

Enabling clinical excellence



Clinius^o

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Productivity through user-centricity

One of the premises of competitiveness is to understand customers and their environment. Both development and sales require true in-depth understanding of customers' needs and key challenges related to their daily work. It is also vital to differentiate users' requests from their needs and to be able to convert this understanding into correct actions. Otherwise it is impossible to develop or launch breakthrough innovations to healthcare or wellbeing markets. In these challenges with customer intimacy Clinius is able to help.

Our customers

We serve device and software developers as well as sales and service organizations within the healthcare and wellbeing industries. We serve large multinational corporations, small and mid-sized companies as well as recently found start-ups. In many cases we operate in the heart of the development and therefore cannot reveal any names. The relationship is always confidential. We can say that our clientele comprises of providers of specialised medical devices and software, wellbeing technology products as well as laboratory equipment. The services we provide vary from requirement specification to end-user training.

Our competence

Our competence is premised on a profound clinical expertise. We strive from the experience and the ability to transform the end users' needs into use in development and sales processes. Our focus on healthcare devices and software enables us to understand the particular needs related to their development. We provide our customers fast and flexible response to the changing project needs and schedules. Operating independent of place, utilizing our considerable contact network of various healthcare units, we are able to implement each project according to customer-specific needs and business objectives.

Our key competence

Extensive clinical expertise

Fast and flexible performance

Focus on medical devices and software

Customer's key benefits

Mitigating risks

Saving time

Increasing saleability



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Our services to technology developers

Our clinical development services are based on an end-to-end process. It is designed to support the development of innovations from the concept creation up to the introduction on the market. We provide services ranging from the planning of clinical trials and user-centric testing to reinforcing the clinical understanding of our customers' personnel. Our trials and testing services can be implemented as turn-key projects or we can simply provide assistance in a certain phase. Our training services vary from simple instructed orientations to comprehensive seminars incorporating on-site modules. These present innovative and efficient ways for technology companies in the healthcare and well-being industries to implement vital customer needs into product development projects.

Our services to sales organizations

Customer oriented sales is essential. Sales to sell is critical. Our clinical training services are designed to familiarise employees with the various fields of healthcare and to extend their understanding of the healthcare processes and everyday challenges. Our end-user training supports the sales process of complicated new medical devices. Based on the peer-to-peer training concept, this training enables easy and seamless communication between the trainer and the participants, and allows the sales to focus on selling.



Our service offering for technology developers comprises

- Clinical trials*
- User-centric device testing*
- Clinical training*
- Research and development services*

Our service offering for sales organizations comprises

- Clinical training of personnel*
- End-user training*
- Research and development services*



- Training of personnel
- User requirement research
- Writing user requirements
- User-centric testing
- Planning test programmes
- Training of personnel
- Clinical trials
- Clinical testing
- User feedback research
- Training of end-users
- Training of personnel
- Market research



Clinius Ltd

Tekniikantie 21, FIN-02150 Espoo, Finland

tel. +358 40 509 6160, fax +358 50 7830 3335

info@clinius.fi, www.clinius.fi

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