



# CONTRACT CLINICAL PROGRAM

**Providing you with the support your medical device product needs, wherever you need it.**

Fully supporting your medical device products without over burdening your commercial teams can be challenging, especially with the pressure to hit your increasing sales quota while minimizing SG&A costs.

With Novasyste's Contract Clinical Program, we help our med-tech clients respond to market challenges with focused in-servicing and peer-to-peer product training, pre- and post-sale. After building, deploying and managing our consultant teams, we track and measure the progress and associated spend.

Program success is tracked and measured in our real-time data engagement platform. This provides the detailed reporting analytics we need to stay informed and evaluate where and when support is needed. These insights not only provide a clear picture of the overall project but allows you to scale your business to maximize program success.

# Program Details

## Key Program Benefits



### Flexibility and Agility

Increase flexibility to quickly scale up and down with your customer-facing needs.



### Increase Team Bandwidth

Maximize your full-time team's bandwidth while we serve as an extension, supporting with in-servicing and peer-to-peer product training.



### Increase Product Adoption

Ensure your customers have the comprehensive training needed to drive successful product adoption and patient outcomes.



### Drive Faster Revenue

Recognize revenue faster on your existing accounts by expediting the timeline on training and in-servicing.



### Access to Top Talent

Gain access to our network of 2,000+ nurses, surgical technicians, medical technicians, phlebotomists, respiratory therapists, CNAs and LPNs across the US and Canada to provide peer-to-peer training.



### Strategic Implementation

Collaborate with Novasyte on customizing your strategic implementation guide. It serves as a road-map toward achieving a successful program launch, with defined KPIs and best-in-class analytics setup.



### Measurable Data

Receive real-time, reporting spend analytics to understand overall project status and how best to maximize program success.

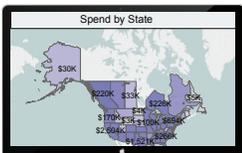
## Dedicated Account + Consultant Management

### Account Management

Every client has a dedicated Account Manager and Account Executive to support the client and consultant needs. Your single point of contact is available 24/7 to support the needs of this rapidly changing environment.

### Consultant Management

Novasyte is responsible for all recruitment, hiring and onboarding to ensure you have strong brand representatives supporting your customers' needs. Each consultant goes through a rigorous interview process internally prior to the client-facing interview where your team will be able to evaluate their ability to serve as your customer-facing brand representatives. Following onboarding, we begin the training program where we ensure comprehensive systems, brand and product training is adequately facilitated.



Facility Name	Total Services	Expense
Thrive Support	\$582,432	\$183
Tenbury Management	\$144,024	\$5,190
VCU Medical Ctr - Medical College of Virginia Hosp - Rich.	\$87,404	\$82,880
Grady University Medical Ctr Dallas TX	\$81,108	\$43,310
First Regional Medical Ctr SMT Pratt KS	\$111,488	\$8,361
Veritas HD Hosp New York NY	\$82,782	\$45,000
Memorial Hermann Southeast Hosp Houston TX	\$82,088	\$14,423
Jackson Memorial Hosp Miami FL	\$54,480	\$33,390
Stanford University Medical Ctr Stanford CA	\$47,311	\$22,844
Rock Hosp of USC Los Angeles CA	\$83,800	\$28,087



## Data-Driven Results

After building, deploying and managing our teams, we measure and track the progress and associated spend in our custom Tableau™ platform. This provides the detailed reporting analytics you need to stay informed and evaluate where and when support is needed. These insights not only provide a clear picture of the project overall but allows you to scale your business to maximize program success.

### Interactive and Customizable Dashboards

Simple, clear and interactive data views allows you to filter the data to not only see the big picture but also the details. This will help answer both your immediate and long-term questions.

### Data Types

- KPI measurement
- Activities and spend by account, region, product, supervisor and task
- Management effectiveness

For more information:  
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