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DSG Announces Record Growth for First Half of 2009

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Jun 22, 2009 By Applied Clinical Trials

Company News Release
SAN DIEGO, June 22, 2009 — DSG Inc., the industry leader in electronic data capture (EDC) for clinical trial data collection and management, today announced, from the 45th Annual Meeting of the Drug Information Association, its continued record growth and profitability for the first half of 2009 with its complete integrated EDC solutions.

Highlights include:

- 15 new life sciences clients
- 50 new clinical trial studies underway, using multiple solutions from DSG
- Revenue increases in excess of 90 percent compared to H1 2008
- 70 consecutive quarters of growth and profitability since inception in 1992

These new customers and studies include small and mid-size pharmaceutical organizations entering Phase 1 trials through larger organizations' Phases 2-4 trials as well as those nearing 510(K), PMA and IDE medical device approval. DSG is ensuring clinical trial success through its innovative line of EDC products and services, including CTMS, ePRO, IWRS and Data Management for studies in Cardiology, CNS, Dermatology, Endocrinology, Immune Deficiency, Musculoskeletal, Oncology, Ophthalmology and other therapeutic areas.

One repeat client, Kensey Nash Corporation, a leading developer and manufacturer of resorbable medical implants, is using DSG's eCaseLink™ EDC and eClinDirect CTMS solutions for data capture, device tracking and accountability, and to improve clinical trial management processes. This integrated set of technology solutions will enable Kensey Nash to lower its clinical trial costs and manage inventory through a single source provider. DSG clients are seeing dramatic cost reductions and increased efficiencies and productivity by using the complete line of solutions along with the optimized processes from DSG, as opposed to turning to multiple vendors for successful completion of new studies.

"The EDC market continues to grow as Sponsors and CROs see the tangible benefits of greater study accuracy and reduction in wasteful time and paper," said Alan S. Louie, PhD, Research Director at IDC Health Insights. "Organizations that offer electronic data capture and complementary eClinical solutions are poised to prosper as the life sciences industry looks for more innovative and efficient ways to bring new drugs and therapies to market."

"DSG leads the industry with its award-winning EDC software, with built in eClinical features including IWRS, CTMS and ePRO. DSG was first to consolidate these features into one complete configurable system that eliminates the tremendous cost and burden of working with multiple vendors and technologies to accomplish the same result," said Tony Varano, Jr., CEO, DSG, Inc. "Despite the current economic climate, the fact that we are privately held, debt free, very profitable with no reliance on outside funding allows us to provide the highest levels of client service and retention without the worry of market fluctuations."

About DSG

DSG Inc. supports clinical trial data collection and management with innovative technology solutions including Electronic Data Capture with specialized Clinical Data Management services, Electronic Patient Diaries, Clinical Trial Management Systems and digital on-demand Case Report Form publishing management software. DSG's products allow user-friendly, accurate and efficient data capture at any investigator site regardless of the technological infrastructure. DSG has successfully supported over 800 clinical trials for more than 325 companies at over 18,000 sites in over 68 countries. Founded in 1992, DSG is a global company headquartered in Malvern, Pa., with additional offices in the U.S., Japan and India. For more information, please visit www.dsg-us.com.

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