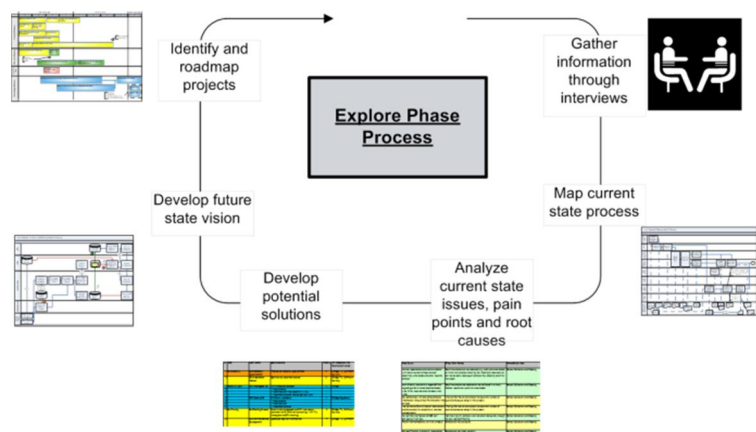


Architecting Clinical Sample Management

The Situation: A large biopharmaceutical company was experiencing a significant growth in the number and diversity of clinical trials. In addition, the business was enlisting help from more specialized external partners to participate in all aspects of clinical trials. This created increasing challenges with management of clinical samples throughout the sample lifecycle including planning, tracking, inventory, assay development and testing, and results data management. The company was seeking to re-architect their clinical sample management with an optimized approach that would also allow for versatility depending on the needs of a given clinical trial.

The Solution: The client was already in the midst of analyzing their clinical sample management process having completed some initial data gathering when ResultWorks was enlisted to facilitate the project. After a rapid onboarding effort, ResultWorks senior consultant refined the approach as defined below and in the adjacent graphic.

- Stakeholder interviews held with clinical operations, bioanalytical, translational medicine, and other key stakeholder groups
- Conducted a Strategy Result SessionSM to review/refine the analysis, the strawman business vision, and the draft strategy roadmap
- Developed a Sample Management Strategy Roadmap to remediate root cause problems and to position future technology investments




Key Benefits:

Pain Points / Root Causes: Sample management lifecycle pain points were identified and root causes were determined. This made the problem areas apparent and allowed for recommendations for quick-hit fixes that the business could undertake.

Strategy Roadmap: A three-year roadmap was created encompassing over twenty business process and technology projects to support the vision. Success metrics were defined in terms of the percentage of pain points+which would be addressed at each milestone of the roadmap.

Timeliness: Within eight weeks ResultWorks was able to plan an approach and lead the client through this effort yielding a Sample Management Strategy Roadmap that was aligned between the business and the information management teams.



A significant percentage of identified improvements were process optimizations which the business was able to undertake immediately.

For more information about ResultWorks, please contact us at marketing@resultworksllc.com.