

Clinovo CRO Partnership program

Designed specifically to help CROs expand their service offerings, decrease internal costs, and win more business. The CRO Partnership Program is built around Clinovo’s EDC system ClinCapture. Specific benefits of the CRO Partnership Program include:

Full Sales Support – including demo support, RFP support, marketing materials

Marketing Activities – Presence on Clinovo website, joint press releases, emailing campaigns.

Lead Generation – providing you access to new business opportunities.

Special Partner Pricing – allowing you to decrease your costs with volume discounts.

Hosting and Support – allowing you to focus on your customers and their studies.

Optional Professional Services - complimenting your internal capabilities as needed.

Number of studies in the past 24 months	1-2	3-5	5-10	11+
Rewards - Offer Clinovo's hosting services and receive commissions!	10%	30%	35%	40%
Credits - Lower the price on your next study builds or improve your margin!	8% per study	10% per study	15% per study	20% per study
Visibility - Your logo on Clinovo's website!			✓	✓
ClinCapture® User Meetings - Meet prospects and present your EDC services!		✓	✓	✓
Co-Marketing - Join Clinovo on press releases, emails and events!				✓
Lead sharing - Receive hot leads from Clinovo for uncovered services, therapeutic or geographic areas!		✓	✓	✓
Add your features - Influence the ClinCapture product roadmap			✓	✓

Additional terms:

- CRO must use Clinovo’s hosting services
- CRO will designate Clinovo's eClinical Systems following their trademarked name
- CRO can provide ClinCapture end-user & administrator training to their clients, but will need to follow the ClinCapture End-user Training (\$3,000/person) and receive certification.
- CRO can provide study build for their client but they would need to take the ClinCapture Builder certification class (\$5,000/person) in order to do study builds for their customers.