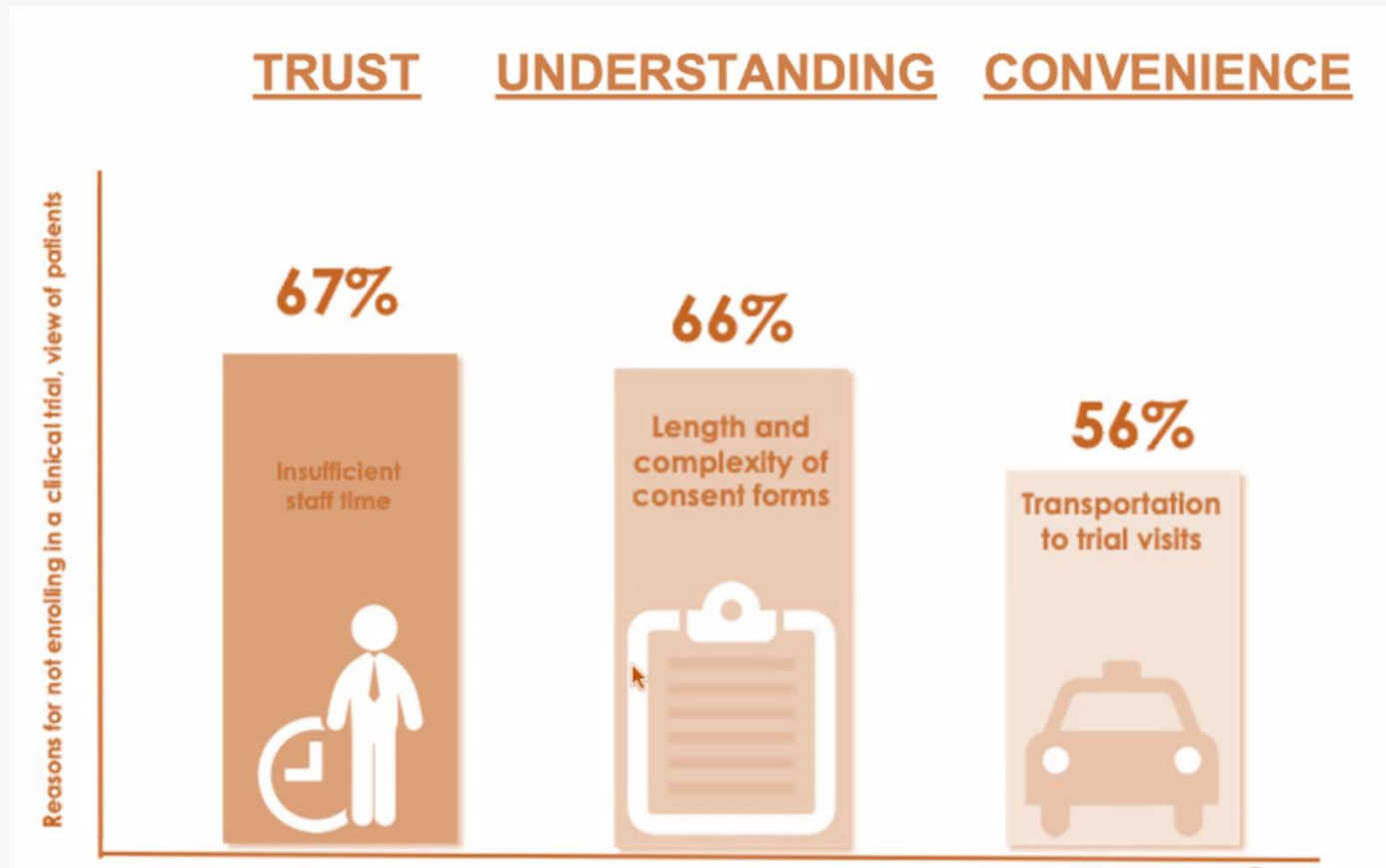70% of potential participants > 2 hrs away from the closest clinical trial site/ study center

67% of sites fail to meet enrolment goals

30% average drop out rate

## 85% of clinical trials fail to retain enough patients

# Why don't patients enrol in trials?

# AI as a solution in clinical trial analysis

Top-three digital challenges sponsors identified

1. Digital technology and AI to improve clinical trial efficiency
2. Analyze complex data sets
3. Integrate data from disparate sources



1 ICON Digital Disruption in Biopharma White Paper.

80% of the 350 respondents in biopharma report that they plan to use AI or big data analytics within 5 years

55% of respondents said they were partnering with tech companies to help expand data gathering / processing capacity

# Organisation & Target Audience

**Organisation/ Who we are**

- SAPIENTLY is an early-stage start-up seeking to **build an ecosystem/ strategic partner alliances** or consortium of committed and active collaborators to guide important components of the clinical trial

    - The Science around new medical treatments is rapidly progressing, but there are many questions surrounding **how Science could Translate into a Therapy**.

    - Success lies in moving from an idea generating phase at a 50.000-foot level to the on-the ground implementation phase. It is crucial to strike a balance between what is **scientifically valuable and operationally feasible**

    - We have no time or money to spend on wasted efforts. We really need to focus on tasks where we/ patients could gain something. We have to figure out how we can best use science at our disposal to avoid type 1 error but also **get superior treatments to patients.**

**...therefore, we strive to work sapiently (for sapiens)**

# Target Audience
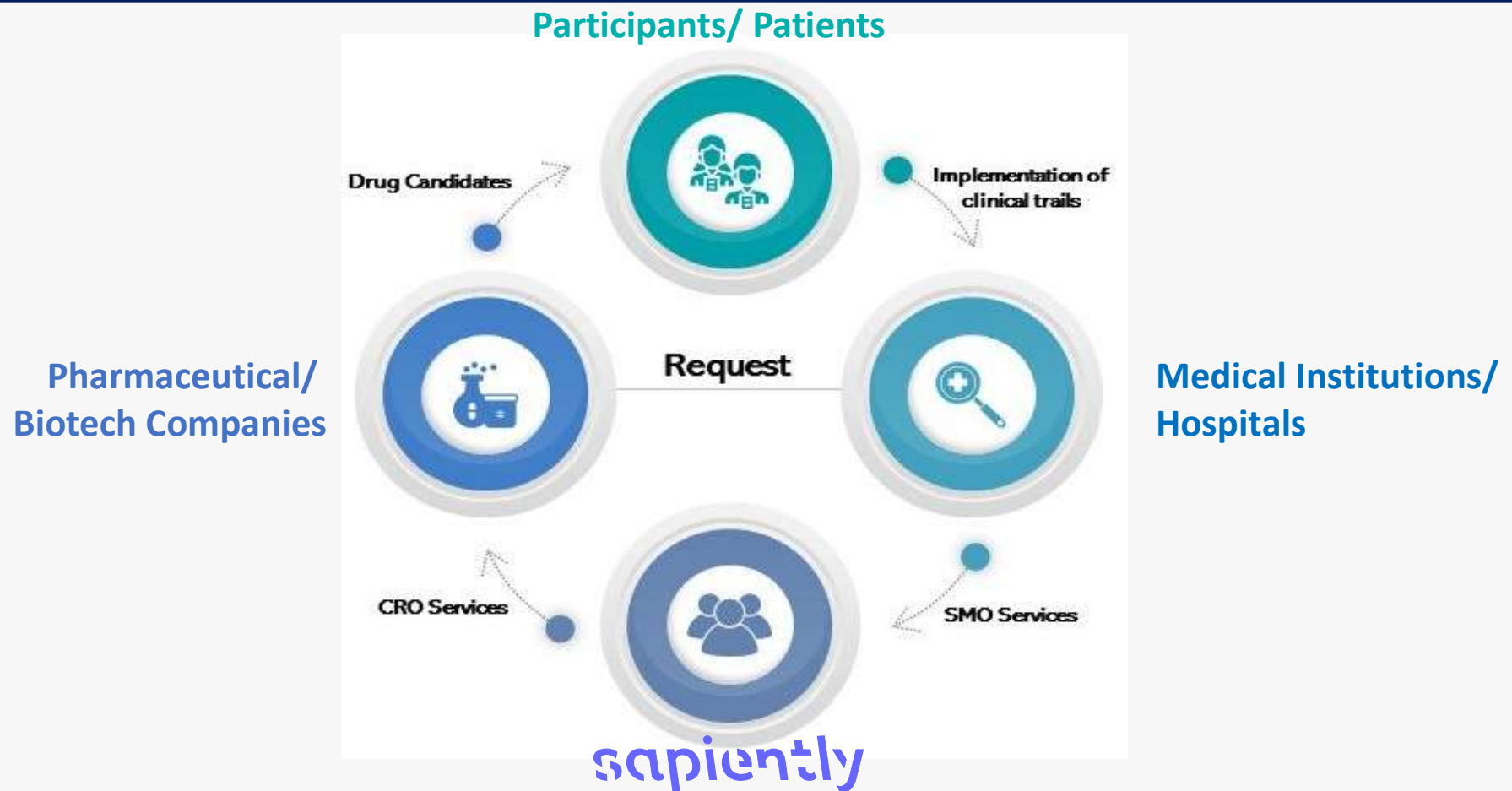
# Target Audience: Decision Makers

Based at the pharma companies; highly complex (one DMU for each drug);

| Economic buyer | Influencers | Champion | Veto |
|---|---|---|---|
| Global Program Leader | -Clinical Operations Leader<br>-Head Development Operations | -Medical Director<br>-R&D Innovation/Digital Heads | Chief Financial Officer |

# Brand personality

**sapien**
The word Sapien derives (or comes) from an old latin word meaning 'Wise'. The word 'Sapien' is most commonly recognized when used in conjunction with the word 'Homo' (an anient greek word meaning 'same, or man').

**sapiens**
of, relating to, or resembling modern humans (*Homo sapiens*)

**sapience**
great wisdom or sound judgment
the capacity to be self-aware

**sapient**
having or showing great wisdom or sound judgment.

having or showing self-awareness

# Sapiently

**sapiently**
Having great wisdom and discernment.

astutely, sagaciously, shrewdly, acutely

**sapiential**
containing, exhibiting, or affording wisdom; characterized by wisdom

**We strive to work sapiently (for sapiens)**

| Different questions | More Answers | Faster & Better Insights | Stronger Impact |
|---|---|---|---|
| **01** | **02** | **03** | **04** |
| PATIENT CENTRIC/ THINK DISEASE | NEW TRIAL DESIGN/ MORE ANSWERS | DATA/ ARTIFICIAL INTELLIGENCE (AI) | SAVING LIVES/ MAKING IMPACT |
| When you think about a patient rather than a drug, there are obviously many questions related to drugs, biomarkers, combinations, etc. to be answered. | Ask and answer many questions about disease and disease population

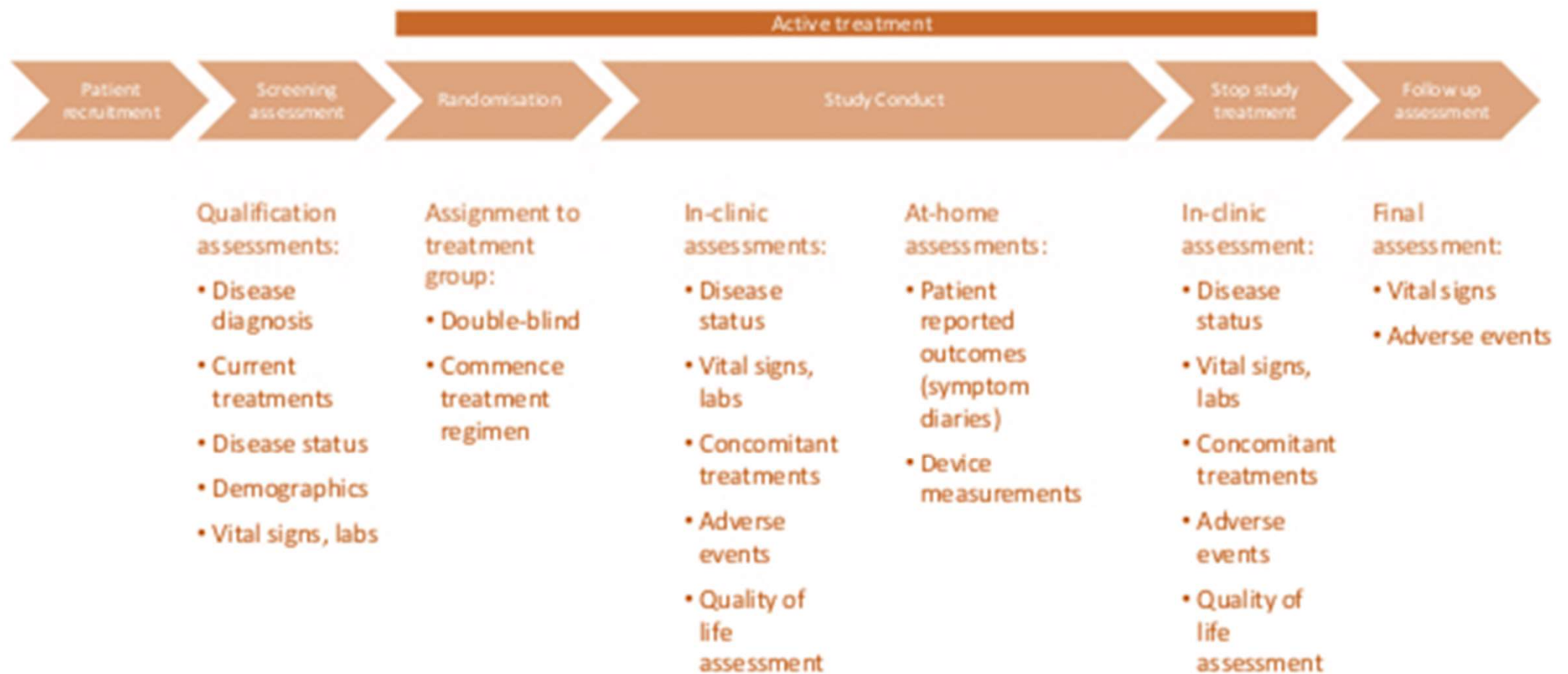*Not seeking answers to outdated questions | Ability to quickly gather and use meaningful information | Avoid False neutrals – therapies that have not been and may never be evaluated in clinical trials |
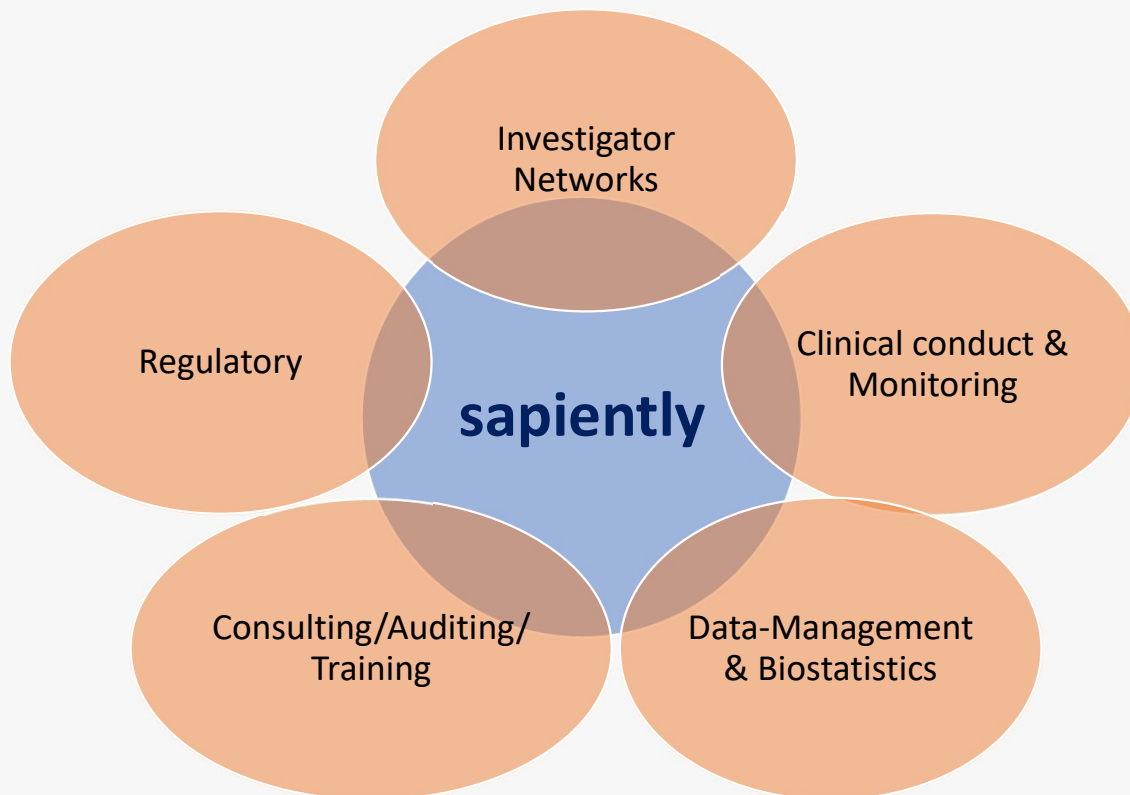
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Thank you!

# BACK-UPS

# A typical clinical trial process

# market/ competition

# Competition: TOP 10 Clinical Research Organizations (CROs)



**CORE ACTIVITIES**

Investigator Networks

Regulatory

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Clinical conduct & Monitoring

Consulting/Auditing/ Training

Data-Management & Biostatistics

| | | |
|---|---|---|
| LabCorp | 01 | Laboratory Corporation of America Holdings (Covance) |
| IQVIA | 02 | Quintiles IMS Holdings, Inc |
| Syneos Health | 03 | Syneos Health |
| PAREXEL | 04 | Paraxel International Corporation |
| PRAHEALTHSCIENCES | 05 | PRA Health Sciences |
| PPD | 06 | Pharmaceutical Product Development (PPD) |
| charles river | 07 | Charles River Laboratories International Inc (CRL) |
| ICON | 08 | ICON Public Limited Corporation |
| WuXi AppTec | 09 | Wuxi Apptec |
| MEDPACE | 10 | Medpace Holdings, Inc |

# Competition Logos:  Clinical Research Organizations (CROs)

# LOGOS FROM OTHER COMPANIES WITH SIMILAR NAMES