

For Board of Director Executives

## From the Board Chairman

Hello friends,

Welcome to second edition of **Board Notes**. This newsletter marks the contributions of our associates, health systems Partners, and research sponsors to important clinical efforts.

Your willingness to participate in studies that further science is dramatically changing the landscape of medicine. I encourage you to share this message within your organization and with your boards. Take a quick look at the work and congratulate yourself and your organization for being a part of an effort that is driving significant improvements in medicine.

All the best,

**Bruce**

**PS:** Note, the next board meeting is scheduled for January 21 at 1:00 pm ET.



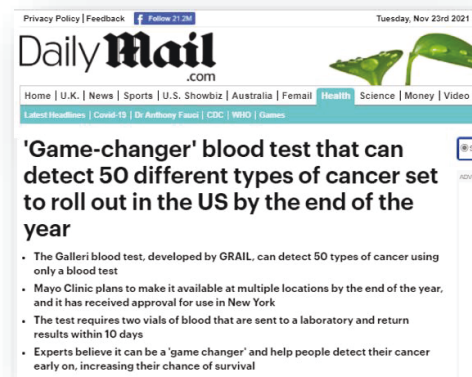
### Table of Contents

- [A Game Changer](#)
- [More Innovative Studies](#)
- [McLeod Signs with GRN](#)
- [Preferred by BMS](#)
- [Joint IQVIA Collaboration](#)
- [Cancer as Chronic?](#)
- [Earlier Care, Better Care](#)
- [Community Power](#)
- [Commonplace Hope](#)

## GRN and Partners' work is a "game-changer"

(Read time < 1 minute)

The innovative work of GRN and our Partners' continues to be touted across the globe, as shown in this [recent UK article](#). Noting the contributions of each (see table), GRN Partners helped make this "game-changing" innovation a reality all should be congratulated for.



This effort shows just how revolutionary GRN aggregated, harmonized data and advanced technology can be to a study sponsor and potentially to patients everywhere. GRN

[Read more: 'Game-changer' blood test that can detect 50 different types of cancer set to roll out in the US](#)

GRAIL CCGA Clinical Study	Patient Enrollments
Baptist KY	1,375
Bon Secours	229
Mercy	599
Spartanburg Regional HS	713
<b>TOTAL</b>	<b>2,916</b>

## More GRN Innovative Studies

(Read time ~ 30 seconds)

[TOP](#)

In addition to the GRAIL effort, GRN and Partners have done work with liquid biopsy studies for several sponsors and continue work on other innovations in the precision medicine industry. GRN

	Dates	Baptist KY	Bon Secours	Mercy	SRHS	Miami	TOTAL
Inivata NSCLC genomic alterations	2017-18	--	--	18	11	--	29
Exact Sciences solid tumor detection	2019-21	137	57	265	(already on study)	--	459
Exact Sciences hem malignancy detection	2019-20	3	11	39	(already on study)	--	53
Exact Sciences solid tumor detection	2021-22	1 (target 160)	--	135 (target 135)	(opens Nov 2021 – target 55)	--	136
Delfi multicancer detection	2021-22	--	--	--	--	(opens Nov 2021 – target 200)	0
VastBiome gut biome	2021-23	(opens Nov 2021 – target 150)	--	--	withdrew (staffing)	--	0
<b>TOTALS</b>		<b>1,516</b>	<b>297</b>	<b>1,056</b>	<b>724</b>	<b>0</b>	<b>3,593</b>

## McLeod Health Signs with Guardian Research Network

(Read time < 1 minute)

[TOP](#)

**CONFIDENTIAL - The announcement below is intended for GRN internal use only until formally announced via news release. Please do not distribute.**

We are excited to announce internally that McLeod Health has joined our GRN family. That brings our health system network to a total of 92 hospitals with patients in nearly 20 states.

Working with President and CEO Donna Isgett and Dr. Michael R. Rose, Senior Vice President and Chief Innovation Officer for McLeod Health, GRN management welcomes McLeod Health and their long history of improving patient care with efforts that are data-driven and evidence-based.

This alliance expands our consortium and enables the health system to add new dimension to its existing clinical research foundation. It also brings more diagnostic and treatment options to northeastern South Carolina and southeastern North Carolina.

[McLeod Health](#) is a not-for-profit comprised of seven hospitals in Florence, Darlington, Dillon, Manning, Cheraw, Loris, and Little River.



GRN

**McLeod Health**

The Choice for Medical Excellence

---

## Bristol-Myers Squibb (BMS) Prefers GRN

(Read time < 20 seconds)

[TOP](#)

As the summer of 2021 closed, GRN was honored to be contracted as 1 of 3 national providers of oncology data for BMS Research & Development. This validates the pharma offerings GRN provides as the highest quality RWE, suitable for FDA submission.

This contract also demonstrates the confidence BMS has in us as a leader in the RWE space. By partnering with life science innovators, we work to fulfill the mission of accelerating cures for life-threatening diseases, such as cancer.

GRN

---

## IQVIA – GRN Alliance Poised to Take Advantage of Growth

(Read time < 30 seconds)

[TOP](#)

This month, IQVIA and GRN together launched a joint marketing campaign. While results are not final, early indicators are encouraging. These efforts affirm that real world data leaders regard GRN support of value and place us in good stead to leverage growth through collaboration.

- Targeting US-only, oncology leaders in all sizes of pharma, device/diagnostics, CROs, gov't, and others in related industries
- Addresses “critical gaps in oncology real world data,” lists key GRN data proofs, such as **420M** clinical notes and **48.3M+** specialty, pathology & radiology reports available
- Email and [fact sheet](#), which is on IQVIA’s website currently, share how we help fill evidence gaps quicker, enable studies to start sooner, and help bring drugs, diagnostics, or devices to market faster

GRN

---

## Recap of Interviews with Key Players

[TOP](#)

Over the last year, GRN has established an interview series within our healthcare system *Partner Newsletter*. Several notable physicians and business leaders have shared their perspectives not only on GRN, but on research, precision medicine, and the future of the industry as well. Check out what each has to say.

---

## Oncocyte's Ronnie Andrews: Moving Cancer Care Forward to Chronic Disease Treatment

[TOP](#)

From the palpable southern drawl and good ole' Georgia boy persona, heavy topics like molecular diagnostics seem worlds away. But they're not. Especially, when talking about the future of cancer.

"Getting to actionable answers earlier, that's what we're all about. Cancer can be treated as a chronic disease in the future, just like HIV is now," said Ronnie Andrews, CEO and President of Oncocyte, a leading molecular diagnostics company.

"We provide real input *in 4 weeks* on whether a treatment is working, not after months of chemo or immunotherapy," he continued.

"Trial and error medicine can be a thing of the past—meaning reduced costs all around, considering that on average only about 30% of immune therapy treatments have a durable, positive response. Just think of what could be done with all that goes into the other 70%."

[Read more...](#)

*"We can tell what drug should be used, with greater than 90% accuracy by the second cycle of immunotherapy. The physician then has choices—increased dosage, additional drugs, or changing the treatment entirely—in the early phase of cancer treatment."*

**Ron Andrews**  
President and CEO,  
Oncocyte Corporation

---

## Baptist's Dr. Lee Hicks on the Power of Community Research

[TOP](#)

If you've heard the idiom about the definition of crazy (repeating the same unsuccessful process and expecting successful results), then you know how Lee Hicks, MD, feels about the standard of care for cancer patients.

He refers to it as the current "sub-standard of care," because there is no cure yet for cancer, and the only way to find cures is through clinical trials that bring about discovery. "There's no way to do proper cancer care without cancer research," shared this Director of Medical Oncology & Infusion Services at [Baptist Health, Lexington](#) (KY).

*"Clinical research not only offers treatment options for patients, but it also builds the physician collegiality needed to leverage insights driven by molecular biology and precision medicine-directed treatments."*

**Lee Hicks, MD**  
Medical Director, Medical Oncology &  
Infusion Services, Baptist Health,  
Lexington

"If we are not curing people and not doing anything to change that standard of care, we are regularly failing patients. In my mind, practicing oncology without research is unethical and immoral," he stressed.

"Thankfully, Baptist understood this moral imperative early in my career and is now benefiting from it, both in funding and reputation."

[Read More ...](#)

---

## GRN & Exact Sciences: Earlier Care, Better Care

[TOP](#)

Dreaded by both patient and doctor, cancer is a brutal diagnosis. “When you diagnose cancer, you desperately want to find good news to share too. Like, we’ve caught it early, so don’t worry there’s a 90% survivability rate,” said Sam Asgarian, M.D. Chief Medical Officer of Thrive, an Exact Sciences company. “But some—many—fall prey to a late-stage diagnosis.

Thrive is all about shifting the paradigm to catch more cancers earlier. “Thrive’s screening test is aimed at detecting many types of cancer at earlier stages. Today, a good number of cancers are still found only through symptoms since most cancers have no screening tests at all. We want to change that,” stated the former primary care physician.

[Read More...](#)

*“[GRN] gives us confidence, regardless of the varying needs for each of our studies. The chances of meeting our timelines are greatly improved by working with a partner like GRN. They just get it done again and again.”*

**Sam Asgarian, MD**  
Chief Medical Officer Thrive,  
an Exact Sciences Company

---

## Dr. Robert Siegel: From Novel Oncology Research to Commonplace Hope

[TOP](#)

There’s nothing more we can do for you. We’ll have to refer you to Hospice care.

That’s what a still-relatively-healthy 50-year-old man was told following his stage 4 melanoma diagnosis. That is, until his physician heard Dr. Robert D. Siegel, MD FACP FASCO, speak and reached out about trial options.

“The gentleman is now living free of melanoma,” said the Bon Secours Mercy Health physician. “Sure, there have been a few minor treatments over the seven years since the trial, but he is still my most memorable patient. He was one of the first to get a new immuno-therapeutic treatment at the time and went on to have a complete

remission from melanoma with good quality of life. “Many of the oncology drugs, treatments and diagnostics from prior research have become commonplace now,” he added.

[Read More...](#)

---

*“We would not have had access to—or even known about—this trial without our relationship with Guardian Research Network.”*

**Dr. Robert D. Siegel,**  
Bon Secours,  
St. Francis Cancer Center

---

Guardian Research Network

101 East Wood Street

Spartanburg, SC 29303

[guardianresearch.org](http://guardianresearch.org)

864-777-7165