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NEWSLETTER · IN CONVERSATION WITH SYLVAIN BERTHELOT

Everyone says they want to simplify trials

Sylvain Berthelot — clinical technology specialist at CRS Cube — on what it actually takes to make trials simpler, why sites and sponsors keep talking past each other, and the patient stories that keep him honest.

Sylvain Berthelot has spent his career in the digital machinery of clinical research — with sponsors, CROs and the clinical teams who live with whatever technology gets handed to them. In 2024 he joined CRS Cube with a mission almost everyone claims and few deliver on: making trial execution genuinely simpler. He also hosts two podcasts, including 'On One Condition', which puts patients' own stories at the centre — a useful corrective for anyone who spends their days in systems.



Everyone says they want to simplify trials. The trick is meaning it.

— Sylvain Berthelot, on Pharma Prescribed

Simple is hard

Sylvain's point is that 'simplify' has become a slogan the whole industry recites, which almost drains it of meaning. He means it in a specific way: technology that works not just for the people who buy it, but for the sites and

coordinators who use it without ever choosing it. Design for the person at the coalface, not the person signing the contract, and you get a different product.

Sites and sponsors, talking past each other

Having worked inside a CRO — Parexel among them — he's candid about where the friction sits. Sites exist to care for patients and want to do right by them; sponsors carry their own pressures; and the two need to align far more than they do. A lot of what looks like a technology problem is really a mutual-understanding problem, and he's as interested in the second as the first.

Why the patient stories matter

The thread tying his work together is keeping the human in view. It's easy, buried in data and protocols, to forget who's on the other end; the patient stories he platforms are the reminder. His mission at work — simpler trials — and his mission in life — getting people to understand each other a bit more — turn out to be the same mission.



Listen to the full episode

Sylvain Berthelot on Pharma Prescribed — at pharmaprescribed.com
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Sylvain Berthelot is a clinical technology specialist at CRS Cube and host of the Clinical Data Talks and On One Condition podcasts.