

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, New York, Toronto, 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

Our expert Data Protection Officers (DPOs) are the heartbeat of our services. Collectively, they form one of the largest teams of highly experienced and qualified professionals in the industry.

- ✓ Permanently employed team
- ✓ Specialist knowledge and industry expertise
- ✓ Deep understanding of jurisdictional requirements

OUR CORE 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.

These are our key services:



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, with this being particularly useful for sponsors of clinical trials.

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



EU & UK Representation (DPR)

We offer Data Protection Representatives (DPRs) to 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 the 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
- ✓ Includes AI Impact Assessment and AI Explainability Framework

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, 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



Increase in 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



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 partner 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.'

Heather Hunter // Vice President, Communications, Venatorx Pharmaceuticals



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



Healthcare Quality Improvement Partnership

'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

About The DPO Centre

The DPO Centre is the leading provider of fractional Data Protection Officer (DPO), privacy, and AI compliance services, specialising in Life Sciences. With offices in London, New York, Toronto, Dublin, Amsterdam, and a network of representation establishments across all 27 EU Member States, the company has one of the largest teams of experienced and permanently employed DPOs available.

Since 2017, The DPO Centre has delivered its services to over 1,000 clients globally, including a diverse range of organisations in Life Sciences, MedTech, medical devices, and healthcare.



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