

goBalto Announces Latest Release of goBalto Activate

**Over half of top 30 pharma and world's largest CROs
now using Activate worldwide**

SAN FRANCISCO, Jan. 13, 2015 /PRNewswire/ -- goBalto, Inc., the leading provider of cloud-based clinical study startup solutions, today announced the release of its latest version of goBalto Activate, its flagship study startup platform. With this release, goBalto is changing the way clinical study sponsors and contract research organizations (CROs) start clinical studies around the world.

Activate's platform updates will enable study teams to version control study documents and automate their distribution and tracking across countries and sites. Teams can improve quality and ensure the right source files are used across the study. Study managers can use Activate to control the process of document approval, using Activate to predefine, track, and quality-assure documents that are required before drugs can be shipped to investigative sites.

The release is critical in light of goBalto's continued growth. During the first half of 2014, goBalto saw a dramatic spike in customer usage and adoption. The number of studies started in Activate tripled, and there was a 20x increase in usage by investigative sites.

Among goBalto Activate clients is INC Research, a leading global CRO focused exclusively on Phase I to IV clinical development. Activate helps support INC's commitment to reduce study startup cycle times, and enhances the company's ability to further optimize faster than industry average startup times. In addition, Activate's new features directly support INC Research's efforts to provide best-in-class customer support and engagement.

"An effective and efficient study start-up effort is key to INC Research's delivery of best-in-class clinical development solutions for our customers," said Alistair Macdonald, Chief Operating Officer, INC Research. "goBalto Activate enables us to more efficiently track, manage, and report study start-up activities. As a result INC is better positioned to deliver innovative and effective site selection and start-up strategies providing valuable time-saving results for our customers." He continued, "Working with goBalto reinforces INC Research's strategy of collaborating with leading clinical technology providers to support our delivery of best-in-class clinical development solutions."

"INC is a great example of a truly innovative company leveraging technology to drive the next level of business value for its customers," said goBalto CEO Sujay Jadhav. "goBalto's latest release of Activate is a game changer. With ever-decreasing cycle times and the ability to connect entire clinical study teams with a few clicks, our customers can realize savings in time, efficiency, and cost. The fact that so many top

30 pharma companies and the world's largest CROs are using Activate is solid evidence of our leadership position in the clinical trial ecosystem."

About INC Research

INC Research (Nasdaq: [INCR](#)) is a leading global contract research organization (CRO) providing the full range of Phase I to Phase IV clinical development services for the biopharmaceutical and medical device industry. Leveraging the breadth of our service offerings and the depth of our therapeutic expertise across multiple patient populations, INC Research connects customers, clinical research sites and patients to accelerate the delivery of new medicines to market. We were ranked "Top CRO to Work With" by sites worldwide in the 2013 CenterWatch Global Investigative Site Relationship Survey. INC Research is headquartered in Raleigh, NC, with operations across six continents and experience spanning more than 100 countries. For more information, please visit www.incresearch.com and connect with us on [LinkedIn](#) and Twitter [@inc_research](#).

About goBalto

goBalto develops next-generation solutions that simplify and accelerate clinical study startup in the pharmaceutical, biotechnology, and medical device industries. Our management team has over 100 years of combined experience in the life sciences industry and enterprise software implementation. Our team has worked for such companies as Amgen, Genentech, Roche, Johnson & Johnson, and Model N. With a proven commitment to customer success, disruption, and study startup optimization, we're changing the way our leading global pharma and CRO customers approach their business processes. Based in San Francisco, California, we have satellite offices in Pennsylvania and Singapore. For more information, visit www.gobalto.com.

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