



INSIGHT *Volume 1*

Clinical | Regulatory | Safety | Consulting | Nets | Technology

Dear Investor,

It gives me great pleasure to share with you the first edition of Insight, our newsletter especially for the investor community. Insight is designed to enable you to gain a better understanding of the Life Sciences domain and of the work we do at TAKE.

Today, TAKE is a unique combination of full-service Clinical, Regulatory and Safety services backed by unique technology expertise. Our range of services span the gamut of drug development, right from clinical trials to regulatory submissions to post-marketing safety and beyond. All our offerings are backed by insights derived through our proprietary industry networks forums and benchmarking data. With our team of leading Life Sciences experts, best-in-class systems and processes, and bespoke, industry-specific technology and analytics, we deliver successful outcomes for clients. Our global roster of clients includes large and small innovator biopharmaceutical companies as well as generics manufacturers.

This first edition of Insight showcases the acquisition of DataCeutics, a specialty Clinical functional service provider that will enable us to expand our global clinical operations significantly. Insight also features thought leadership from our expert Dr Krishnan Rajagopalan, Chief Growth Officer, Navitas Life Sciences, our exclusive Life Sciences brand. This article showcases how Life Sciences companies can derive value from digital transformation. I hope you enjoy reading Insight and gain deeper insight into Life Sciences and TAKE's role in the industry.

Regards,

Srinivasan HR

Vice Chairman & Managing Director
TAKE Solutions Limited

TAKE Acquires DataCeutics Inc to Augment Global Clinical Data Science Services



TAKE acquired DataCeutics, a specialty Clinical Functional Service Provider (FSP) that delivers quality statistical programming, clinical reporting and clinical data management to top biopharma players. The company has Therapeutic Experience across Oncology, Cardiology, Pulmonology, Infectious Disease and Central Nervous System.

Through this acquisition, TAKE strengthens its high-end Data Sciences capabilities. The acquisition is part of TAKE's 2021 growth strategy and augments TAKE's Clinical business. With the global Clinical market expected to reach \$32.9 Bn by 2020, this is a significant move for TAKE to gain a stronger foothold in the market.

DataCeutics strengthens TAKE in its high-end Data Sciences capabilities that include Clinical Data Management, Biostatistics and Statistical Programming, Medical Writing, Data Standards and Conversions, as well as depth of major pharma relationships in North America. TAKE plans to complement DataCeutics' capabilities with its own AI-driven clinical platform and near real-time data insights and analytics to deliver improved outcomes for clients across safety, quality, compliance, cycle time and cost. Thus, the combination of DataCeutics and TAKE Solutions promises to provide a compelling proposition to the Life Sciences industry.

Key Synergies

 <p>High-value Data Sciences Offering through combined capabilities</p>	 <p>Executive Connects & Cross Selling for current clients in Regulatory and Safety verticals</p>
 <p>Integrated Delivery Model enables bidding for high-value projects</p>	 <p>Enhanced Domain And Technology Capabilities through the incorporation of Data Sciences into existing technology platforms</p>

Abstract

As the pharmaceutical and healthcare industry drive towards developing effective medicines and delivering total solutions for patients, they are trying to leverage new business modes and technologies from other industries to meet changing needs across geographies, patients, providers and regulators. AI supported “Digital” technologies can allow innovative, connected, efficient and savvy adopters to surge ahead in their transformational journey.

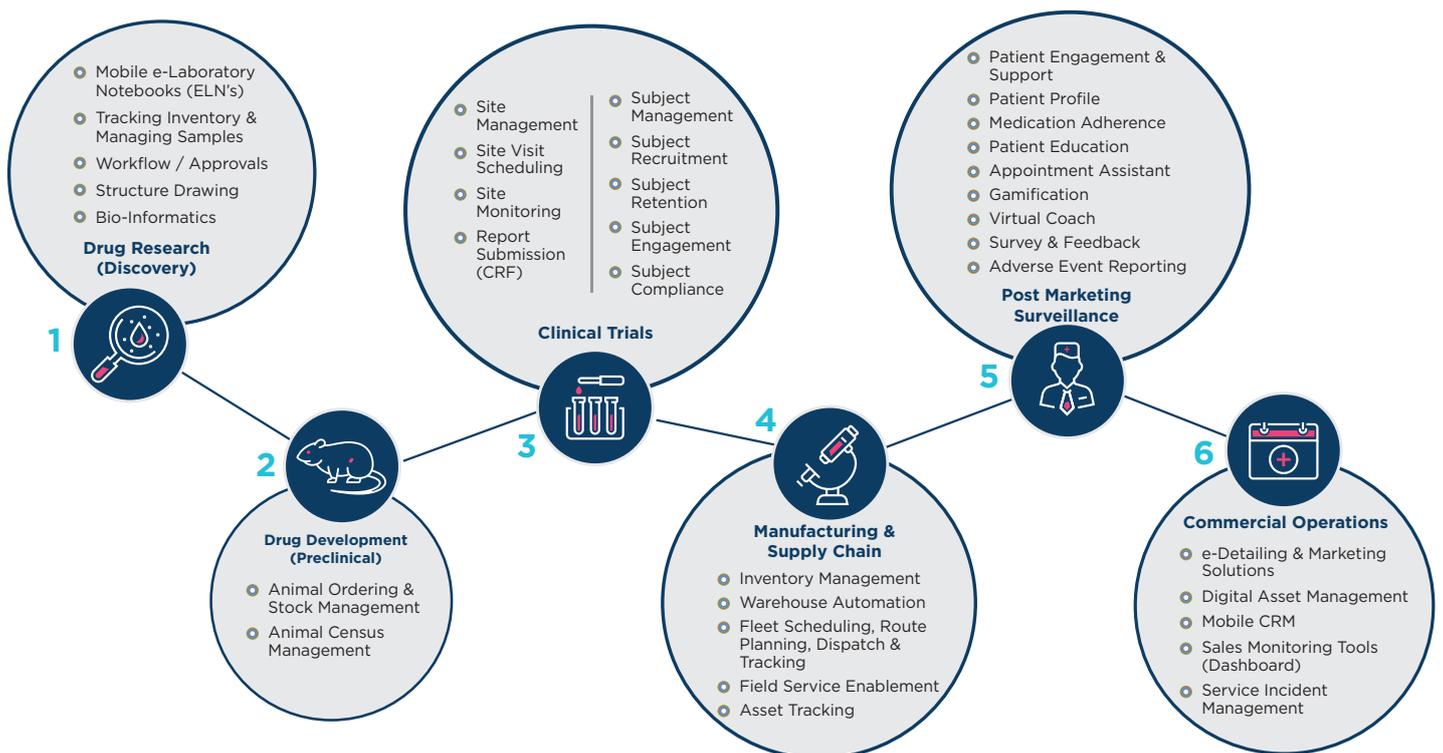
Pharmaceutical industry is in the midst of a renaissance in leveraging latest technologies and evolving operating and delivery models to transform itself. Expectations to meet the demands of patients, providers, physicians and rapidly changing regulatory compliance needs globally are driving the industry to adopt some of the technological advances made by other industries, including healthcare that it was hesitant to leverage just a few years back.

Developing and delivering drugs or devices alone is not enough, but the need to demonstrate their value through “pay for performance” and to provide integrated healthcare to patients in a compliant manner will become more critical to remain competitive.

Life Sciences industry is undergoing significant transformation and is forced to move rapidly from being “reactive” to a “proactive” approach.

Increasing pressure to complete trials more efficiently with “real-time” decision making possibilities through technology, “Speed to launch” successfully the first time to ensure maximum revenue realization and the potential to proactively recruit, retain, ensure adherence and continue to provide enhanced services to patients throughout their interactions with pharma are driving the Digital transformation across the value chain. Emergence of IT functions to be a collaborative and partner for business to bring-in the latest developments in digital and SMAC (Social, mobile, analytical and cloud) technologies and sharing the “art of possible” is allowing the industry leaders to push forward with the transformation and realize tangible benefits.

The need and impact of Digital initiatives across the value chain are rapidly evolving and both business and IT functions are investing in targeted initiatives. Specific touch points within each of the value chain areas are being identified and investments are being prioritized, with each organization prioritizing their focus based on their own strategic imperatives.



There are several factors are driving the digital innovation in the clinical development area.

• **Demand for Speed**

- First movers win most of the market opportunities – “need for speed” is becoming a strategic driver
- Cost pressures are driving the industry away from decades-old trend of “spend” and pipeline growth

• **Supply possibilities for real time data and analytics**

- Near real-time data visibility and advanced analytics provided through a combination of AI, automation and other technologies
- Cloud based infrastructure and flexibility / scalability allowing strategic collaborations between technology providers and industry

• **Availability of Digital Technologies**

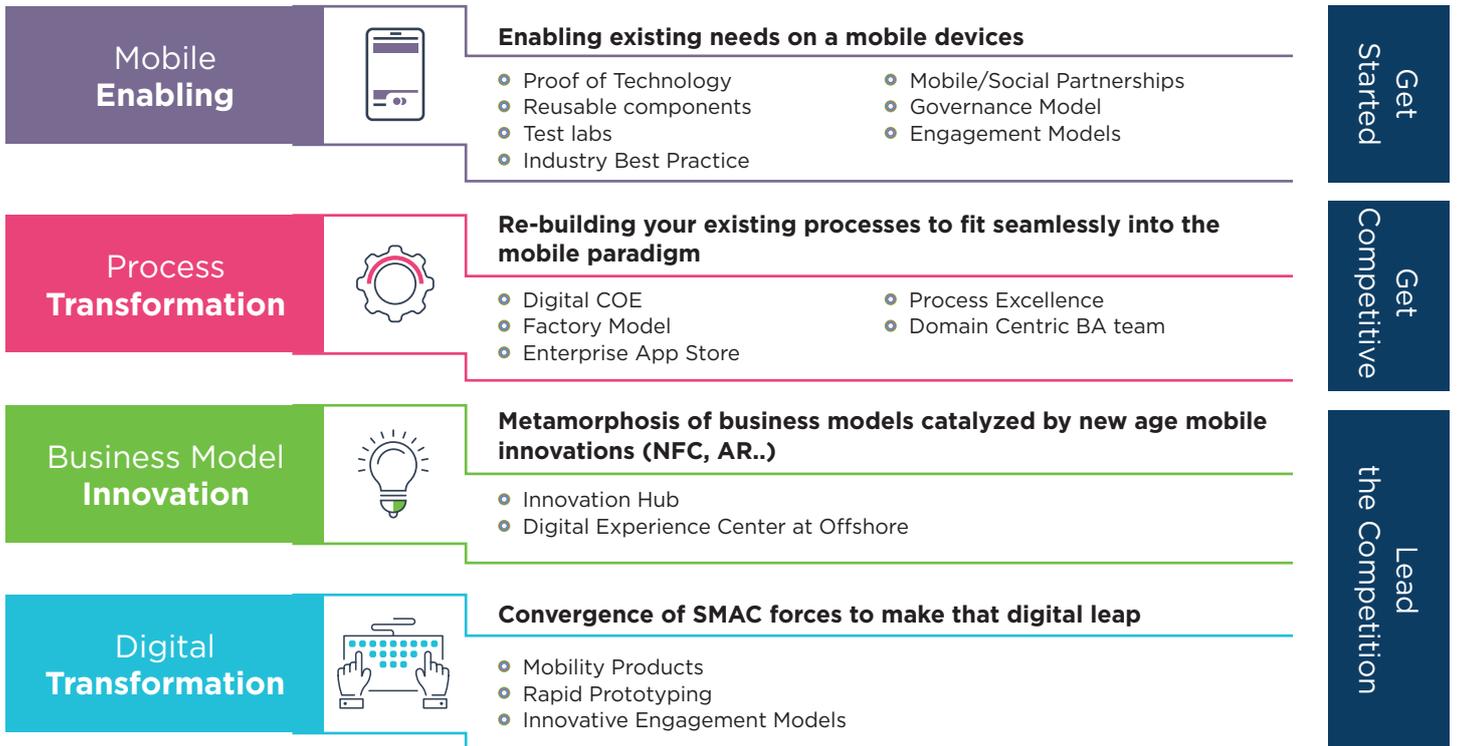
- Increasingly sophisticated wearables, mobile devices creating the “connect patient” and digital / virtual trials
- IoT, digital supply chain etc., allowing the sophisticated detection and delivery

• **Support from Regulators and government**

- Regulators are adopting and encouraging digital approaches – e.g., RBM, Sentinel, Digital Health Unit establishment within CDRH (Center of Devices and Radiological Health)
- Continued commitment to standards, consortia to drive technology adoption, data transparency.

Digital transformation means a cultural shift within organizations and we have seen it have a sustainable impact if driven by the C-level leadership. Traditional organization structures and skills within pharma may not alone be able to design and implement the changes needed to drive digital initiatives. Several model organization structures are possible, but organizations need to identify the most optimal structure that will fit their vision, culture, investment / business case plans and may also move from one structure to another as they become more mature as a digital organization.

A step by step approach would allow organizations to “walk, run and then fly” in a phased manner.



For complete article, please visit <https://www.takesolutions.com/images/feature-article/ahhm-issue43.pdf>

About TAKE Solutions

TAKE Solutions delivers domain-intensive services in Life Sciences. In the fast-growing Life Sciences space, TAKE offers clients a unique combination of full-service Clinical, Regulatory and Safety services backed by unique technology expertise. Our range of services span from clinical trials to regulatory submissions to post-marketing safety, all backed by insights derived through proprietary industry networks forums. With a team of leading Life Sciences experts, best-in-class systems and processes, and bespoke, industry-specific technology and analytics, TAKE delivers successful outcomes for clients. Our global roster of clients includes large and small innovator biopharmaceutical companies as well as generics manufacturers. With operations spread across North America, Europe, Asia, and South America, TAKE is a Public Company, listed in India on the Bombay Stock Exchange and the National Stock Exchange. Led by a team of industry stalwarts and domain experts, TAKE has been growing steadily with FY19 revenues touching INR 20,389 Mn (USD 291 Mn).



For more information

TAKE Solutions Ltd.

No: 27, Tank Bund Road, Nungambakkam, Chennai – 600 034

 contact@takesolutions.com  www.takesolutions.com  +91 44 6611 0700/01