



case study:

CREATING A NEW, STRATEGIC FUNCTIONAL OUTSOURCING MODEL.

Challenge: Build a flexible, affordable outsourcing model that complements client resources and provides continuity in key functional areas. Our customer had determined that traditional CRO outsourcing was not the optimal solution for meeting its resource needs. They challenged us to enact solutions that would lower costs and provide greater flexibility.

Solution: Assemble a dedicated staff that supports this major biotechnology company's pipeline. Early success was assured through active collaboration between the customer and i3 Statprobe, supported by business plans, communication plans, integrated systems and processes, reliable IT connectivity, and a favorable cost model. Flexible resource deployment

complemented existing resources while minimizing staff turnover. This meant lower costs and greater continuity, all while expanding the capacity for pipeline advancement in key functional areas.

Result: A satisfied client, a model for other organizations. Now in its fifth year of operations, applications include contributing to a recently approved NDA program, a mechanism to support global safety reporting, and internal functional infrastructure support (programming standard macros for use across all of the client's products and projects). Providing support for more than 186 projects involving over 25 products at all stages of development and a variety of indications, the objectives of consistency, flexibility, and cost-efficiency have clearly been met.