



## Corporate Backgrounder

ProTrials Research, Inc., founded in 1996, is a clinical operations firm headquartered in Sunnyvale, California with offices across the country. Since its founding, ProTrials has provided clients with highly qualified clinical research professionals to provide their expertise to clinical research and development programs. The firm serves clients in the pharmaceutical, biotechnology, and medical device industries, providing them with experienced people who have expertise in a wide range of therapeutic areas.

### *Mission*

ProTrials is dedicated to providing the clinical research industry worldwide with professional services that demonstrate the highest level of experience, quality, and integrity, while assuring career growth and job stability for its employees.

### *ProTrials Professionals*

Unlike many contract research organizations (CROs), ProTrials does not hire inexperienced personnel. ProTrials' clinical professionals average ten years of clinical research experience, and its clients are welcome to view documentation of experience (CVs) of the ProTrials professionals before they start work on a project. ProTrials' business model is built on a hands-on, personalized approach to clinical projects. The management team works closely with its field staff and clients, ensuring compliance with internal quality assurance standards and practices. In a highly dynamic industry, ProTrials is known for its consistent employee retention rate of over 90%.

### *ProTrials' Competitors*

Even though ProTrials is a small, privately-owned company, it competes with CROs of all sizes. The firm has clinical operations teams located across the country and around the world to meet client needs. Broad geographic reach and ProTrials' small size enable it to offer more cost-effective services than firms many times its size.

### *ProTrials Services*

ProTrials focuses on clinical operations services including project management, quality assurance, Phase I-IV clinical monitoring, SOP development, and clinical staff training. More than 90% of the firm's business is repeat business, and clients engage 80% of the firm's team members for additional or extended projects.

### *ProTrials Founders*

Jodi Andrews  
Founding Partner and Chief Executive Officer

Inger Arum  
Founding Partner and Chief Financial Officer

### *ProTrials Management Team*

Individuals on the ProTrials management team have an average of 17 years of clinical experience, and each has a strong background in operational management. The management team works with the Company's founders to build the corporate structure, develop business strategy, and consult with clients on a wide range of clinical operations issues.