BSI Life Sciences Announces Strategic Partnership with Leading Chinese Pharma IT Distributor CloudScientific

The collaboration will open the market for BSI's eClinical software solutions in China

BADEN, SWITZERLAND, March 30, 2022 – BSI today announced that it has partnered with Shanghai-based pharma IT distributor CloudScientific Technology to launch its flagship products, BSI Clinical Trial Management System (CTMS) and BSI eTMF (electronic Trial Master File) in China, including Hong Kong and Macau. This strategic move is intended to leverage one of the fastest growing ecosystems in life sciences worldwide, with a pharmaceutical market second only to the U.S. in 2020.

According to Jan Nielsen, BSI's community manager for life sciences, the partnership will support the continued growth of the software house and increase its global reach. "The collaboration agreement we signed with CloudScientific is a major achievement for us, and surely a win for our partner. We are proud and thankful for the opportunity to work with a well-renowned distributor to build our presence in China," commented Nielsen.

Trusted by 900+ clients in life sciences and clinical R&D, including many of the largest global pharma companies, CloudScientific is a leading implementation and distribution partner, having helped multiple businesses grow from zero to multimillion-dollar revenue in the Chinese market. Over the past 11 years, its YOY growth averaged 30%, with an impressive 70% in 2020. "We are pleased BSI chose us to sell its digital solutions to private pharmaceutical enterprises and academic research institutions in China," said CloudScientific CEO and founder Jack Lin. "We already have several CTMS leads in the pipeline and I'm confident we'll close the first deals at the latest by the end of Q3 this year. Simply, the Chinese pharmaceutical market is huge, and so is the demand for eClinical software," continued Lin.

BSI's CEO Markus Brunold also celebrated the partnership and anticipated excellent results. "We are delighted to be working with CloudScientific and look forward to a fruitful collaboration. I'm sure this strategic move will not only help us acquire new customers, but also let more prospects know about BSI's CTMS and eTMF and their great potential to accelerate the time to market of drugs and medical devices," he remarked.

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About CloudScientific

Founded in 2009, CloudScientific Technology Co. Ltd is a leading distributor of life science and clinical software solutions in China. Its highly qualified team based in Shanghai provides consultancy and implementation services to domestic and international clients in pharma, bioinformatics, healthcare and the lab industry. CloudScientific combines a strong expertise in IT applications and R&D with a solid network of vendors and a deep understanding of the Chinese market. This has been a recipe for success over their past 12+ years in business! www.cloudscientific.com

About BSI Life Sciences

BSI offers smart eClinical software for CTMS, eTMF and more. BSI makes life science software for people – and has done so for 25+ years. BSI's software solutions made in Switzerland, Germany, USA and anywhere else clients need them to be, are innovative and user-friendly. They focus resources on staying ahead of the trends and delivering functional, compliant, and affordable eClinical software. In this way, BSI helps its customers continuously optimize and accelerate the clinical development process. And that's what they love! www.bsi-lifesciences.com