

PARATUS CLINICAL RESEARCH CELEBRATES 10 YEARS

Ten years ago, Paratus Clinical Research opened its doors with a bold mission: to bring clinical trials closer to communities and improve access to innovative healthcare. Today, as we mark our tenth anniversary, I find myself reflecting not only on how far we've come, but also on the unwavering drive that's brought us here.



By Matt Clacy, Chief Commercial Officer and Founder, Paratus

One of the most defining moments for me was our very first patient—randomised into a Type 2 Diabetes Phase IV study at our Canberra site. That moment transformed years of theory into reality. Another pivotal shift was our move to a standalone model, with sites in Western Sydney and the Central Coast dedicated solely to clinical trials. That decision gave us the scale, flexibility, and control to grow into one of Australia's leading clinical trial site networks.

A major turning point came in 2020 during a senior leadership workshop. We set ambitious four-year goals—targets that, at the time, felt audacious. But in 2024, we achieved them. It's milestones like that which make me proud of our team's grit and vision.

Of course, there have been moments of doubt, too. I still remember walking into my first meeting with a venture capital firm. Through a friend, I managed to get an introduction. The investors were polite but said they'd be more interested when our revenue hit \$5 million—a figure that felt almost impossible back then. That day still grounds me. Whenever challenges arise, I remind myself that if we overcame that, we can overcome anything.

"If there's one lesson I've learned above all, it's that the work is never done. The moment you feel like your job is complete, it's probably time to step aside—or retire!"

— Matt Clacy, CCO & Founder

When we founded Paratus, the vision was clear: address the glaring lack of research opportunities in Australian primary care, particularly for chronic disease. We saw a gap and were passionate about bridging it. In hindsight, we may have unknowingly helped pioneer the site network model in Australia. Today, we're proud to lead in that space, focused on retention and continual improvement.

Over the past decade, the clinical research landscape has transformed—none more dramatically than during COVID. Vaccine trials surged, and we were fortunate to be ready. Our high enrolment numbers during that time underscored the importance of preparation. The pandemic also shifted public perception. Before COVID,

clinical research was niche. Today, most people not only understand what we do, but have strong opinions about it. That shift has made it more critical than ever to keep participants at the heart of everything we do.

On a personal level, perhaps the biggest challenge has been... me. As a founder, your identity can become wrapped up in the business. It's easy to lose sight of the balance needed to maintain relationships, manage stress, and stay grounded. I now fully appreciate why people thank their partners and families in acceptance speeches—it really does take a village.

Looking ahead, I'm excited by what's next. I anticipate further consolidation and professionalisation in our sector. The challenge—and the opportunity—will be knowing how and when to pivot. While it's vital to honour what got us here, we must also embrace change to drive forward. Our next move is to open a specialist clinic in psychiatry clinical research and I am thrilled to see where that goes.

As we celebrate this milestone, I'm filled with gratitude—for our team, our partners, our participants, and the community that believes in what we do. The passion that sparked Paratus is stronger than ever, and I have no doubt the next ten years will be even more impactful than the last. ■

