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## **Nextrials Momentum Grows in Electronic Clinical Trials Data Capture**

*Industry and Customer Accolades Continue for Unique Value of  
Nextrials Prism<sup>®</sup> Electronic Data Capture Software*

SAN RAMON, Calif. – July 19, 2004 – Nextrials, an electronic clinical trials software company, today reported its second industry award in four months and continued growth of customer implementations. Frost & Sullivan, a leading growth consultancy, recently endorsed Nextrials with its *2004 Customer Value Enhancement Award* (see related press release: *Frost & Sullivan Recognizes Nextrials for Outstanding Contribution to Electronic Data Management*, July 15, 2004).

“With a renewed interest in the electronic clinical trials market heating up among private investors in 2004, the race is on for next-generation interactive EDC software,” said Amith Viswanathan, an analyst with Frost and Sullivan. “One of the most attractive new companies Frost & Sullivan has seen is Nextrials.”

In April 2004, Nextrials received the *Best of Show* award at the Bio-IT World Conference + Expo, eclipsing competing finalists including Oracle and PHT Corp. By developing its Prism software to meet user needs, Nextrials’ customer base has experienced recent growth to 19 customers, including Genentech, Novacea, Gore and the National Marrow Donor Program, and more than 300 research sites.

“Innovation and customer value are our two top priorities so it's particularly gratifying to be honored with industry awards that target those same priorities" said Anthony Costello Nextrials VP of Product Development. "We feel lucky to have clients that share our vision of conducting clinical research in a better way. Because of them, we are motivated to continue building software that tackles the complexities of their important studies."

Nextrials is commencing a new phase of market expansion following two years of successful software development and initial customer deployments. The company’s Prism<sup>®</sup> software accelerates clinical trial data capture and analysis while minimizing research management costs for biopharmaceutical and medical device companies. Prism uniquely meets its customers need to extend EDC functionality within a true trial management framework, providing unique capabilities for critical research components like patient randomization, serious adverse events reporting, and inventory management.

"The Prism system and Nextrials have transformed the way clinical data is collected," reports Robin Carlson, Clinical Manager for medical device company W. L. Gore and Associates. "Sites are eager to get data entered, learn to use Prism quickly and only have praise for Prism

and Nextrials. In addition, annual reports that used to require weeks to prepare now take days."

**About Nextrials**

Nextrials provides Electronic Data Capture (EDC) software and services that enable biopharmaceutical and medical device companies to accelerate their research while controlling costs. Their flagship application, Prism, integrates numerous features and management tools that allow sponsors to extract maximum value from clinical research data. Nextrials' commitment to innovative solutions for the life sciences has earned it multiple industry awards and a loyal customer base.

Founded in 1999 by biotech industry veterans and based in the San Francisco Bay Area, Nextrials is self-funded with a history of profitable operations. Additional information about the company is available at [www.nextrials.com](http://www.nextrials.com) or by contacting Nextrials directly at (925) 355-3000 or [info@nextrials.com](mailto:info@nextrials.com).

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