

# PARTNERING WITH THE DPO CENTRE

Creating value for Life Sciences organisations through  
strategic collaboration



Amsterdam • Dublin • London • New York • Toronto





## ABOUT THE DPO CENTRE

The DPO Centre was founded in 2017 and has become a leading provider of outsourced data protection services. We've worked with over 1,000 organisations across a wide range of industry sectors.

What sets us apart is our expertise in the Life Sciences sector. Our DPOs are highly qualified with a broad range of experience and deep knowledge of the regulatory requirements and unique challenges faced by the industry, including the strict conditions for processing and transferring data, and the critical importance of patient confidentiality.

With offices in London, Toronto, New York, Amsterdam, Dublin and representation offices across all 27 EU Member States, we're one of the few global outsourced DPO providers with the scale to deliver tailored solutions for today's complex privacy issues.



## OUR TEAM

The DPO Centre has one of the largest teams of experienced Data Protection Officers available.

Our DPOs are trusted professionals with extensive sector and regulatory knowledge. Their depth of expertise is crucial for Life Sciences, where data protection is fundamental to research integrity.

They are supported by a wider team of skilled professionals who ensure everything is kept on track and running smoothly.



### **Data Protection Officers (DPOs)**

Specialists with deep regulatory and sector knowledge, delivering comprehensive and tailored privacy support.



### **Data Protection Manager (DPM)**

Operational experts who support DPOs in everyday activities like data mapping and policy updates.



### **Project Managers**

Delivery and planning experts, managing timelines and coordinating activities.

Together, our expert team advises and supports a wide range of organisations, including pharmaceutical and therapeutics, biotech, medtech, medical device companies, and Contract Research Organisations (CROs).

## WHAT MAKES OUR TEAM DIFFERENT?

- ✓ Permanently employed team of highly experienced DPOs
- ✓ Life Sciences sector specialists
- ✓ Deep understanding of multi-jurisdictional requirements
- ✓ Strengthened by a wider team of skilled professionals

## OUR KEY SERVICES

We deliver a range of tailored data protection services to support Life Sciences organisations in effectively managing their data governance and compliance with confidence.



### Data Protection Officer (DPO)

We specialise in providing highly qualified and experienced Data Protection Officers (DPOs) on a fractional basis. This flexible and tailored service allows Life Sciences organisations to easily scale support as needed, particularly useful for sponsors of clinical trials.

- ✓ Primary DPO as main point of contact
- ✓ Secondary DPO to guarantee continuity at no extra cost
- ✓ Advice line via email and telephone for month-round cover



### EU & UK Representation (DPR)

Our Data Protection Representatives (DPRs) ensure compliance with GDPR Article 27 requirements across all 27 EU Member States and the UK. This service is essential for organisations based outside the EU or UK that need to meet regulatory obligations.

- ✓ Acts as point of contact for EU/UK data subjects and regulators
- ✓ Maintains updated RoPA (Record of Processing Activities)
- ✓ Provides breach assistance and supports rights requests



## AI Governance

Our dedicated AI Governance team delivers comprehensive AI audits, assessments, and expert guidance on emerging AI regulations, including the EU's AI Act. We help organisations meet regulatory requirements whilst maximising the benefits of AI technologies.

- ✓ Delivered by AI specialists with deep industry knowledge
- ✓ Provides a framework to ensure regulatory compliance
- ✓ EU AI Act Readiness Assessment, AI Impact Assessment and Explainability Framework



## Europrivacy GDPR Certification

As an official Europrivacy™/® official partner, we offer expert guidance to organisations seeking GDPR certification for specific data processing activities. This service complements our core data protection support by helping clients demonstrate compliance through the recognised European Data Protection Seal.

- ✓ Provides independent proof of GDPR compliance
- ✓ Supports cross-border and processor transfers
- ✓ Includes online resources, tools and support

## WHY PARTNER WITH US?

Life Sciences organisations face unique data protection challenges, especially those conducting clinical trials that are subject to complex regulations like HIPAA in the US and the GDPR in the UK and EU.

A lack of data protection expertise can delay clinical trials, compromise compliance, and erode trust with participants and stakeholders, and ultimately reduce IP value.

By partnering with The DPO Centre, you gain access to specialised resources and extensive data protection knowledge, with services tailored to meet the demands of the entire clinical trial life cycle.

Together, we increase value for our respective customers, protect existing relationships, and enhance the opportunities for us both.

**According to a McKinsey study, companies that form strategic partnerships grow 25% faster than those that do not**



### BENEFITS OF STRATEGIC PARTNERSHIPS



**Increased brand awareness**



**Improved customer experience**



**Business growth**

## WHAT DOES A SUCCESSFUL PARTNERSHIP LOOK LIKE?



A successful partnership is built on a foundation of trust, collaboration, and mutual respect for each other's expertise.

As a specialised outsourced data protection provider, we offer non-competing services that will enrich our collective impact. We support our partners through a range of resources, including relationship-building initiatives, ongoing technical support, lunch-and-learn sessions, and informative newsletters.

Together, we identify mutually beneficial opportunities and create a synergy that delivers greater value than our individual efforts alone.

### Our Partnerships Programme is guided by 4 principles:

- ✓ Non-competing yet complementary services
- ✓ Trust and transparency
- ✓ Shared values
- ✓ Commitment to growth







**Life  
Sciences**







# Partner Network

**The DPO Centre Partnerships**

*Creating value through strategic collaboration*

An overhead view of four people sitting around a round wooden table in a meeting. A semi-transparent white box with a black header is centered over the table. The people are dressed in business casual attire. The table has papers, a smartphone, and a laptop on it.

## OUR PARTNERSHIPS PROGRAMME **MODELS**

Our Referral and Collaboration Partner models are designed to complement your business and enhance the services you provide.

We work with a wide range of Life Sciences organisations, including medical device companies, regulatory consultancies, Contract Research Organisations (CROs), health tech firms, and more, delivering comprehensive, tailored data protection and compliance solutions.

Both partnership options are adaptable and can be customised to meet your unique needs.

## REFERRAL PARTNER

This model allows you to refer clients directly to

The DPO Centre with an agreed-upon commercial incentive structure. It benefits both our organisations and, most importantly, provides additional value for the client.

### BENEFITS OF BECOMING A REFERRAL PARTNER



**Earn commission on year one value for each client referral**



**Access specialised data protection expertise to enhance your services**



**Enjoy quick and easy setup for a seamless partnership experience**

#### Key features

- Commission-based model
- Comprehensive onboarding and training
- Dedicated support for client referrals and account management

## COLLABORATION PARTNER



This model allows you to work with The DPO Centre on joint projects, increasing our mutual audience reach and impact. Examples include sharing a stand at an industry event, hosting a joint webinar, or creating joint marketing collateral.

### BENEFITS OF BECOMING A COLLABORATION PARTNER



**Tailored marketing initiatives for broader audience reach**



**Access to shared, specialised resources for enhanced expertise**



**Joint value proposition that boosts credibility with clients**

#### Key features

- Commission-free model
- Joint promotional opportunities
- Co-branded marketing materials

## WHO WE'VE WORKED WITH

We have delivered consultancy, interim support, EU and UK Representation, DSAR Response and Data Protection Officer services to over 1,000 organisations across a wide range of industry sectors since 2017.



Medical and Healthcare



Software and Technology



Retail and eCommerce



Finance and Insurance



Education, Schools and Colleges



Charities and Not-for-profit





*'Venatorx is very pleased with the guidance and support that The DPO Centre has provided us to ensure that we meet the legal requirements of GDPR.'*

**Sarah Schroeter, UK HR Manager at Ametek**



The Prostate Cancer Clinical Trials Consortium

*'The DPO Centre's team are always on hand to answer any queries we may have and to help us respond to any Data Subject Access Requests from any trial member across the EU.'*

**Drew Davies, Contracts Manager at PCCTC**



*'The DPO Centre provided very professional and timely support to HQIP by helping us identify any areas within our information governance that required improvement...'*

**Desislava Staykovska // Information Governance Lead,  
Healthcare Quality Improvement Partnership**



*'The DPO Centre understood our constraints and helped develop a data privacy programme that was both GDPR compliant and appropriate for our current stage of development.'*

**Leland Keyes, Vice President of Regulatory Affairs and Quality Assurance, Apreo Health**

## FREQUENTLY ASKED QUESTIONS



### **What types of Life Sciences organisations do you support?**

We have extensive experience working with pharmaceutical and therapeutics organisations, biotech, medtech, medical device companies, genomic research organisations, clinical trial sponsors and Contract Research Organisations (CROs).

### **Is a formal agreement or contract required?**

Yes – a formal agreement ensures we have clarity in our partnership and outlines the scope and responsibilities of both parties, including any commercial terms.

### **Do partners receive any sales or marketing support?**

We work with Collaboration Partners on a range of marketing materials, including co-branded assets and joint webinars designed to support outreach and strengthen client engagement efforts.

### **How are referrals handled and compensated?**

Our Referral Partner model has a commission-based structure for any clients directly referred to The DPO Centre. You will earn commission on year one value for each client referral.

### **What are the benefits of partnering with The DPO Centre?**

Partnering with us gives you direct access to specialist data protection expertise that strengthens your service offering. It provides non-competing opportunities for joint growth, raising your brand profile, and helping you deliver faster routes to compliance.

### **How do we get started?**

Contact us through our website or reach out directly to the Partnerships team via email:

[www.dpocentre.com](http://www.dpocentre.com)  
[partnerships@dpocentre.com](mailto:partnerships@dpocentre.com)

## CONTACT US



+44 (0) 203 797 1289

hello@dpocentre.com

www.dpocentre.com



### LIFE SCIENCES RESOURCES

Scan this QR code to access  
additional resources from The  
DPO Centre.



## About The DPO Centre

The DPO Centre is a leading provider of fractional Data Protection Officer and AI governance services for organisations operating in UK and EU markets. With offices in London, Toronto, New York, Dublin, Amsterdam, and a network of representation establishments across all 27 EU Member States, the company is uniquely positioned to support organisations across multiple jurisdictions.

The DPO Centre provides access to one of the largest teams of experienced and permanently employed DPOs and AI compliance specialists. Since 2017, the company has worked with over 1,000 clients across a wide range of industry sectors, including Finance, Tech, Life Sciences, and Retail.

The DPO Centre is part of Axiom GRC, a global governance, risk and compliance platform, serving over 40,000 clients and 2 million users globally.



**Amsterdam • Dublin • London • New York • Toronto**

☎ +44 (0) 203 797 1289

✉ [hello@dpocentre.com](mailto:hello@dpocentre.com)

[www.dpocentre.com](http://www.dpocentre.com)