



**The Hewlett-Packard Japan, Ltd. business partnership for  
IT solutions in pharmaceutical company post-marketing surveillance**

In the following we inform that our company (hereafter "EPS"), along with e-Trial Co., Ltd. (hereafter "ETR"), the consolidated subsidiary of this company, makes a business partnership for IT solutions in pharmaceutical company post-marketing surveillance with Hewlett-Packard Japan, Ltd. (hereafter "HP Japan"), the Japan corporate body belonging to Hewlett Packard Company, the world's largest IT corporation, according to the following statements.

**1. Cooperation background**

It is necessary to make appropriate data management regarding post-marketing surveillance (PMS) for pharmaceutical company business. The results are submitted for a re-examination. Also, In order to comply with the requirements, the business records as well as progress management must be executed accurately, in accordance with regulatory requirements.

In that kind of circumstances, EPS, having achievements in drug development, PMS, clinical research field and other achievements in CRO commissioned businesses, as well as years of experience, gives support to the pharmaceutical company. Moreover, ETR aims to increase the efficiency in clinical trials, PMS and clinical research field using IT and offers services through EDC, IWRS and other eClinical solutions for clinical trial and post-marketing survey data management.

HP Japan has achievements and years of experience in safe information management/PMS for pharmaceutical products research and development and as well as systems for other fields. In PMS related realm, HP Japan has provided re-examination business support systems, ClinicalWorks5/PMS.

With IT development in pharmaceutical industry, the demands are increased in providing timely information for data management solutions and business progress management solutions for both companies.

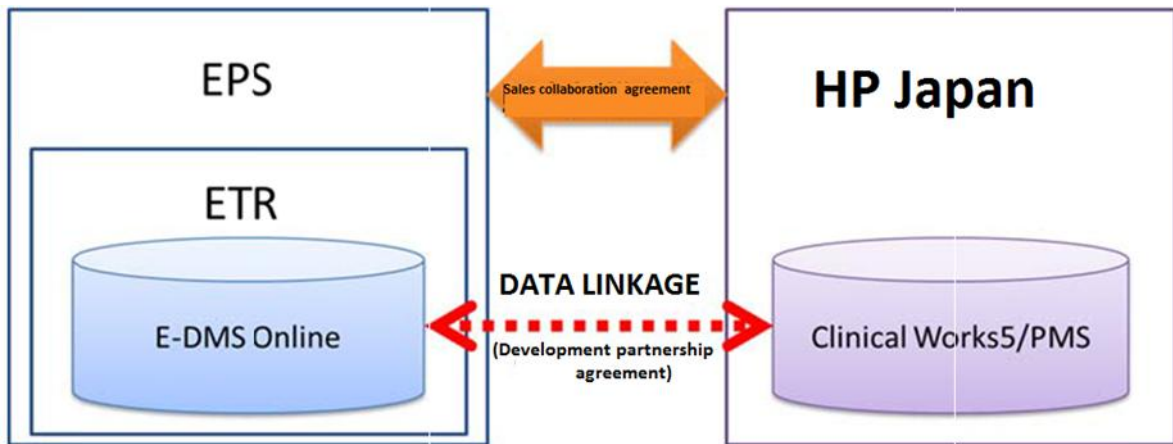
**2. Partnership contents**

In this background, HP Japan improves and facilitates the software for EPS and ETR and implements a timely data coordination demanded by pharmaceutical businesses. With the collaboration between those three companies we aim to find solution to increase the sales.

**2.1 Implementing the data coordination function (Development partnership agreement)**

ETR signed a development partnership agreement with HP Japan which implements the ability to transfer data mutually between E-DMS Online (ETR) and ClinicalWorks5/PMS (HP Japan) automatically and at fixed intervals.

By this data coordination, the data regarding facilities contracts and participating institutions stored in ClinicalWorks5/PMS is transmitted automatically to E-DMS Online at fixed intervals. The data stored on E-DMS Online, which is data regarding registered medical cases, questionnaires collection and other data that is underway, is transmitted automatically to ClinicalWorks5/PMS at fixed intervals. In addition, because manual data delivering and receiving it is not necessary, according to the progress management stated in agreement, overall management for medical case data at fixed intervals is allowed. By planning a streamline process, PMS functions are prompt, efficient and stable, and this can increase the reliability and quality.



### 2.2 The structure of sales cooperation system (Sales partnership agreement)

So far, EPS research service that uses IT have made efforts to improve the reliability and quality by using EDC systems and optimizing PMS procedures. EPS signed a sales collaboration agreement with HP Japan. EPS suggests and sales IT total solutions for PMS and other contract research services, along with EDC&PMS business support system.

Information (prior notice)	
As part of the sales cooperation between EPS and HP Japan, a seminar will be held at the beginning of March 2014. This seminar will feature the EDC system and re-examination of HP Japan business support system for EPS/ETR's PMS. We will give more detailed information about this seminar in the near future.	

### 3. Business partner overview

Hewlett-Packard Japan, Ltd.

Head office address	Oshima 2-Chome 2-1, Koto-ku, Tokyo
Founded	1963 (38 <sup>th</sup> year of Showa) (Yokogawa-Hewlett-Packard, Ltd. establishment)
Capital	10 billion yen
Employees	5000 (as of April 2013)
Main business	Develops, manufactures, imports, sales and leases computers, computer peripherals and software products; IT services