

ResultWorks Redefines Strategy & Requirements Then Leads Data Visualization Project for Discovery Scientists

The Situation: A year after acquisition of a commercial off-the-shelf (COTS) solution, there was no ROI. The Discovery Informatics group of this global pharmaceutical company had purchased an application for the rapid analysis and visualization of chemical and biological results in support of high throughput screening (HTS), lead identification and lead optimization. However, scientists needed to access and import data from a number of existing databases. The existing process required manual extraction and import of data into the visualization application. The complexities of the data handling were hindering system use.

The Solution: The Company engaged ResultWorks to define a strategy and to get the program on track. ResultWorks initiated a two-phased solution. Phase I commenced with a program review to re-set the program's strategy. Because the options for implementation were very broad, they began by developing the project scope and defining very specific objectives. Phase II included implementation of the re-defined project.

ResultWorks and the Discovery Informatics team engaged a diverse group of users from HTS, Low Throughput Screening, Computational Chemistry, Drug Metabolism, and Medicinal Chemistry. After interviewing key stakeholders, ResultWorks provided invaluable insight to the situation surrounding use of the application and the Company's legacy systems, and defined alternative strategic and tactical plans for moving the program forward.

Armed with this information, ResultWorks led the Discovery Informatics team through a focused Result SessionSM, a facilitated interactive meeting. ResultWorks enabled the team to define a long-term strategy for the analytics program and to establish a clearly delineated scope for the second phase. Decisions were made on the integration approach, specific wizards to be developed, and other tools that would be required to achieve success. Phase II focused on implementation of the agreed approach using ResultWorks methodology. This included a staged approach specifically designed to promote buy-in by the end users with clear expectations and requirements.

ResultWorks also provided a framework for the success of future projects. They worked with the Company's project managers to transfer skills and knowledge in the use of ResultWorks signature methodology which would be applied to follow-on efforts.

Key Benefits:

1. **Common Strategy:** Redefined the project scope and requirements, and implemented a program which addressed the strategic needs of all users.
2. **Change Management:** Foundations for change were laid increasing momentum for the visualization application and established measurements used to monitor its success.
3. **Approach:** The Company's project managers bought into the methodology which was applicable to future projects and complemented the Company's Project Management Office procedures and practices.



"The Result SessionSM was an unqualified success. Both scientists and informatics people commented that it was the best prepared information management interaction they have had. The outcomes I expected appear to have been met and exceeded."

. VP Global Informatics