



## SciQuest Product DELIVERS THE BENEFITS OF INTEGRATED Sourcing, Procurement, and Materials Management to Research- Intensive Organizations



Jamie Duke

*By enhancing Enterprise Reagent Manager's robust feature set with SelectSite chemical sourcing and catalog management functionality we are taking the first steps toward integrating, and accelerating, the innovation supply chain.*

The release of SciQuest Inc.'s Enterprise Reagent Manager 4.5 gives company researchers the ability to search more than 200,000 chemical structures representing 700,000 products from more than 150 leading chemical suppliers to locate needed materials to help speed the innovation process.

Enterprise Reagent Manager is a materials-management solution for life-sciences manufacturers, industrial research companies, and higher-education organizations that enables enterprise-wide procurement, tracking, and monitoring of chemical and reagents through the innovation supply chain.

Companies can use the solution to improve internal chemical management and compliance reporting.

Integrated in the new version, is the SciQuest SelectSite Chemical Sourcing Application. This application provides users with access to expanded supplier content, enhanced structure searching capabilities, and robust catalog management functionality through the ERM Researcher Desktop.

## NDCHealth FORMS GLOBAL CONSORTIUM of Independent Pharmaceutical Sales, Prescription, and Medical Information Providers

Pharmaceutical information providers from several countries are joining forces to offer a new choice for timely consolidated international data.

NDCHealth Corp. has formed a global consortium of independent pharmaceutical sales, prescription, and medical information providers who will contribute their pharmaceutical data. The data will be translated into a common platform. The NDC Global Trends database provides pharmaceutical clients around the world with access to country level sales data for top global pharmaceutical markets. The data include: wholesale distribution sales, prescription sales, and medical information.

NDC Global Trends is readying to launch the first phase of this effort with data from several multinational healthcare information providers covering many of the world's leading pharmaceutical markets. Additional markets will be added as the consortium advances.

"NDC Global Trends will employ state-of-the-art technology to deliver pharmaceutical sales data to the customer via the World Wide Web — much faster than what is currently available," says Shel Silverberg, executive VP of NDCHealth International. "NDC Global Trends' Web-based technology will make the data available to the customer virtually anytime, anywhere. Unlike the current solution, customers will have open access to common product files and the ability to use NDCHealth for data management or simply load the data into their own data warehouse. Open system clients will have the option to choose a product and supplier by country, according to needed information."



*Our customers have told us that they need consolidated international data in a more timely manner — NDC Global Trends' partners will greatly expand the reach of their products and services around the world, says Walter M. Hoff, chairman and CEO of NDCHealth.*

## Proscapre Prepares FACE-TO-FACE SELLING TOOL

Proscapre Technologies has a new Internet tool to make face-to-face selling more effective. Proscapre.Net provides mobile sales organizations a common technology platform to exchange, update, communicate, monitor, and present sales and marketing information during sales presentations.

The product is built using Microsoft's .NET architecture and will launch with the Microsoft Windows.Net Servers in April 2003. Before the launch, Proscapre.Net will be independently certified on the .Net Server platform.

By using the Microsoft .Net Framework, Proscapre.Net provides various benefits to a sales and

marketing organization, including a two-way communication vehicle with the field and the ability for customers to immediately adjust their content based on shifting business conditions and re-deploy it to the field.

Proscapre.Net takes advantage of capabilities that keep the selling infrastructure operational with 99.999% uptime. The product uses Windows.Net and SQL/Server to handle large workloads and deliver high levels of performance. It also allows administrators to monitor the solution's system from a central location.

tion to ensure the system can be administered from any location.

**Proscapre.Net takes advantage of capabilities that keep the selling infrastructure operational with 99.999% uptime.**

## Online Forum for NEWS ON AGING Launched

The Alliance for Aging Research and *Science* magazine has launched a Website that provides an online forum for news and debates on emerging issues of science, aging, health, and the public interest. Visitors to [sagecrossroads.net](http://sagecrossroads.net) can interact through live Webcasts with experts in aging and medical research and with thought leaders in bioethics, future studies, and health economics. The venture is expected to give journalists the opportunity and capability to learn about coming opportunities that will affect the processes of human aging and to explore the likely ramifications for healthcare and for society in general.

In addition, SAGE Crossroads will host monthly debates via Webcast. Possible topics include: Should we tinker with human aging? Does longevity science make good economic sense? Should age count in allocating healthcare resources? and What's the right economic model to ensure generational equity?

## IMS Health's Web-based System Offers ACCESS TO INTEGRATED GLOBAL MARKET INTELLIGENCE From Three Services

IMS Health has launched IMS Knowledge Link, a Web-based system that offers instant access to integrated global pharmaceutical market intelligence from three leading IMS services — IMS World Review, IMS Company Profiles, and IMS Lifecycle R&D Focus.

Knowledge Link provides in-depth analysis of sales data for drugs in more than 300 therapy areas, marketed by 126 companies in 23 countries.

Other offerings include: evaluations of the progress of products in the industry's R&D pipelines, from preclinical phases to launch, as well as profiles of 85 major pharmaceutical companies, including senior management interviews, merger and acquisition assessments, and forecasts from experts in the industry.

"IMS Knowledge Link is a powerful tool that delivers a wealth of insights and information to clients in user-friendly formats," says Stephanie Earle, IMS marketing manager. "Starting with one of four topics — companies, products, therapies, and countries — users can find the facts they need on sales data and trends for hundreds of products, track the R&D progress of more than 6,000 drugs in active development, or take a closer look at the strategy, product portfolios, and financial results of leading pharmaceutical companies."

Because the IMS Knowledge Link is a flexible, multi-level service, users can get a quick overview or drill deep into the information as their needs require.

Users of the service can conduct combination searches and link relevant insights in preformatted, Web-based reports. Each report offers direct access to the individual IMS World Review, IMS Company Profiles, and IMS Lifecycle R&D Focus services for deeper insights. Patent data and market forecasts will be added to IMS Knowledge Link's information offering.



*Compressing the typical development timetable may save millions of dollars in drug-development costs.*

## CenterlinX Platform LINKS INTERNATIONAL LABORATORY SERVICES

State-of-the-art efficacy and safety testing with results correlated between two international sites has been made possible through CenterlinX information technology. Esoterix Inc.'s CenterlinX is being used in the company's new clinical-trials facilities in East Windsor, N.J., and Groningen, The Netherlands.

CenterlinX incorporates unique worldwide accession numbers to

simplify sample tracking, real-time inspection, and auto verification of data for each patient visit. It automates the ordering of tests, which reduces errors and ensures protocol compliance. The technology

also uses customized high-quality bar-coded requisitions for ease of use on an international basis and can track expired kits and containers, minimizing trial costs. CenterlinX offers multi-level services such as blinding and alert flagging and was validated according to the FDA's 21 CFR Part 11 standards, with a complete audit trail of all study events.

"When Esoterix combines the scientific expertise of esoteric therapeutic areas with cutting-edge technology, assay customization, and state-of-the-art data-management capabilities, our clients are better positioned to reach early, accurate decisions about drug performance," says Anthony Busa, president of Esoterix clinical-trial services. "Esoterix clients will benefit from faster time-to-market, benefiting consumers as well."

CenterlinX's protocol management provides clients with Web-based access to view and customize reports. Data can be transferred electronically, via diskette or CD-ROM.

## Online Healthcare Group SERVES INTERNET DATA COLLECTION NEEDS of Healthcare Market Research Companies

To serve the needs of marketing research companies that work with clients in the managed-care, pharmaceutical, and medical-device industries, Greenfield Online Inc. has formed a healthcare research group. The new division comprises the latest online data collection tools, technologies, and access to pre-identified physicians, other medical professionals, and healthcare consumers.

Greenfield Online has developed a Health & Wellness Panel, and can easily find and survey chronic sufferers and users of specific medications, including vitamins and OTC treatments. By leveraging its partnership with MSN, and by establishing relationships with a wide range of health-related Websites, Greenfield Online has access to more than 1.2 million people, including those with pre-identified ailments and lifestyle habits. Greenfield also has access to more than 22,000 physicians in various specialties.

The Greenfield Online Health & Wellness Panel tracks members' exercise and fitness activities, as well as information about the doctors and specialists they visit. The panel consists of members who have been diagnosed with medical conditions and have opted in to participate in surveys.

The company recently hired David Reiss to spearhead its new division and as managing director of healthcare. Mr. Reiss brings more than 17 years experience in business and healthcare information from Dun & Bradstreet, Thomson Healthcare, and two recent development stage ventures.



*More and more of our clients have come to rely on us for healthcare-related data collection, and they deserve to have a dedicated healthcare group to serve their needs.*

## ABCNews.com to DELIVER MULTIMEDIA-ENHANCED HEALTH NEWS Articles

Healthology Inc. and HealthScoutNews LLC have collaborated to produce a product that delivers late-breaking health news articles with related multimedia videos to one platform. This new service allows consumers to learn about the latest developments in important medical, health, and disease management topics through

*Some Webcasts with articles on ADHD are funded through unrestricted educational grants from McNeil Consumer Products and Alza Pharmaceuticals.*

synchronized text and multimedia channels. The product is being delivered on the health channel of ABCNews.com.

"ABCNews.com's health section is a very popular and important part of our content offerings," says Steve Jones, executive producer of ABCNews.com. "We are thrilled to be able to expand the content and the manner we

deliver our health-related news so that it benefits our users."

"The combination of HealthScoutNews' late-breaking news stories enhanced with very specifically related video content is a perfect example of how to use Internet technology to disseminate information intelligently," says Rafael Cosentino, VP of business development for Healthology.

Late breaking health news articles with enhanced multimedia can be viewed by visiting the health channel at [abcnews.go.com/sections/living](http://abcnews.go.com/sections/living).

## American Heart Association Launches Website FOR HEALTHCARE PROFESSIONALS

The American Heart Association has launched a comprehensive cardiovascular/cerebrovascular Web resource for researchers, clinicians, and healthcare providers. My AmericanHeart for Professionals, [www.my.americanheart.org](http://www.my.americanheart.org), furthers the association's goal of reducing death and disability from cardiovascular diseases and stroke by providing clinicians and scientists with comprehensive, credible, and timely information.

My AmericanHeart for Professionals gives healthcare professionals immediate online access to critical clinical content needed to improve patient care. Users can search across the entire spectrum of available resources or narrow their search to a more suitable subset of information. Irrelevant results are eliminated through contextual tagging of the information. The resource also offers personalization features, such as bookmarking, saved searches, and a profile to capture site links and other professional information.

The site provides real-time access and the ability to cross-search core cardiology and stroke information that clinicians and researchers value. Among the information made available are: American Heart Association scientific journals; clinical summaries of new papers and studies published in journals provided by authorities in the field; clinical reference textbooks and journals provided by Lippincott Williams & Wilkins, publishers of the AHA scientific journals; comprehensive and updated Facts and Comparison drug database; reference linking to additional content via HighWire and PubMed; statements and practice guidelines; continuing education; scientific conferences and events; and personalized content.



*According to David P. Faxon, M.D., past president of the American Heart Association, keeping current with developing science and applying what you learn to your practice is a daunting exercise, but now is much easier with the My AmericanHeart for Professionals Website.*

## SOLUTIONS for eCTD Submissions Made Available by Liquent

Liquent Inc. has launched three products to produce, manage, and view compliant electronic Common Technical Document (eCTD) submissions for multiple regions: Liquent eCTD Assistant 2.0, Liquent Submission Accelerator for eCTD, and Liquent eCTD Reviewer.

These new products are designed to ensure that life-sciences organizations will be well-prepared to take advantage of the benefits of the eCTD, an XML-driven specification designed to simplify the creation and review of regulatory submissions. Liquent's publishing solutions quickly and easily generate eCTD submissions compliant with International Conference on Harmonisation (ICH) and regional specifications complete with the requisite XML backbones that can then be managed and updated

throughout the submission lifecycle.

eCTD Assistant 2.0 supports the final ICH Step 4 eCTD specifications and draft specifications from the FDA and EMEA to enable the assembly of submission-ready documents, create the appropriate file/folder structure, assign leaf document attributes, and then build the required XML backbone and regional XML required in eCTD submissions. A free trial of the eCTD Assistant 2.0 software is being made available.

Also compliant with ICH's Step 4 specifications, Submission Accelerator is a module for Liquent's CoreDossier publishing software that enables automated eCTD publishing. The product is made available with pre-defined eCTD templates that are updated as ICH and regional specifications change — ensuring that submissions are always compliant with ICH standards and the specifications provided by regulatory authorities in the U.S., Europe, and Japan.

The eCTD Reviewer is a free tool that provides a comprehensive view of a submission as it is being built and after completion. The eCTD Reviewer is bundled with eCTD Assistant 2.0; an advanced version with editing capabilities and a conformity checker is included with Submission Accelerator.

## RECORD PHYSICIAN USAGE for Revamped National Diabetes Initiative Website

The National Diabetes Education Initiative Website, [www.ndei.org](http://www.ndei.org), recently relaunched by Thomson Professional Postgraduate Services has enjoyed 9% monthly increases in new physician-registrants, quadrupling total enrollment since its debut in 1997. In the past few months, there has been a 20% increase in site traffic by medical professionals, who spend more than 24 minutes per user session and also participate in online CME activities.

Among the recent structural modifications to the site are a new feature in the Recent Literature Alerts section that matches and sorts articles for registrants on the basis of their clinical interests, and a more user-friendly Slide Library where physicians can quickly and easily select and download high-quality educational materials for presentations.

**Redesigned  
www.ndei.org has  
quadrupled total  
enrollment since its  
debut in 1997.**

The National Diabetes Education Initiative (NDEI) is a multi-component educational program designed for endocrinologists, cardiologists, primary-care physicians, and other healthcare professionals involved in the care and management of patients with Type 2 diabetes. NDEI programs address issues concerning insulin resistance and Type 2 diabetes, from the epidemiology and pathophysiology of the disease and its complications to therapeutic options available for treatment and prevention.

Content for NDEI education programs is developed by Thomson Professional Postgraduate Services under the direction of national and international leaders in the field of endocrinology and cardiology, including NDEI program co-chairs, Edward S. Horton, M.D. and Burton E. Sobel, M.D.

## Covance Launches INTERACTIVE CLINICAL TRIAL ECG ANALYSIS AND ANNOTATION System

Digitography, a system for use in clinical trials that allows on-screen digital electrocardiogram waveform measurement, has been launched by Covance Inc. The new service enables highly reproducible interval measurement with unmatched resolution by using a fully digital tool set.

With Digitography, Covance enables clients to confidently comply with the proposed Food and Drug Administration guidance for electronic inter-

change standard for digital ECG and similar data. Patents are pending for this ECG technology.

"Processing ECGs in a digital environment for nearly 30 years, Covance has raised the bar with Digitography by providing higher quality data for more powerful statistical conclusions," says Eileen Daniel, general manager for Central Diagnostics at Covance. "From digital acquisition of the ECG waveform to the precision of Digitography, clients attain accuracy in data for

electronic NDA submissions and are more likely to reduce the time and cost of drug development."

Covance acquires original ECG signals digitally through the use of the proprietary systems. Once ECG signals are received, the company's Central Diagnostics unit verifies the quality of the signal in real-time. Covance employs cardiologists who analyze each ECG through an on-screen reading station that uses Digitography for annotation and verification.



## CenterWatch and DonorEmpower Launch New Service to **DISSEMINATE CLINICAL-TRIALS INFORMATION TO PATIENTS AND FAMILY** Members of Support-Group Associations

For several years, select support group associations have been providing links on their Websites to online listings of clinical trials. The new TrialEmpower service from CenterWatch and DonorEmpower provides information about specific clinical trials that are openly enrolling volunteers to support group association members directly and proactively. Association members will then be able to contact local clin-

ical-research professionals to learn about and discuss specific clinical trials for which they may be eligible. This is the first service of its kind in the U.S.

Major biopharmaceutical companies, government agencies, and foundations recently have expressed interest in the new TrialEmpower service. During the coming months, DonorEmpower and CenterWatch expect to begin disseminating data on

pivotal clinical trials and Phase IV research programs to patient members of support-group associations.

"Clinical research sponsors, including government agencies and biopharmaceutical companies have been seeking ways to more effectively reach and inform large numbers of patients suffering from specific medical conditions," says Ken Getz, president and CEO of CenterWatch.

### Follow up

**ABCNEWS.COM**, New York, is the 24-hour, online news service of ABC News. For more information, visit [abcnews.com](http://abcnews.com).

**ALLIANCE FOR AGING RESEARCH**, Washington, D.C., is a nonprofit agency dedicated to supporting and accelerating the pace of medical discoveries to improve the universal human experience of aging and health. For more information, visit [agingresearch.org](http://agingresearch.org).

**THE AMERICAN HEART ASSOCIATION**, Dallas, is the largest nonprofit voluntary health organization fighting heart disease, stroke, and other cardiovascular diseases, which annually kill about 960,000 Americans. For more information visit [americanheart.org](http://americanheart.org).

**CENTERWATCH**, Boston, is an information services company that focuses on the clinical-trials industry. CenterWatch provides a variety of publications and services for clinical research and health professionals, patients, and health consumers. For more information, visit [centerwatch.com](http://centerwatch.com).

**COVANCE**, Princeton, N.J., is one of the world's largest and most comprehensive drug development services companies. For more information, visit [covance.com](http://covance.com).

**DONOREMPOWER**, Palo Alto, Calif., is a technology company delivering next generation HTML e-mail based software solutions for advocacy, trial recruitment, and fundraising. For more information, visit [donorempower.com](http://donorempower.com).

**ESOTERIX INC.**, Austin, Texas, is a healthcare services company providing a broad spectrum of esoteric laboratory

services, oncology-based testing, and consultation, as well as international clinical-trials capabilities dedicated to drug development research. For more information, visit [esoterix.com](http://esoterix.com).

**GREENFIELD ONLINE INC.**, Wilton, Conn., conducts marketing research via the Internet through sampling capabilities, including one of the largest and most robust online research panels, as well as the ability to recruit from the Microsoft Network. For more information, visit [greenfield.com](http://greenfield.com).

**HEALTHOLOGY INC.**, New York, is a privately held online health-media company that uses its extensive network of health professionals to develop high-quality, online health content on a variety of health and medical topics. For more information, visit [healthology.com](http://healthology.com).

**THE HEALTHSCOUTNEWS SERVICE**, Norwalk, Conn., is a division of ScoutNews LLC, a news and information company. HealthScoutNews stories are syndicated by the New York Times Syndicate in print to more than 40 newspapers worldwide each day and on television stations in four of the top 10 markets. For more information, visit [healthscoutnews.com](http://healthscoutnews.com).

**IMS HEALTH**, Fairfield, Conn., is a leading provider of information solutions to the pharmaceutical and healthcare industries. For more information, visit [imshealth.com](http://imshealth.com).

**LIQUENT INC.**, Fort Washington, Pa., part of the Intellectual Property Group of Information Holdings Inc., provides content assembly, publishing, and regulatory and intellectual property information solutions for the

life-sciences industry. For more information, visit [liquent.com](http://liquent.com).

**NDCHEALTH CORP.**, Atlanta, is a leading provider of health information services to pharmacy, hospital, physician, pharmaceutical, and payer businesses. For more information, visit [ndchealth.com](http://ndchealth.com).

**PROSCAPE TECHNOLOGIES**, Fort Washington, Pa., is a Microsoft Certified partner that provides marketing and sales solutions that help sales representatives deliver more content, win more time, and sell more products and services to prospects. For more information, visit [proscapetechnologies.com](http://proscapetechnologies.com).

**SCIENCE MAGAZINE**, Washington, D.C., published by the American Association for the Advancement of Science, is a weekly, peer-reviewed journal that publishes original scientific research, plus reviews and analyses of research and science policy. For more information, visit [sciencemag.org](http://sciencemag.org).

**SCIQUEST**, Research Triangle Park, N.C., provides technology, services, and domain expertise to optimize procurement and materials management for the life-sciences, industrial research, and higher-education markets. For more information, visit [sciquest.com](http://sciquest.com).

**THOMSON PROFESSIONAL POSTGRADUATE SERVICES**, Secaucus, N.J., a business within The Thomson Corp., develops medical-education activities designed to meet the needs of practicing physicians. For more information, visit [physiciansworld.com](http://physiciansworld.com).