

3 QUESTIONS TO NICOLAS DUBOST

Nicolas is the Head of Partnerships at Medexprim. In an emerging ecosystem where actors usually operate in silos, he drives a collaborative approach ensuring that the needs of every actors are met.



1 **W**hat is your role as the Head of Partnerships at Medexprim?

Partnerships are core to Medexprim's values and business model.

Our view is that nobody owns all the keys to unlock the value of Real-World Data in hospitals. Therefore, we need partners to complete our own capabilities. Additionally, our relationships with hospitals are also nurtured by a partnership approach.

As the head of partnerships, my role is to broaden and deepen Medexprim's relationships both with companies that can help us access/ enrich hospital data, and with hospitals, who need our help to leverage the value of their data.

We take pride in partnering with hospitals, and be a catalyst for some of their own research projects.

« BUILDING BRIDGES BETWEEN THE ACADEMIC AND THE BIOPHARMA ACTORS IS POSSIBLE ONLY IF WE SET UP A SHARED VISION ON THE PROJECT »



2 **W**hy are the partnerships that you build so important for your clients?

We promote collaborative innovation to break down silos and enable research projects. This is the key reason why our partnering approach is important, both for our biopharma clients, and for our hospital partners.

Through our partnerships, our biopharma clients get access to deeper and wider and more enriched datasets. They can even access US, South American or Asian data through our extended network.

On the other side, our hospitals partners can benefit from our partnership approach at multiple levels. Technically, our integrative software approach allows them to make the most of their internal data, by connecting our solutions to third party ones (typically using Application Programming Interface - API's). We also provide them with a clinical research data warehouse, and help them optimize their own data model. More broadly, we do collaborate with hospital partners at project level, and are keen to support them with our network and know-how at inception to build bottom-up academia/ industry projects. In a word, this integrative approach helps stimulate the entire clinical research chain and benefits to everyone.

3 **W**hat are your main tips for a good partnership relationship?

Each partnership relationship is different and also evolves over time, so it is a living bond. I would say that the very first step is to understand the deep needs of our partners, which means analyzing finely their issues and listening also to the non spoken... We also build and share a vision of the partnership which is clear and explicit. We make sure to be very transparent about the progress of the project, even if it means recognizing some difficulties. Mutual trust is the cement of partnerships and it can't be built without authenticity, especially in the long run.

I personally like to repeat what is increasingly becoming an internal motto and apply it to what we do with our partners; we are humble and bold.