

Q&A with David Heenan President & Co-Founder and Jordan Spivack CEO + Co-founder of Aces Health, Inc. providing an Automated Data Collection, Safety Monitoring and Analytics Platform for Clinical Trials



Jordan Spivack CEO + Co-founder

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Interview conducted by:
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CEOCFO: *Mr. Heenan, what is the concept behind Aces Health Inc?*

Mr. Heenan: Aces Health stands for Automated Collection and Engagement System. It is the industry's first clinical trial automation platform. That means we automate subject and CRA engagements as well as automating the actual data collections of eCOA/ePRO and EDC, through over fifteen thousand different integrations, combining that with natural English processing and artificial intelligence.

"Patients are currently really inconvenienced and burdened by having to go into the trial sites... they have to go to the doctor's office for these blood draws for the trial. They have to really go in for unnecessary visits and turn in these paper forms that they are using, when we could do all of that by our mobile app. With an automated monitoring solution like Aces Health all of that can be done in real time, ensuring that not only the trial is staying on track and that the timeline and budget are being managed appropriately, but the patients are actually staying safe, which is the most important part! Obviously for the FDA, it is their priority and it is something we can help them to do."- Jordan Spivack

CEOCFO: *What has been the challenge in creating an automated system?*

Mr. Heenan: Honestly, the biggest challenge for us is overcoming your legacy software in the industry, getting these big players to get used to the new reality of mobile technology and to not be afraid of the automation process, but to embrace it as a way to make their trials more efficient.

CEOCFO: *What is the old method of collecting data? Would you give us some of the contrasts in how automation makes a difference?*

Mr. Heenan: In the beginning they used pencil and paper and would send subjects home with large notebooks and expect them to fill them out on a daily basis in real time and bring them back with accurate, complete data. That created several problems from patients self-reporting and from filling it out in hindsight rather than in real time or not coming back at all. Also, one of the biggest things was the burden that put on patients. It made them stay away from clinical trials or affected the retention in the clinical trials once they were in. Then a group of companies came along and essentially took those paper forms and put them on a computer screen, but it still required the manual entry of data. Then Aces comes along and we used over fifteen thousand integrations to fill out those forms automatically, minimizing the burden, both on the research subjects and the researchers themselves and reducing the amount of actual hands on work needed to just the very minimum. It allowed for higher retention, a higher success rate and to make it easier for people to get into trials.