



PhaseBio Pharma Becomes Medidata's 1,000th Customer, Making Company First in Industry to Achieve This Milestone

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Innovative Biotech Company Adopts Medidata Rave EDC, Benefiting From a Unified Platform for All Phases of the Study

NEW YORK--(BUSINESS WIRE)--May 17, 2018-- Biotech company, PhaseBio Pharmaceuticals, has become Medidata's (NASDAQ:MDSO) 1,000th customer. Medidata is the first and only eClinical company to achieve this milestone. PhaseBio intends to use the [Medidata Clinical Cloud®](#) for the initial Phase I study of its newest clinical development program for treatment of an orphan cardiopulmonary disease.

[PhaseBio](#) is a clinical-stage biopharmaceutical company committed to developing improved biotherapeutics for the treatment of orphan diseases, with an initial focus on cardiopulmonary indications. Like many smaller, innovative life science companies, PhaseBio chose to partner with Medidata due to its unified eClinical platform, which drives better science and business through all phases of a study.

"We have a very good understanding of our entire program beginning with Phase I all the way through Phase III, and know ahead of time that we plan to start as a single site in Phase I, and rapidly expand as a global program," said John Lee, chief medical officer at PhaseBio. "Medidata Rave EDC has the capability to scale with us, thanks to their robust data management platform, which means that we would be able to monitor multiple studies in parallel and potentially merge data sets as needed from these studies in order to support a streamlined development plan leading to approval when we arrive at that stage."

Additional comments can be found in this [video](#).

Founded in 1999, Medidata sets the industry standard as the market leader in clinical trial technology. Built on a unified, SaaS platform, Medidata has built a community of life science leaders who are committed to leveraging their shared insights to solve some of the biggest patient, regulatory, and quality challenges in clinical development. Medidata's continued innovation and ability to replace legacy systems is driven by:

A unified platform - Pharmaceutical companies, device firms, and contract research organizations (CROs) of all sizes, specializing across all therapeutic areas, are using the Medidata Clinical Cloud. The global customer base includes 18 of the world's top 25 global pharmaceutical companies and 18 of the top 25 medical device companies.

Pioneering analytics and data - The Medidata Clinical Cloud powers more than 14,000 studies involving more than 4 million trial subjects, comprising more than 500,000 sponsor/site relationships. Marrying the Medidata Enterprise Data Store (MEDS), the largest clinical data repository, with advanced analytics allows sponsors and CROs to collaborate and power cross-sponsor, cross-study insights.

Unrivaled expertise - Medidata's professional services group ranked top in the industry in a recent Life Science Strategy Group [survey](#) and the company's 99% customer revenue retention rate is proof positive of the added value Medidata provides as a partner to its customers.

"This is a remarkable accomplishment for both Medidata and the industry," said Tarek Sherif, chairman and chief executive officer at Medidata. "Our unified platform is driving the transformation of clinical trials. It's clear that applying advanced analytics and artificial intelligence to valuable clinical data, empowers our customers to make the best possible decisions to the benefit of patients everywhere. We are proud that PhaseBio is our milestone customer. They are a great example of how we help companies of all sizes do better science and develop innovative therapies."

About Medidata

Medidata's unified platform, pioneering analytics, and unrivaled expertise power the development of new therapies for over 1,000 pharmaceutical companies, biotech, medical device firms, academic medical centers and contract research organizations around the world. The Medidata Clinical Cloud® connects patients, physicians and life sciences professionals. Companies on the Medidata platform are individually and collaboratively reinventing the way research is done to create smarter, more precise treatments. For more information: www.mdsol.com

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