



Overview of the Oracle Life Sciences Market in Asia-Pacific

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- Many thanks to everyone who participated in the development of presentation.



History of OLS in APAC

- CTCLS was the first Japanese-based customer who had OC installed.
 - They are the development partners of Oracle for the Japanese NLS option.
 - Later came Takeda, a research-based global pharmaceutical company, headquartered in Japan.
 - Yamanouchi pharmaceutical.
 - Other Japanese CROs.



History of OLS in APAC- continued

- National Cancer Center of Singapore.
 - Research purpose.
 - Adapted the OC in 2000 with the OC 3.2.
 - Migrated to the OC 4.5.3 in June 2009.
- Academia Sinica in Taiwan.
 - The first to use Chinese DE in RDC Classic Mode.
 - Some of the OC/RDC functionality is not working, a detailed description was presented at OCUG 2005, which is also posted on the www.clinicalserver.com website.

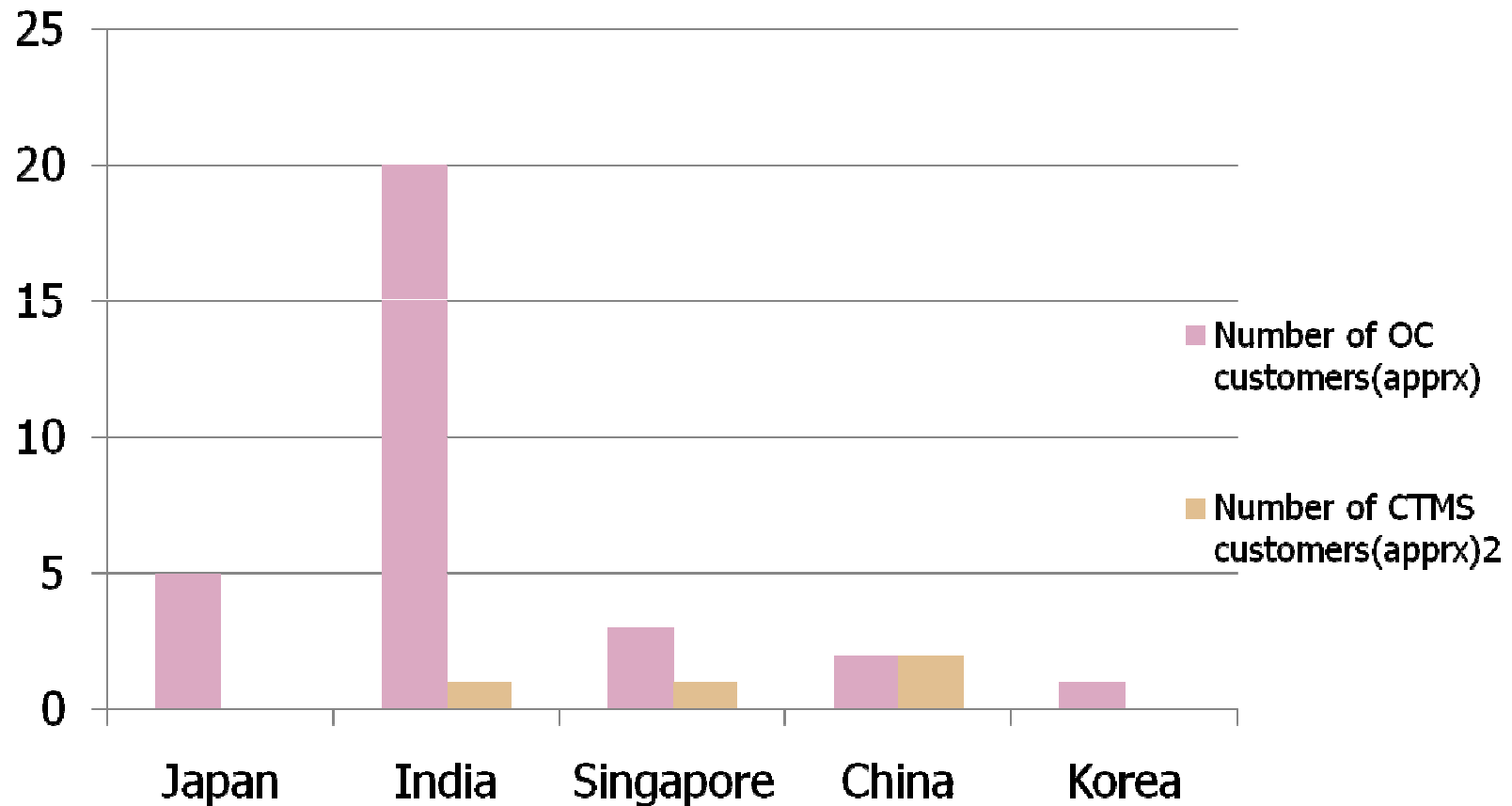


History of OLS in APAC- continued

- Ranbaxy was the first OC customer in India.
 - Purchased OC by the end of the 2003 and implemented in 2004.
 - Leads to rapid growth OLS market in India.
 - Many OC experts in India now have prior experience and training from Ranbaxy.



Distribution of OLS Customers in APAC





Analysis

- General trend is for users to implement an Oracle Clinical (along with RDC/TMS in some cases) based solution first and then move to CTMS.
- The availability of CTMS Multi-language options makes it easier for non-English speaking customers to adapt a CTMS solution first.



Analysis

- India experienced the fastest growth rate in the period of 2005 to 2008.
 - OC market is stabilized.
 - There is potential growth for CTMS space.



Healthcare reform in China

- China will spend \$124B USD on Healthcare reform in the next 3 years.
 - http://www.chinadaily.com.cn/bizchina/2009-01/22/content_7418859.htm
 - About 8% of the \$124B will be spent in the clinical trial area.
 - There will be 26 GCP centers to be built and funded by the government.



The first GCP center adopted OLS

- With about 1 year of negotiation and business development. One of this 26 government funded GCP center has signed agreement to adopt Oracle Life Science solution.



Immediate needs in China: RDC

- Chinese version of RDC.
 - Though the RDC onsite CRF can be designed in Chinese and DE can be performed in Chinese, RDC onsite surround (what the site user sees) is still in English. This caused difficulties for the site user.

RDC onsite CRF in Chinese

http://dbmsind2.dbmsindia.com - RDC Onsite DE: R2, VISIT1, DEMOG - Microsoft Internet Explorer

ORACLE RDC Onsite: Data Entry

Study: OLSQA, Site: 308, Patient: R2, Casebook: WHOLE PROTOCOL- (Opapps Dbms - Data Management)

Highlight: Active and Other Discrepancies

Doc#	R5308	Visit Name	VISIT1	DCI Date	<input type="text"/>
Study Name	OLSQA	Visit#	1	DCI Time	<input type="text"/>
Patient	R2	Subevent#	0	Status	Created
Site	X001	DCI ShortName	DEMOG		
Investigator	XINV1	DCI Name	DEMOG	Is Blank	<input type="checkbox"/>
Comment	<input type="text"/>				

性别 体重



PDR report can not display Chinese

http://dbmsind2.dbmsindia.com/olsa/oc/showdoc?key=3260306171178638961 - Microsoft Internet Explorer

File Edit Go To Favorites Help

3 / 4 57.5% Find

Bookmarks

- By Visit
 - VISIT1
 - DEMOG
- By Domain
 - DEMOG
 - VISIT1

Doc#	R5608	Visit Name	VISIT1	DCI Date	22-JAN-2009
Study Name	OLSQA	Visit#	1	DCI Time	
Patient	R2	Subevent#	0	Status	Entry Complete
Site	X001	DCI ShortName	DEMOG		
Investigator	XINV1	DCI Name	DEMOG	Is Blank	<input type="checkbox"/>
Comment					

æ€§â€” 3/4 1.60



Immediate needs in China: AERS

- The direct submission module allows hospitals to log into the website to submit the ADRs
 - The new case triage can be published to the user with Chinese.
 - License structure need to be considered.
- General statistic analysis tool.
- Reporting in Chinese.



Immediate needs in China: AERS

- The current 10gAS architecture support the Chinese.
 - It is possible to develop the local language applications/tools in 10gAS.

Oracle 10g Portal in Chinese

登录到 OracleAS Portal

现在开始创建您的 portal

登录

文档

有关 OracleAS Portal 的重要信息, 请参阅[发行说明](#)和其它帮助文档。

初次使用 Portal?
在 Portal Center 上开始了解 OracleAS Portal



设计
您的 Portal

学习如何

将内容添加到
您的 Portal

学习如何

管理
您的 Portal

学习如何

社区

portalcenter.oracle.com
请加入我们的社区 portlet, 提示和获取最新版本的 Developer Kit.

Portal 和行业

www.oracle.com
有关 OracleAS 信息: 事件, 客户论及其它...

-Portal 由许多页组构成 ...

页组的构建块





Oracle 10g Portal in Chinese

ORACLE Enterprise Manager 10g
Application Server Control

日志 拓扑

场 >

Application Server: AS10gR2infra.aersdemo.oracle.com

主目录 J2EE 应用程序 端口 基础结构 备份/恢复

页刷新 2008-6-2

一般信息



全部停止(T) 全部重新启动(R)

状态 **启动**
 主机 aersdemo.oracle.com
 版本 **10.1.2.2.0**
 安装类型 **身份管理**
 Oracle 主目录 **D:\oracle\AS10gR2infra**
 场 AERSDEMO.ORACLE.COM

CPU 占用率



Application Server (0%)
 空闲 (97%)
 其它 (3%)

内存使用量



Application Server (21% 214MB)
 空闲 (10% 97MB)
 其它 (69% 708MB)

系统组件

启用/禁用组件(E) 创建

启动(A) 停止(P) 重新启动 删除 OC4J 实例(D)

全选 | 全部不选

选择	名称	状态	开始时间	CPU 占用率 (%)	内
<input type="checkbox"/>	HTTP_Server	↑	2008-6-25 21:44:27	0.01	
<input type="checkbox"/>	Internet Directory	↑	2008-6-25 21:44:32	0.00	
<input type="checkbox"/>	OC4J_SECURITY	↑	2008-6-25 21:44:39	0.006	
<input checked="" type="checkbox"/>	Single Sign-On.oraasso	↑	N/A	N/A	
<input type="checkbox"/>	管理	↑	2008-6-25 21:44:58	0.003	

提示 此表仅包含该应用程序服务器已启用的组件。只可以启动或停止已选中复选框的组件。

相关链接



AERS form is configurable in Chinese

The screenshot displays the Oracle AERS Case Entry form in Chinese. The window title is 'Oracle AERS (USER: Superuser at opa45)'. The menu bar includes 'File', 'Edit', 'Case Info', 'Actions', 'Cases', 'Maintenance', 'Batch/Reports', and 'Help'. The main form area is titled 'Case Entry' and features a sidebar with a navigation tree on the left. The tree includes options like 'Workflow Step: ADMIN', 'Case Status', 'Subject', 'Products', 'Reporters', 'Events', 'Assessment', 'Case Submission', 'To Do List', 'ATTACHMENTS', and 'COMPLAINTS'. The main form area contains several input fields and sections:

- Case Entry # 1**: Includes radio buttons for 'Inbound' (selected) and 'Outbound', and a 'Reference' option.
- Contact Information**: Fields for 'Sent Date', 'Contact Method' (PHONE), 'E2B Type', 'First Name' (大山), 'Middle', 'City' (李), 'State', 'Country', and 'Postal Code'.
- Address**: Fields for 'Address' (甲骨文公司), 'City' (臺北), and 'Country' (臺灣).
- Telephone and FAX**: Fields for 'Telephone Number (Country, number, extension)' and 'FAX Number (Country, number, extension)'. Both have an 'x' icon for clearing the field.
- Organization**: Fields for 'Organization', 'Department', and 'Occupation' (with a 'Healthcare Professional' checkbox).
- Reporting**: Fields for 'Received By' (REC), 'Receive Date' (09-NOV-2003), 'Reset Clock Agencies', 'Prepared By', 'Prepare Date', and 'Process Date'. There is also an 'AE Received' checkbox (checked) and a 'Reset Clock' checkbox (unchecked).
- Comment**: A text area containing the text '測試用中文繁體輸入'.



Summary

- India's OC market is the most mature in all of APAC, with high potential growth in the CTMS and AERS/ARGUS areas.
- Clinical solution (OC/TMS/RDC) will be quickly adopted amongst non-English speaking clinical research organizations following the introduction of local language support.
- With the introduction of local language support, AERS and ARGUS will experience rapid adoption in the government sector of emerging markets such as China, Taiwan, and Hong Kong.



Question and Answers

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Biographies

Sunil G. Singh, President & CEO, DBMS Consulting, Inc.

- Sunil is a Global Oracle Health Sciences deployment expert for DBMS Consulting. He has been an active member of the OCUG community since 1996 and is extremely grateful for this opportunity to make these presentations at OCUG 2009.

Dr. Letian Liu, VP, DBMS APAC, DBMS Consulting, Inc.

- Dr. Liu moved back after 16 years in the US to Shanghai in 2006, to head the Asia Pacific operations for DBMS Consulting. Dr. Liu brings in 20 years of experience with clinical trials and data-management, Pharmaceutical R&D and applied chemistry.
- Prior to joining DBMS Consulting, Dr. Liu was technical lead for Oracle Clinical/ePower with Covance, and Senior Architect for Oracle Clinical/TMS/RDC/ePower/AERS/IRReview at Ingenix(i3); and as research scientist at REVLON. Dr. Lucy Liu holds a Ph.D. in Analytical Chemistry from The City University of New York, a BS degree in Engineering from Zhejiang University in China.