

# Case Study: Clinical Transformation Partnership Sourcing Advisory – Major Pharma

---

**Client Context:** A European pharmaceutical major developing their Future clinical development vision and needs to identify a multi-vendor partnership model to deliver on their vision and objectives

**Challenges and Opportunity:** Pharma company's vision included not only the identification of the most optimal Systems integrators and clinical operations platform vendors, but also a partnership model that would yield the best combined solution that is flexible, scalable and a contract that will hold the partners accountable for the desired strategic outcomes of the client

**Solution:** Life Sciences Sourcing Advisory and Consultancy Services (LS-SACS) collaborated with a leading Third-Party Sourcing and consulting advisory firm in reviewing the client's future vision, their desired outcomes on cycle time and cost reduction, improved patient safety and quality. We leveraged our experiences with multiple global service and technology providers and complex RFPs and delivered the following within a shortened timeframe that met the client's expectations:

- Selected a list of SI and product vendors that had the best of breed capabilities to be able to deliver on the comprehensive solution required by the client
- Collected the most critical data to be shared with vendors from both the business and IT functions and constructed an RFP that allowed for a flexible and risk-reward based solution response from the vendors
- RFP request was also specific and structured to allow for the selected SI vendor to be the primary accountable contract owner to ensure a milestone and deliverables-based contract to be signed post selection.
- Developed a customized vendor evaluation score card for objective evaluation of the RFP responses by a cross-functional client team

**Next Steps:** RFP has been distributed and client is in the process of evaluating the RFP responses with continued help from the advisory firm.

