

CASE STUDY | FUNCTIONAL SERVICE PROVISION

a scalable resourcing approach to managing in vitro diagnostic clinical trials in a niche market

With a planned expansion from 27 to 140 clinical sites and not enough qualified staff, we were able to help a small biotech company meet the clinical demands by scaling up resources quickly.

Monitors for IVD clinical trials need some specialized skills that differ from those necessary for traditional pharma studies. Besides supporting the clinical team in the execution of the study, IVD monitors are the first point of contact regarding site, data, troubleshooting, and discussion of unexpected outcomes.

This unique skill set often combines GCP knowledge with bench research experience. Through our vast network of procuring high-quality resources with the right skill set, we were able to provide a full staff within 30 days of the MSA. As a result of our ability to quickly scale-up, we doubled our staff size six months later, in order to meet the resourcing needs of the increased sites.



“ An FSP model was crucial to meeting the timeline and completing the deliverables of the project while reducing the risks and costs associated with a fluctuating demand for resources.”

challenge



Recruit and set up regional IVD monitors with a hard-to-find skill set as soon as possible to meet the increase in clinical sites

solution



Utilizing our sister company, Planet Pharma, provided access to a wide range of experienced resources with a desired skill set. We created a strong Operational Team that was experienced in site management and activation while providing assistance to the client's ongoing clinical trials.

The administrative burden of selecting the right candidates along with quickly onboarding and training new staff allowed our client to concentrate on the core clinical study activities while we ensured delivering the “right fit, first time” approach.

results



- Within 30 days of an executed contract, ProPharma was able to identify, vet, train, and onboard high-quality candidates with a unique skill set
- We were able to quickly double the size of the team when the client's clinical sites' requirements increased.
- We implemented a strategic forecasting model to manage the fluctuating resource demands.
- Provided growth to our client's infrastructure while minimizing their headcount burden and risks

Contact us to learn how our experienced team can help ensure successful outcomes throughout the product lifecycle.

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