Novotech Joins Medidata ASPire To Win Channel Partner Program

Australian contract research organization (CRO) Novotech has joined Medidata Solutions' 'ASPire to Win' channel partner program. Medidata Solutions is a global provider of SaaS-based clinical development solutions.

Medidata has started ASPire to Win in April 2005, as a channel partner program designed to enable select CROs and other service providers to offer Medidata Rave implementation services. Since then, ASPire to Win has grown to include more than 25 partners, ranging from smaller clinical consultancies to large, global CROs.

Novotech said that it can offer sponsors a full range of services around the Medidata Rave electronic data capture (EDC) and clinical data management (CDM) solution.

Novotech plans to leverage Medidata Rave to streamline the clinical research process for customers conducting Phase I–III trials in nine countries and across a range of therapeutic categories.

Novotech has helped global customers conduct trials across a population base of more than 1.5 billion people in the Australasian region. As the demand for global clinical outsourcing services continues to grow, Novotech selected Medidata Rave and joined the ASPire to Win program for Medidata's ability to handle large, complex, global studies and its comprehensive partner enablement program.

Novotech is pursuing Rave Accredited Plus, an advanced level in Medidata's channel partner program. Once at this level, Novotech will be positioned to provide the full range of Rave-related services, including end-user training, study build, reporting, outputs, integrations and migrations.

Alek Safarian, CEO of Novotech, said: "Medidata Rave is a robust system with global capabilities, a clear, intuitive interface and widespread acceptance among our global sites. Medidata also offers the technology and support that allows us to improve communication and streamline data collection and management with many of our clients based in North America and Europe, enabling us to drive global reach and close the distance gap."

Graham Bunn, vice president of global CRO partnerships at Medidata Solutions, said: "We are very excited to add Novotech as the first Australian-based CRO in our ASPire to Win program. Our in-depth experience in helping sponsors and CROs facilitate clinical trials on a global scale makes us a natural partner to support Novotech's clinical support goals, and we look forward to helping drive their future research initiatives."