

## elluminate CRO Partner Program

# Unlock new growth. Deliver greater value.

In today's competitive market, your clients expect greater transparency, real time visibility, and tech-enabled trial oversight. Meet sponsor demands with the elluminate® CRO Partner Program.

As an elluminate partner, you can independently sell, implement, and support the elluminate Clinical Data Intelligence Platform as a part of your clinical services.

### Benefits to Your Organization



Revenue increases per trial through license + service models



Commercial expansion opportunities



Competitive differentiation



Training, enablement, and certification



Tiered partner support



Early access to product innovation

### Benefits to Your Clients



**Real-time access**  
to a modern clinical data platform



**Greater visibility**  
and transparency across studies



**More collaborative**  
approach to trial management

# Elevate your role from service provider to strategic partner

Drive **revenue growth**, build stronger sponsor **relationships**, and ensure long-term **competitive advantage**. Whether you begin with internal use or pursue full reseller certification, the program is designed to scale with your commercial strategy.

Access & Rights	Enterprise Internal Use	Enterprise Study-by-Study Client Access	Certified Reseller Partner Per Study
CRO internal user access	✓ Full	✓ Full	✓ Optional
Client user access	✓ Read-only	✓ Per-study license	✓ Per study
Right to commercialize	✗ None	✓ Full	✓ Full
Ownership & Support	Enterprise Internal Use	Enterprise Study-by-Study Client Access	Certified Reseller Partner Per Study
Operational responsibility	✓ Full	✓ Full	✓ Optional (full, hybrid, eCS)
Client contracting ownership	✗ None	✓ Shared / limited	✓ Shared / limited
Marketing support	✗ None	✓ Limited	✓ Partner-enabled
Sales and demo support	✗ None	✓ Limited	✓ Partner-enabled and supported
Business Model	Enterprise Internal Use	Enterprise Study-by-Study Client Access	Certified Reseller Partner Per Study
Revenue opportunity	Service and tech fee (CRO driven)	Service, tech fee and license revenue share	Service and license revenue sharing
Modules	Contracted modules only	Contracted + ad hoc (per study)	Full catalog (per study)
Pricing model	Study volume (capacity)	Study volume (contracted) + ad hoc license per study	Per study