

Maximizing the Use of Human Biological Sample Assets

THE SITUATION

A large global pharmaceutical organization identified the need for better control, visibility and access to all human biological samples across Research and Development. The challenges facing the organization included:

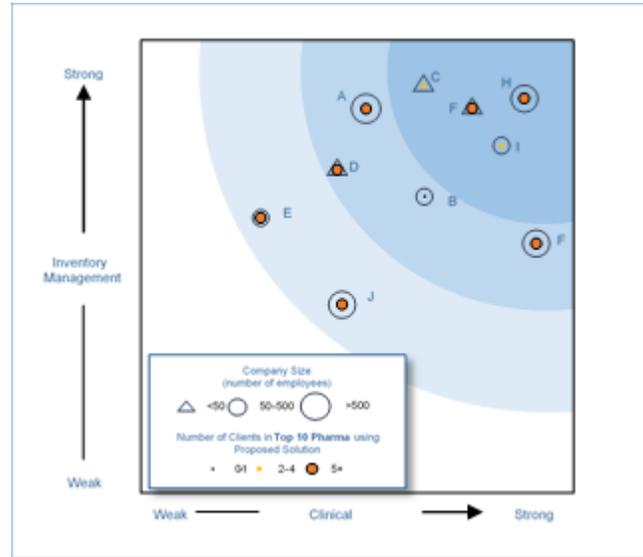
- Lack of clear sample lifecycle chain of custody records
- Cumbersome, incomplete, and low visibility of consented use information for samples
- Inability to see the full set of sample assets available for use
- Multiple business units across the organization involved in acquiring samples
- Samples acquired through multiple different routes (clinical trials, collaborations, purchases)
- Balancing clinical trial sample collection and steady state inventory management needs
- Different groups using a variety of individual systems and spreadsheets to track samples
- Multiple physical sample inventories globally distributed and managed by different parties (the sponsor, partner labs, third parties, and long-term storage vendors)

The desire was to implement a single commercial software solution that could provide a unified view of all inventory, sample use consent data, and track the movement and use of samples across their lifecycle. The organization turned to ResultWorks to leverage ResultWorks' sample domain expertise to confirm and rationalize the business requirements, identify potential commercial software solution providers, and facilitate the selection of a preferred solution.

THE SOLUTION

ResultWorks applied its methodology to run a tightly defined vendor solution selection process, which included:

- Distilling and re-focusing business requirements to make them suitable for vendor solution selection purposes, including the addition of technical and compliance requirements
- Use of a staged RFI, followed by an RFP, to narrow down to a shortlist of suitable vendor solutions
- Quantitative and qualitative summary analysis of all vendor responses against business, technical, compliance and commercial requirements
- Development of demonstration scripts and facilitation of script driven demonstrations and evaluation discussions with shortlisted vendors
- Working with the IT and business team to drive solution selection



KEY BENEFITS

Targeted Requirements: ResultWorks provided expert domain knowledge to focus the business requirements suitable for solution selection

Domain Experience: ResultWorks knowledge and experience of the commercial vendor offerings helped the client evaluate a broad range of solutions

Success: The definition and evaluation process was completed in an independent and quantifiable way and a vendor solution was selected within 4 months

“In addition to a well-defined execution methodology ResultWorks’ process and technical knowledge of the domain assisted greatly in achieving the desired outcome.”

- Program Director

For more information, visit our website www.resultworksllc.com or contact us at marketing@resultworksllc.com.