

Accelerating Clinical Trial Activation Across Latin America

When two emerging biotech companies required coordinated clinical trial activation across Latin America, ProPharma provided centralized oversight, regional expertise, and a scalable execution model to support study start-up, site readiness, and enrollment success across multiple countries.



Challenge



- Regulatory submissions, site contracts, translations, import/export requirements, and site engagement activities progressed at different speeds across countries, creating execution risk.
- Limited visibility across interconnected workstreams increased the risk of delays and inefficient decision-making.
- High-performing investigator sites were in demand across competing studies, requiring proactive engagement to secure participation and maintain recruitment momentum.
- Sponsors relied on a combination of oversight and regional delivery partners, requiring strong coordination across stakeholders.

Solution



- ProPharma established a stage-gated oversight framework with clearly defined country-specific readiness criteria to ensure consistent execution and decision-making.
- Implemented a shared dependency management model that provided end-to-end visibility across feasibility, start-up, regulatory, contracting, and site activation activities.
- Aligned all stakeholders to a single critical path and standardized definition of readiness, ensuring consistent execution across countries and functions
- Enhanced sponsor visibility through transparent reporting that linked each issue to its timeline impact, mitigation strategy, and path to resolution.

Result



- Established a scalable LATAM activation model that could be replicated across future regional studies.
- Accelerated site readiness and activation timelines across participating countries.
- Maintained alignment between activation and enrollment objectives, supporting planned recruitment milestones.

Exceeded regional enrollment expectations through coordinated execution, proactive issue management, and sustained operational oversight.

Global Oversight. Local Expertise. One Accountable Team Delivering Results Across Latin America.