

## Leading Technology Selection Decision Making



### The Client

- Top 20 biopharma with >32,000 employees globally
- R&D centers in Europe, USA & Asia-Pacific regions focused on plasma-derived and recombinant therapeutics

### The Problem

- Multiple, disparate clinical sample management processes from legacy organizational units
- Clinical samples stored on- & off-site and at 3rd party providers with no centralized inventory
- Heavy reliance on Microsoft Office and email communications to manage samples with no real-time tracking
- Slow and error-prone manual sample curation, compounded by increasing portfolio size, trial complexity, and regulatory requirements
- Lack of existing technology presented a barrier to achieving the vision of a unified, scalable, and compliant system to support their evolving R&D portfolio

### How ProPharma Helped

- Developed a robust, tangible business case to secure funding for a new enterprise technology solution
- Mapped business processes, defined requirements & generated RFP documentation pack
- Managed end-to-end technology evaluation process, including longlisting based on market research and ProPharma experience, shortlisting & demo coordination, providing independent advice and recommendations throughout
- Conducted a robust, thorough, and unbiased evaluation process, clearly presenting quantitative & qualitative data to enable a decision on lead vendor
- Coordinated reference calls for leading candidates, generating digests, and reports of unbiased findings
- Led proof-of-concept use case development, execution & reporting to prove selected solution meets the client's vision, demonstrate the value claimed in the business case, surface risks and learnings to address during implementation, and enable a go / no-go decision to buy

“... providing structure, clarity, and timely visualization to enable effective decision-making...”

... proactive and hands-on approach added clear value and was key to maintaining alignment and momentum across the team ... ”

Senior Manager  
R&D Enabling Technology

## The ProPharma Difference

Our team of experts provides independent strategic and business consulting services to enable organizations of all sizes to transform their business through better technological use. We help companies define a digital blueprint and develop a clear, actionable plan to achieve their vision.

Whether you are just getting started on your digital transformation journey or need support with implementation or change management challenges, we are here to help. We have over 20 years of experience across the entire value chain, from early research to manufacturing, including lab systems, manufacturing systems, enterprise systems, data and systems integration, knowledge management and semantic technologies, and data analysis and visualization.

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## The Digital Blueprint Service

Our Digital Blueprint service delivers a robust foundation for your digital transformation journey. This established, proven methodology is designed to reduce the time required by subject matter experts and leverages our extensive experience delivering similar projects.

Through a series of structured stakeholder interviews and workshops, we define:



Your current level of  
**digital maturity**



A **digital vision** to support  
your business goals



The **digital roadmap** to  
achieve that vision

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## Improving Your Digital Landscape

Need guidance developing your digital strategy, assistance with on-going projects, or advice on post-implementation improvements?

We're here to help ensure you are well equipped for your digital journey.

### Contact Us

Learn more about how ProPharma's experienced team can help ensure successful outcomes for your digital transformation initiatives.



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