

## iSpecimen Marketplace for Cancer Centers

# CONTRIBUTE TO BIOMEDICAL DISCOVERY, AS WELL AS TO YOUR BOTTOM LINE.

Cancer centers are in a prime position to accelerate medical research by providing biospecimens to researchers who desperately need them. But reaching these researchers and compliantly providing samples are no easy tasks. The iSpecimen Marketplace solves these challenges by instantly connecting researchers who need specimens with the healthcare providers who have them—quickly, compliantly, and conveniently.



- **Play a meaningful role in advancing cancer research**
- **Generate recurring revenue while minimizing administrative burdens**
- **Fulfill biobank mission and philanthropic patients' wishes**

### **Advance research, augment your revenue**

By connecting your available specimens and philanthropic patients to both internal and external researchers, the iSpecimen Marketplace enables you to contribute more broadly to research while generating much-needed revenue. It also enhances your competitiveness for grants and sponsored research while increasing your industry accreditation points.

### **Comprehensive solution, free of charge**

iSpecimen provides everything needed to match your patients and specimens to researchers, free of charge: access to researchers via our online marketplace, a marketing and sales channel, operational support, and compliance support. Simply sign up and send us your data. We do all the work to connect you to a world of researchers.

### **Simple, compliant specimen fulfillment**

The marketplace handles all contracting, compliance, and order management. Contract once with iSpecimen and gain access to all participating researchers who have studies that match your specimen and compliance requirements. When matches are made, our easy-to-use workflow software streamlines your process of collecting and shipping selected specimens. We handle the financial transactions and you receive revenue – all while advancing medical research.

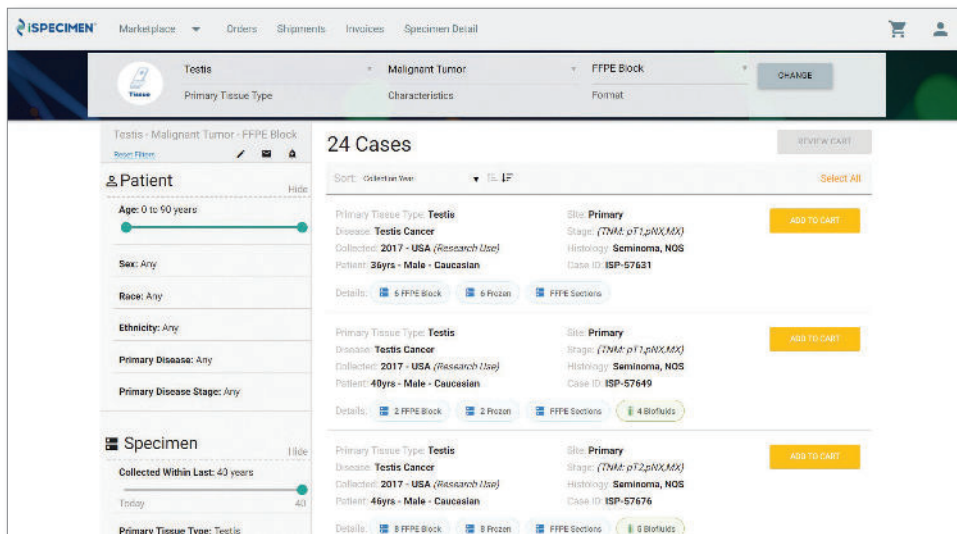
*90% of cancer patient donors felt they were “contributing,” supporting a “good cause,” helping researchers “find a cure,” and that it “feels good to help.”<sup>1</sup>*

1. Biopreservation & Biobanking 2014

### Unprecedented technology

At the heart of the iSpecimen Marketplace is a breakthrough technology platform specifically designed to connect researchers to available specimens—anytime, anywhere.

- The platform interfaces seamlessly with electronic medical record systems, laboratory information management systems (LIMS), data warehouses, and other data sources to receive and de-identify information about available specimens and patient donors.
- The platform harmonizes the data across all participating organizations and presents it to qualified researchers in an easily searchable web interface.
- When matches to research requests are made, the platform alerts the healthcare providers to collect, pack, and ship selected specimens directly to researchers or to iSpecimen.



*The iSpecimen Marketplace transforms the process of matching available specimens to precise research requirements, while streamlining and simplifying specimen fulfillment workflows.*

### Join a diverse, global partner network

As an iSpecimen partner, you will join a large and growing network of hospitals, biorepositories, practice groups, commercial laboratories, HIEs, and other healthcare organizations that provide thousands of researchers with access to millions of specimens and patient encounters each year. Sign up today and enjoy the benefits of this global community.

To join the iSpecimen Partner Network or to learn more, visit [www.ispecimen.com](http://www.ispecimen.com) or contact us at [partners@ispecimen.com](mailto:partners@ispecimen.com) or 781-301-6700.



### SIMPLE

- Easy connection to EMR, LIMS, LIS, and other data sources
- Intuitive specimen and patient search
- Streamlined specimen order and fulfillment workflow
- Single contract providing access to entire network

### COMPLIANT

- HIPAA/GDPR
- 45CFR46/CIOMS/TCPS
- IRB/IEC/REB/REC
- Material and Data Use Agreements

### SECURE

- Sophisticated de-identification software – PHI stays in your data center
- Multiple administrative, physical, and technical safeguards
- Subjected to regular, rigorous privacy and security audits



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