

November 28th 2002

Newsletter from Dorothy Adams Farnham RAC

Dear Friends of Trimanos,

Product Launch: First Phase of Trimanos™ Multimedia Programs

Since we set up Trimanos™ late in 2001 we have been busy in Madison, Lakeland and London getting ready to launch a suite of programs and tools designed to help clinical research sites do a better job in managing clinical trials.

I am delighted now to be able to announce that the first two multimedia modules:

1. **Introduction to Clinical Research**
2. **Trial Conduct**

are now ready. You can find full details on the Trimanos™ site (www.trimanos.com), but I am very excited by this major milestone in our development. There are two versions, for the Internet and CD. The CD has videos and a number of other extras.

Content for Your Site and the Introduction Module is Free!

We have paid particular attention in the content of the first Trimanos™ modules to assist small sites or those just starting out in clinical research. In addition to professional reference materials, structured topic by topic, each module is designed to guide you step by step through the workflow of a clinical trial, based on my thirty years of experience leading a major site. The first module – **Introduction to Clinical Research** - you can download and use at no charge. **Trial Conduct** is available at an introductory price till the end of the year.

There are checklists and SOPs, a wide range of standard documents and a complete simulated filing system for you to imitate if you are wondering how to get started on administration. Of course all the regulations are included in full. And videos containing in-depth interviews (available only on CD) will round out your appreciation of the programs.

Licenses that Meet Your Needs

The Trimanos™ licensing policy will automatically permit up to ten users of the Trimanos™ programs as we recognize that it can be administratively very difficult, and expensive, to have to deal with multiple software licenses. We would like you and your colleagues to get the best out of the investment you make when you buy our programs.

We have also made it easy and convenient to purchase, either on-line or by email. There is a full ecommerce capability for you to make your purchase, from December 15th.

Personal Support Included in Your Licence Fee

We also recognize you may need personal support, and the opportunity to talk through with an experienced person any issues you may be facing. So for those of you buying a whole suite of reference programs, or our toolkit, including SOPs, key documents and checklists, we will provide personal support by telephone for two hours, for each suite you buy. **Two Hours Personal Support is Included in Your Licence Fee when you buy a whole Trimanos™ Suite.**

Coming Modules: Special Price till December 31st 2002

From December 15th, four more modules will be ready for purchase. These include:

- SOPs**
- Checklists and Key Documents**
- The Clinical Research Coordinator**
- GCP Compliance**

We are offering a special price for those of you who might want to place orders before the end of 2002 for either individual modules or for the two complete suites.

Finance and Administration

We realize that for many sites, the toughest challenge is meeting the demands of administering a trial well, including all the financial aspects of contracting, invoicing and collecting monies. We have developed a toolkit for this task which will be available early in 2003. We can also provide a full-service on-line support capability for small sites looking for assistance in dealing with this aspect of Sponsor relations.

Trimanos™ for Sponsors and CRAs

Early in 2003 we will be launching the first modules in a complementary suite of programs designed for use by Sponsors and CRAs. These are essential to the Trimanos™ vision, which is based on a three way partnership between sites, patients and sponsors. I am proud to say we have recruited an outstanding team of experienced contributors to make these programs with us.

Putting Trimanos™ Methods to Work: 90 Days to Start Up and Win Business

Not only are we ready with our Trimanos multimedia programs; we have also just completed key aspects of a major consulting engagement, with a leading cardiology center in the mid-West. You can find a case study on the website. The cardiology center got up and running within 90 days of engaging with Trimanos™. We defined what the site needed to do as an action plan, created an effective administrative and filing system, recruited a skilled Study Coordinator (CRC) on its behalf, trained other staff and successfully initiated negotiations with a Sponsor for the first trial at that site. Thanks to Trimanos™, the site spent less money on start-up including our fees than it had budgeted, and was well ahead of plan in winning its first business.

We would like to do the same for your site. Contact us for details.

Friends Over the Web

Perhaps what excites me most is that we are winning friends all over the world through the worldwide web. Clinical trials are now a global activity and we are delighted that many of you are coming to us through the web and asking to work with us to assess what your site can offer to sponsors.

We will be happy to work with you to make sure the fundamentals are in place before you start and then see you launch successfully. After that, we will be sure to keep helping out as and when you indicate you need us.

Happy Thanksgiving,

Dorothy Adams Farnham