



Banook Group partners with Stefanini Group to expand support services

Strategic services agreement will increase linguistic coverage, 24/7 support availability and provisioning services to answer growing Clinical Research Core Lab market needs and increasing use of home monitoring

Nancy, France, November 9, 2020 – Banook Group, specialized in cardiac safety, centralized analyses of medical imagery and event adjudication, announces today that it has partnered with the Stefanini Group in a service agreement to expand its support offering.

As a result of the agreement, research study sites will be able to obtain live support from the Banook Group in their native languages, no matter the time zone, and to enjoy dedicated, tailored software and hardware support. The Stefanini Group's presence in 40 countries and its 25,000 employees allows the Banook Group to ensure coverage in up to 50 languages, optimizing efficiency during clinical trials, without compromising the quality standards and adaptivity valued by its customers.

"This agreement is another step forward in Banook's ambition to capitalize on existing assets and to drive market leadership in the Clinical Research Core Lab market," said Alexandre Durand-Salmon, CEO of Banook Group. "We continue to enrich our portfolio to provide market-leading services to domestic and international companies. This agreement with Stefanini contributes to our global commitment to increase customer benefits by building an ecosystem of selected highly recognized partners."

This new partnership will not replace existing Banook services, but rather enhance them with combined customer-facing support on software configuration and a helpdesk. The Stefanini Group also provides a provisioning service, configuring and shipping devices such as computers, tablets, smartphone and ECG recorders worldwide, according to the requirements of clinical studies sites.

The Covid crisis has changed the way clinical studies are run; previously a very small proportion of the studies were conducted off-site. However, the current situation has made it necessary to monitor patients at home using Real World Evidence (RWE). Virtual clinical studies will now be chosen for their ability to adapt whilst maintaining accuracy. Before the Covid pandemic, approximately [0.4 % of trials](#) were fully leveraging technology in a meaningful way; this figure has now grown exponentially. With this partnership, the Banook and Stefanini Groups will both be able to ship new devices to ensure patient cardiac safety – for example, biosensors, ECG patches and activity trackers.

The Stefanini Group also has a patient-centric vision, as shown by its client response delivery time, which is less than 30 seconds. This vision prompted Stefanini to suggest a collaborative approach within the partnership, in which both companies aim to maximize customer benefits. For example, two Banook studies are currently underway using Stefanini's logistical structures with an international deployment of biosensor devices – in North America and Asia.



“Stefanini believes technology can be a powerful agent of change when it comes to creating a better world,” said Marco Stefanini, CEO and founder of the Stefanini Group. “This is why we’re proud to be closely collaborating with a business that shares our values on an initiative that can deliver real benefits to patients.”

Both companies have the same vision for the healthcare of tomorrow: state-of-the art services, technology and innovation. Launched more than 20 years ago and with over 8,000 equipped sites worldwide, in the past five years the Banook Group has seen a 25% growth rate each year in sites equipped with ATRIUM, its clinical trial management platform. The Stefanini Group has been the world’s leading provider of hardware and software solutions for clinical research studies for over 30 years.

Both Stefanini and Banook share a commitment to social and ecological responsibility, which spans sourcing, equipment optimization and the donation of equipment to underprivileged countries.

About Stefanini Group

Stefanini is a global company with 30 years of experience in the market, offering a robust selection of services such as automation, the cloud, the Internet of Things (IoT) and user experience (UX).

The Stefanini Group provides a broad portfolio of solutions, combining innovative consulting, marketing, mobility, personalized campaigns and artificial intelligence services with traditional solutions such as a service desk, field service and outsourcing (BPO). The company maintains its excellence by investing in technological innovations, building optimal partnerships, acquiring companies worldwide and hiring highly trained professionals.

Stefanini believes technology can revolutionize a company and that innovation is essential to foster development and competitiveness. The company also values new ideas and the power of an open mind; it therefore recognizes that every talent is essential to the development of quality projects and the promotion of progress.

www.stefanini.com

About Banook Group

The Banook Group is one of the few international providers capable of supplying cardiac safety, central imaging and endpoint adjudication services to pharmaceutical groups, biotech companies, medical device manufacturers, CROs and nonprofit organizations.

Its mission is to help its clients develop the health care of tomorrow, using high quality, reliable and innovative solutions in all phases of clinical trials and ultimately to bring new solutions to market for the benefit of patients.

Its medical and regulatory expertise, quality-driven approach and the team availability make the Banook group a key player in clinical trials services.

Founded in 1999, the Banook Group operates on an international scale, maintaining offices at its headquarters in Nancy, (France), and in Montreal (Quebec, Canada).

To learn more about the subsidiaries of the Banook Group (CardiaBase, Banook Central Imaging and Banook Inc.), visit our website.

www.banookgroup.com

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