



2020 Edition

# CEO's Guide to EDC



clinCapture

# About



ClinCapture provides a powerful eClinical platform that enables sponsors and CROs to rapidly build and deploy studies, lower clinical trials costs, and streamline data capture processes. Offering a host of private cloud solutions, ClinCapture's technologies help advance the evaluation and development of drugs, biologics, and devices that demonstrate promise for the diagnosis and/or treatment of a wide range of diseases or medical conditions. For more information, please visit [clincapture.com](http://clincapture.com) or follow us at @ClinCapture.



## Power



## Fight for your right to features

**CUSTOM  
REPORTING**

**ADVANCED  
INTEGRATIONS**

**SDV**

**RISK BASED  
MONITORING**

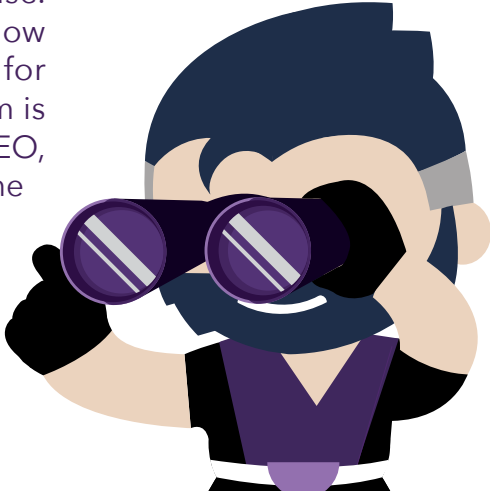
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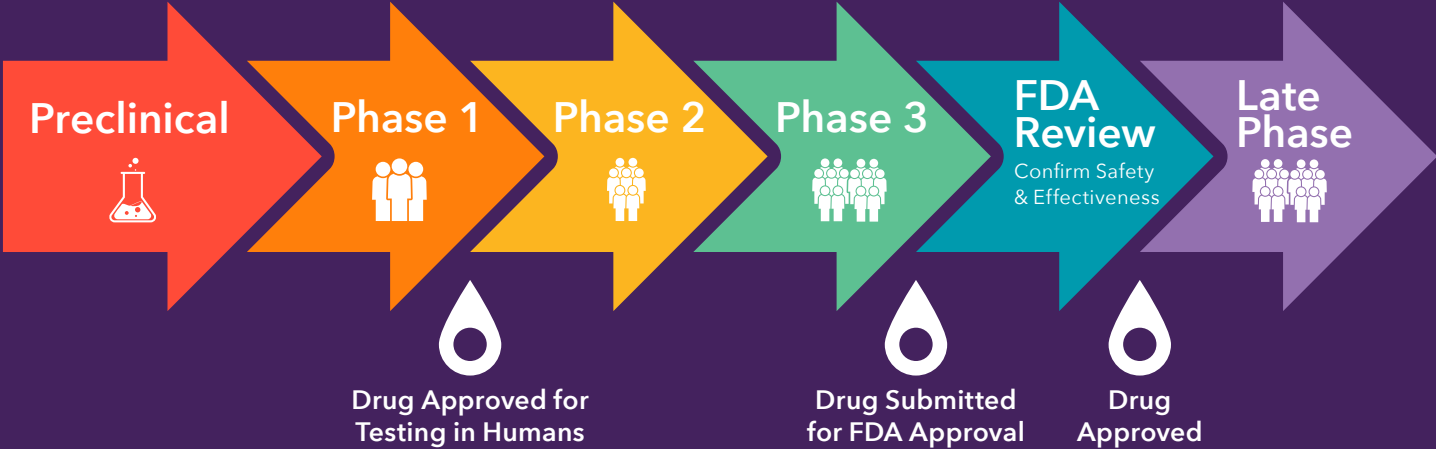
# Overview



Your company is looking for a new Electronic Data Capture (EDC) system for an upcoming study. You have spoken to several vendors and they all seem to promise the same things; low cost, fast, easy to use. As a CEO (or a member of upper management), how do you know if an EDC system is truly optimal for your study? As you know by now, an EDC system is an investment—sometimes for a long term. As a CEO, you have to look at the big picture and past the same basic features every vendor claims to provide. By being equipped with the right information, you can work better to meet the goals of the data management team while maintaining overall business goals. We hope you enjoy a “CEO’s Guide to EDC”!

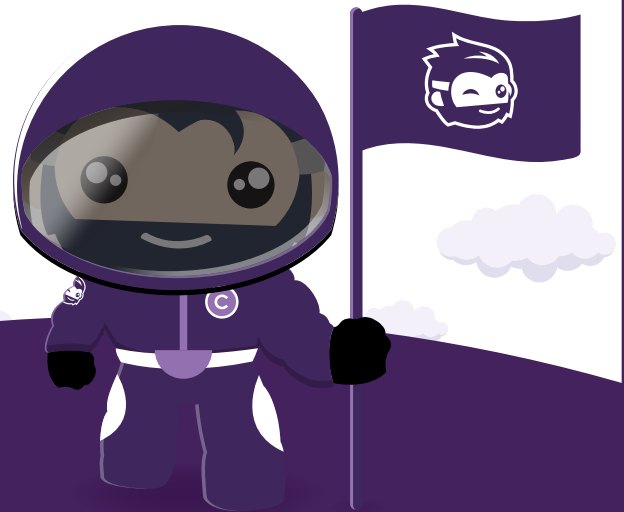


No matter where you are in the process, choose the right EDC for your study!



# 1. Proven Track Record

When evaluating an EDC company, consider their track record of helping companies receive regulatory approval. Ask potential vendors about recent companies that used their EDC product and achieved regulatory approval. At ClinCapture, we are proud to have been a part of potentially life-saving products successfully receiving approval and entering the market!



# 2. eClinical Suite

Many EDC systems only offer basic functionality and are difficult to scale, forcing customers to switch to another system when their study calls for more advanced study designs and workflows. Whether you are running your first pilot study or managing dozens of studies with complex criteria, ClinCapture has the infrastructure to support all your needs.

In addition, many EDC systems don't have the products needed to run complex studies. ClinCapture offers a suite of products in addition to our fully featured EDC including: Medical Coding, Randomization with Trial Supply Management (RTSM), eCOA/ePRO, eConsent, eSource, and Advanced Reporting and Analytics.

# 3. Benefits of Private Cloud



## 1. Private Cloud

This is the best of both worlds. The software is hosted in the cloud, making it more affordable and easier to support. As opposed to public cloud, private software gives each customer their own “instance,” meaning there are no interruptions to the study for revalidation or retraining. Always choose a Private Cloud EDC when possible!



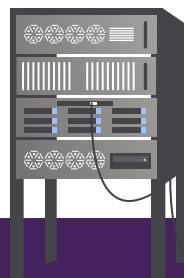
## 2. Public Cloud

EDC software is hosted on the cloud and you share a software “instance” with other customers. This type of software is generally lower cost (with some exceptions); however, you may need to revalidate and retrain your sites with every release. Public Cloud software vendors rarely identify themselves as “Public Cloud.” Make sure you ask the question: “Will we be getting 100% private instance of your software or will we be on a shared instance with other customers?” If the vendor cannot guarantee a private instance, then you risk the negative effects of Public Cloud.



## 3. On Premises

EDC software is hosted locally at your company or at the provider’s location. This type of software is good when you do not want any interruptions to your study, as you are not forced to revalidate for software updates. However, it is also the most expensive type of software and the most difficult to support.



## 4. Transparent Pricing & Fees



Choosing an Electronic Data Capture (EDC) vendor should be as simple as choosing which features you would like in your EDC system. Some systems may be reasonably priced, but once you get the first bill you might be shocked by how much small fees from add-ons can amount to. EDC systems should be transparent with their pricing and fees. Below are some fees you should try to avoid.

### 1. Support Costs

It is easy to underestimate the number of support hours needed. If an EDC vendor charges by the hour, this can add up fast! Choose a vendor - like ClinCapture - that offers a free support program.

### 2. Training Costs

It is also common to underestimate the cost of training. Training costs are common among EDC vendors and can be VERY expensive. Try going with a vendor with more affordable training, if possible.



### 3. Subscription Costs

Paying month to month can be very expensive. You can often save money by taking advantage of annual subscription plans.

## 5. Product Roadmap

If you plan to use an EDC system for a longer term (more than 3 months), ask the vendor about their product roadmap. This will give you an idea of what upcoming features your study can benefit from in the future. We always strive to be innovative - like hosting our EDC on a Private Cloud - and have new, cutting-edge features with every release!

## 6. Trustworthy & Innovative



ClinCapture is proud to be backed by prominent VCs who believe in our product and mission. Before shopping for an EDC, make sure to research if a company is trustworthy by asking yourself the following questions: Who supports them? Do they have success stories? What new features are on their roadmap?



Weidley's Wish is a program started by ClinCapture CEO Scott Weidley with the mission of facilitating clinical research in the discovery of orphan drugs and the treatment of rare diseases. We take a three pronged approach, by offering our eClinical software (EDC) application free for certain types of clinical studies, participating in community outreach, and supporting outside charities.

**“Only when the power is in  
the hands of the users can  
enterprise software become  
truly powerful”**

**– SCOTT WEIDLEY,**  
President & CEO at ClinCapture



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