



December 20, 2021
EPS Corporation
OMRON Healthcare Co., Ltd.

News Release

EPS Corporation Signs Business Partnership Agreement with OMRON Healthcare to Promote Virtual/Online Clinical Trials

EPS Corporation (Head Office: Shinjuku-ku, Tokyo; President and Representative Director: Akira Sasa; hereinafter “EPS”) has entered into a business partnership agreement with OMRON Healthcare Co., Ltd. (Head Office: Muko-shi, Kyoto; President and CEO: Isao Ogino; hereinafter “OMRON Healthcare”) for the purpose of promoting virtual/online clinical trials. Through this partnership, EPS and OMRON Healthcare will expand proposals and engage in other promotional efforts related to the system development and regulations necessary to build frameworks for new virtual/online clinical trials in the future.



Typical clinical trials ask patients to either visit a hospital to have their blood pressure and other vital signs taken or to take and record their own vital signs in a daily log at home that can be given to their physician during medical examinations.

The realization of virtual/online clinical trials enables subjects to measure, grasp, and provide vital data taken right at home remotely as clinical data using various tools and systems. Clinical trials that leverage IT technologies can reduce the burden on subjects and facilitate a wide range of approaches in clinical trials such as cooperation with home-visit health and nursing care. These IT technologies can also build flexible management systems right for the unique traits of each disease and clinical subject as well as the treatment and testing necessary in a clinical trial.

Virtual/online clinical trials will become more common in the future due to potential for a lower burden on subjects brought by greater convenience and satisfaction and more efficient monitoring.

EPS and OMRON Healthcare concluded this business partnership agreement regarding the promotion of frameworks for virtual/online clinical trials by combining the strengths of OMRON Healthcare as a provider of blood pressure monitors and other in-home medical devices with those of EPS as a company supporting all processes of clinical studies via various services to make virtual/online clinical trials commonplace.

■ **EPS and OMRON Healthcare’s Business Partnership**

EPS and OMRON Healthcare will engage in the following initiatives as efforts to promote and make virtual/online clinical trials commonplace in the future:

- Offer joint seminars to explore the latest information and challenges of virtual/online clinical trials and present solutions
- Explore system development and other necessities for the execution and management of virtual/online clinical trials
- Propose solutions to management and regulation issues related to virtual/online clinical trials

OMRON Connect is a health management app for mobile phones to manage various data taken using OMRON devices with communication functions. This data includes blood pressure, weight, body temperature, pulse, and blood oxygen saturation in addition to the step count and level of physical activity. The use of OMRON Connect creates a foundation for collecting accurate data during clinical trials. EPS will work together with OMRON Healthcare in this joint venture to build frameworks to execute virtual/online clinical trials realizing benefits for both the subjects and clinicians running the clinical trials. These efforts will help make virtual/online clinical trials in Japan a reality.

■ OMRON Connect Health Management App

OMRON Connect is an app for mobile phones for easily managing and linking blood pressure, weight, level of activity, and other vital data taken using an OMRON device with communication functions to third-party applications and services.

Data measured by a compatible medical device is sent to the OMRON Connect app via Bluetooth to easily verify changes in physical health and activity level using clear graphs.

EPS *Virtual Go* Framework

As a leading company supporting clinical study work, EPS is advancing the *Virtual Go* framework to promote virtual/online clinical trials using its wealth of expertise and experience in data science, which is backed by an extensive track record.



Virtual Go is a generic name for all EPS services used to promote virtual/online clinical trials.

Virtual Go always strives to satisfy two core ideas: “virtual/online clinical trials in which patients do not have to visit medical institutions” and “virtual/online clinical trials in which CRAs^{*1} do not have to visit medical institutions.” To do this, EPS handles everything from the proposal to the operation and management of various schemes to advance virtual/online clinical trials right for the trial design and type of disease. This includes eConsent^{*2}, online medical examinations, DDC^{*3}, eCOA^{*4}, use of wearable devices, shipment of drugs for clinical trials, home-visit nursing, and specimen collection.

[About EPS Corporation \(https://www.eps.co.jp/en/\)](https://www.eps.co.jp/en/)

EPS launched its business in 1991 as a CRO^{*5} to comprehensively support clinical studies with the focus on clinical trials and PMS^{*6}. The company proposes new models to satisfy customers’ needs by leveraging its data science expertise and digital technology cultivated through its extensive track record. These proposals are founded in its Trial GATE concept, which acts as the gateway for all promotion functions of clinical trials.

[About OMRON Healthcare \(https://healthcare.omron.com/\)](https://healthcare.omron.com/)

The mission of OMRON Healthcare is “to advance health and empower people worldwide to live life to the fullest.” In 2015, its cardiovascular health business established the “Going for Zero: Zero Cerebrovascular and Cardiovascular Events” vision with the goal of taking on the challenge to eliminate strokes, heart attacks, and other cardiovascular diseases. At its core, OMRON Healthcare provides home blood pressure monitors to more than 110 countries around the globe. In 2021, its home blood pressure monitor sales reached an astounding total of 300 million units worldwide. In the future, OMRON Healthcare will use its impressive 300 million units in sales as a launching point

to develop products and services that more clearly tackle the continually growing demand for blood pressure monitors and diversifying customer needs across the world. OMRON Healthcare will also help more and more people around the globe live healthy and fulfilling lives by expanding its remote healthcare and other services to every corner of the world.

*1: CRA (Clinical Research Associate)

*2: eConsent (Electronic Consent)

*3: DDC (Direct Data Capture)

*4: eCOA (Electronic Clinical Outcome Assessment)

*5: CRO (Contract Research Organization)

*6: PMS (Post Marketing Surveillance)

Contact:

EPS Corporation

E-mail: koho@eps.co.jp

OMRON Healthcare Co., Ltd.

E-mail: pr-ohq@omron.com