



Certara Expands Evidence & Access Capabilities with Addition of Compass Consulting Team

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PRINCETON, NJ – July 18, 2019 – Certara®, the global leader in model-informed drug development, regulatory science, real-world evidence and market access services, today announced that the entire staff from Compass Strategic Consulting (Compass) has joined Certara's Evidence & Access group. Certara Evidence & Access was formed through the acquisition of Analytica Laser (market access, health economics and real-world evidence consultancy) and BaseCase (life sciences value communications technology company). The Compass team, which has partnered with Analytica Laser previously, is based in New Haven, CT.

"Determining cost versus value for novel drug therapies is an economic and ethical issue impacting healthcare around the world, and it is at the heart of our expanded offering," said Roman Casciano, SVP of Certara Evidence & Access.

"The Compass team is highly experienced and brings new depth and capabilities to Certara Evidence & Access. Compass specializes in developing and executing strategies to achieve drug access and price objectives in the US and global markets, including initial price setting, quantitative launch pricing, contracting strategies, and payer segmentation. Compass has also built a due diligence practice that can respond rapidly to deal demands, which will be of immediate benefit to our customers. Compass' extensive analyses of early-stage clinical opportunities and market landscapes, and assessments of pipeline assets fit well with Certara's Evidence & Access core strengths in building product value propositions and evidence to support health technology assessments," said Mr. Casciano.

"Partnering with Certara, which has a vast global reach and expertise in regulatory science and drug development, provides a win-win situation for our clients who are referred to us because of our deep understanding of the complex and segmented US healthcare delivery and payment systems," said Paul Gallagher, former Compass President, who is now Certara VP of US Access Strategy. "One of our unique advantages, which allows us to identify and understand disruptive trends and initiatives in the marketplace, such as the recent Department of Health and Human Services safe harbor proposal related to certain reductions in drug pricing, is the Compass Expert Panel. This panel is comprised of vetted decision makers from health plans, pharmacy benefit managers, care delivery systems, specialty societies, and government organizations. Having access to this expertise is critically important as the industry grapples with payment options for complex and potentially curative new treatments, such as gene and cell therapies."

For more than two decades, the Compass team has supported the development and launch of drugs, devices and diagnostics in a wide range of therapeutic categories and care settings. It has extensive expertise in rare diseases and the commercialization of novel therapies.

About Certara

Certara enables superior drug development and patient care decision making through model-informed drug development, regulatory science, real-world evidence solutions, and knowledge integration. As a result, it optimizes R&D productivity, commercial value and patient outcomes. Its clients include hundreds of global biopharmaceutical companies, leading academic institutions, and key regulatory agencies across 60 countries. For more information, visit www.certara.com.

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