



scientist.com

VEA Case Studies



Rapid Onboarding of Global Suppliers

Challenge

A complex Value, Evidence and Access project required 10 global CROs to investigate the efficacy and safety of an advanced drug candidate where POs needed to be issued by the end of the fiscal year. Three of the selected CROs were already in the Scientist.com network; the other 7 CROs, which included academic and commercial labs in Asia, Central America and Europe, needed to be onboarded before the study could be initiated.

Scientist.com Solution

The Scientist.com Customer Success Team rapidly onboarded the 7 new CROs. This included **contract negotiation, commercial due diligence, purchasing set up** and **marketplace training**. The total project cost was ~\$1.25M and involved 15 purchase orders and 2 amendments. **The entire process took a month to complete.** The median time to onboard a new supplier was 18 days.



Scientist.com makes it easy for researchers to find, onboard and place orders with thousands of global research organizations

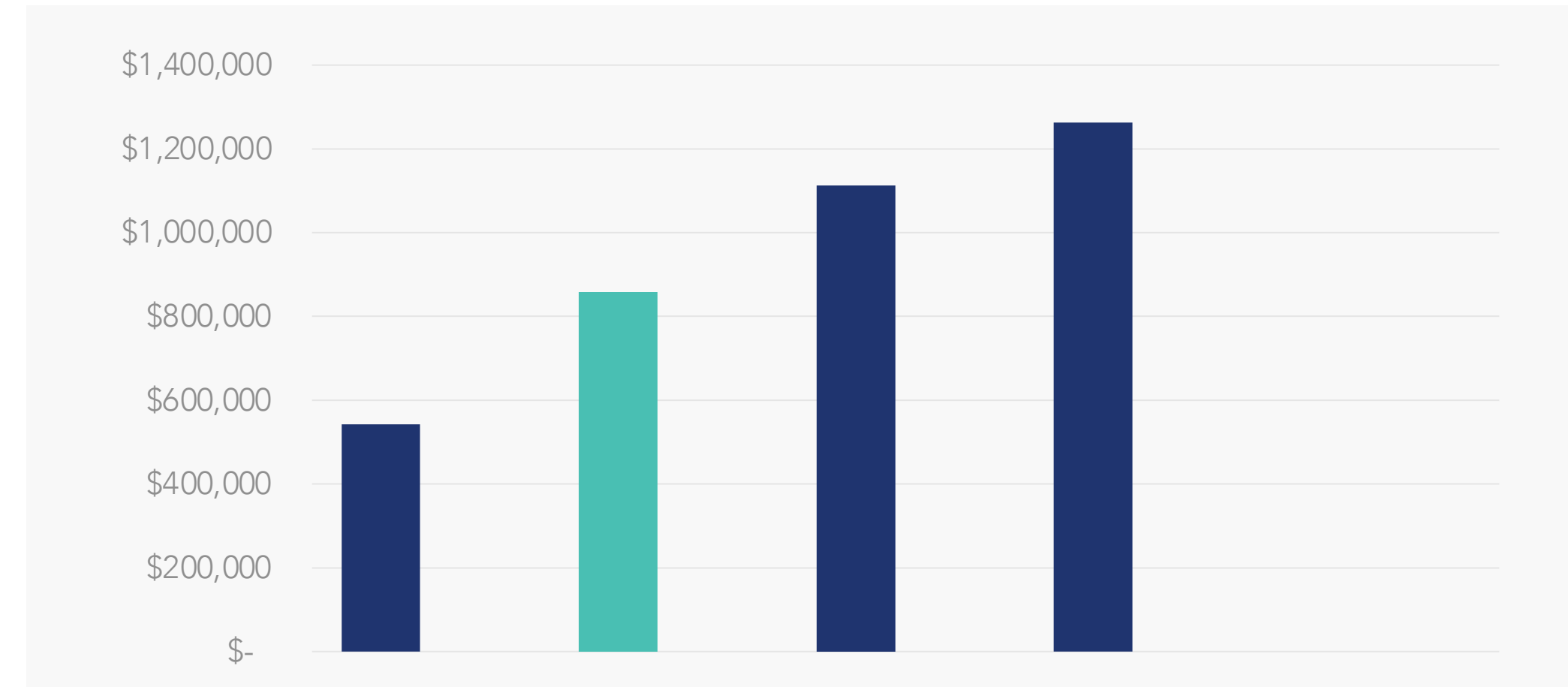


Choose the Right Supplier for Complex Studies

☆ Experience cost savings and supplier selection, even on complex requests

A researcher required a discrete choice experiment study to examine patient, caregiver, oncologist and payer preferences of treatment attributes in locoregional hepatocellular carcinoma.

Despite being a complex request with several milestones, multi sourcing the request led to cost savings around \$400,000.



Supplier Responses: 4

Supplier Proposals: 4

High Quote = \$1,262,843

Low Quote = \$542,822

Avg. Quote = \$943,980



Researcher had ample choice of suppliers during the selection process, despite being highly complex



Approximately \$400,000 in cost savings



Identify Capable Suppliers

★ Scientist.com industry experts connect you with new, innovative suppliers who meet your requirements

Challenge

A researcher placed a request to initiate a study to identify clinical events prior to diagnosis of lung cancer in patients with EGFR mutations. Lung cancer can be difficult to identify in patients without smoking history and the researcher was unfamiliar with suppliers that had the capabilities to fulfill the request and unsure about the correct database to source from for data analysis purposes.

Scientist.com Solution

Scientist.com's Research Concierge team provided assistance in adding appropriate suppliers to the request. After being exposed to several new suppliers, the researcher was able to initiate conversations with many and review proposals before selecting the most qualified supplier for the project.



Researcher became exposed to a diverse pool of suppliers who could fulfill this type of request



Researcher selected the most qualified supplier after conversing with several candidates

Scientist.com makes it easier for researchers to **navigate the market** and **understand capabilities** in order to find the most qualified suppliers for their projects