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## etrialS Announces First CRO Subscription License Agreement-

### Cato Research and etrialS Team Up to Automate the Entire Clinical Trial Process

**Morrisville, NC -November 8, 2004 --** etrialS Worldwide, Inc., a leading provider of eClinical software for the efficient collection, cleaning, integration and review of data in the clinical trial process, today announced it has signed its first exclusive subscription license agreement with Cato Research, a full-service contract research organization (CRO) that partners with pharmaceutical companies to bring new drugs and medical devices to market.

The three-year subscription license agreement includes a technology transfer process and allows Cato Research to offer its customers a comprehensive suite of eClinical technologies for aggregating, monitoring and analyzing data in clinical studies. With the infrastructure for automating trials established, Cato Research and its customers can shorten study timelines, while having key clinical data readily available for improved decision-making.

Under the terms of the deal, Cato has available etrialS' full range of integrated technologies, including:

- QuickStudy Capture—electronic data capture (EDC) that easily and quickly enables study personnel to capture and share study information via electronic case report forms (eCRF)
- QuickStudy Log—a handheld patient diary (eDiary) used to gather electronic patient reported outcomes (ePRO) in clinical trials
- QuickStudy Voice—an interactive voice response (IVR) system that is used to manage clinical supplies, automate patient randomization, collect patient data, coordinate subject visit tracking and manage investigator sites via the telephone
- SAS Drug Development—an integrated, Web-based, industry-standard platform for integrating, transforming and analyzing clinical trial research data

“Cato Research continues to demonstrate its industry leadership as a forward-thinking CRO with this decision to streamline clinical trials and improve study efficiencies to lower overall trial costs for clients through the use of technology,” said John Cline, CEO of etrialS. “etrialS is excited to have the opportunity to offer the only completely integrated eClinical platform featuring EDC, IVR, eDiaries and SAS Drug Development to Cato Research and their clients.”

“etrialS' technology enables us to provide the flexibility in

resources and tools to meet the ever-changing needs of our customers,” said Lynda Sutton, co-founder of Cato Research. “With these integrated eClinical applications, we can best exceed our clients’ goals of reduced timelines and lower study costs.”

#### **About Cato Research**

Cato Research is a privately held contract research organization helping clients in the pharmaceutical, biotech and medical device industries obtain regulatory approval for their new products. Founded in 1988 by Allen Cato and Lynda Sutton, the firm is a full service organization providing strategic and tactical support, from the design and management of pre-clinical studies through the submission of regulatory documents required for marketing approval. With a global reach from its offices in the United States, Europe, Canada, Israel, and South Africa, Cato Research’s scientists, clinical trial monitors, statisticians, physicians and regulatory experts demonstrate an unsurpassed level of responsiveness, flexibility and passion in bringing a client’s product to market with speed and quality. For more information, visit the company’s Web site at [www.cato.com](http://www.cato.com).

#### **About etrials Worldwide, Inc.**

etrials has earned the loyalty of its healthcare partners by guiding them to simplify and accelerate the way they manage clinical trials, educate markets and collect pre- and post-approval data on drug efficacy and safety. etrials offers an efficient eClinical platform for integrating clinical data from a variety of sources and allowing secure, real-time reporting of results through Web-based interfaces. etrials also provides experienced clinical consultation services to companies seeking to migrate from paper-based to electronic methods, leading them through the critical processes involved in turning a technology into a solution. To date, our team of professionals has participated in over 400 clinical trials in more than 50 different countries, including 12 trials that were used to attain NDA/BLA status.

etrials invites you to challenge the way you think about electronic clinical trials at [www.etrials.com](http://www.etrials.com).

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