Case study | Single-vendor approach streamlines asset development

Accelerator™ Drug Development

Integrated governance drives execution across global clinical research program

Unified oversight improved speed, reduced operational burden, and enabled scalable delivery across a multi-study portfolio

Managing large-scale clinical research programs across multiple vendors, geographies, sites, and timelines is a significant challenge for any organization, and when internal systems and resources are fragmented, the complexity and risk increase by an order of magnitude.

Delays, inefficiencies, and misalignment can threaten enrollment targets and overall program success for companies juggling concurrent development programs, multiple providers, and aggressive milestones.

One biopharma customer encountered these challenges firsthand while executing a global clinical research program spanning more than 450 sites and 800 patients, with studies at various stages of start-up and enrollment.

The customer retained management of study start-up activities and set ambitious goals to meet key recruitment targets. However, managing multiple projects, systems, and internal teams introduced complexity, created inefficiencies, and increased the risk of missed milestones and trailing recruitment. They needed a coordinated, scalable approach to regain control and deliver results across the portfolio.

At a Glance

- A global biopharma sponsor managing 450+ sites and 800+ patients needed to streamline multiple parallel studies and meet aggressive enrollment goals.
- Thermo Fisher implemented integrated governance, centralized accountability, and specialized operational teams across clinical services.
- **Results:** First site activated 13 days ahead of milestone; enrollment targets completed up to 98 days ahead of schedule for several studies; 35% reduction in start-up meeting time; $200K in cost savings on ancillary equipment

Integrated clinical services drive consistency and delivery quality

Thermo Fisher Scientific became a strategic partner to the company, offering site and recruiting solutions, and tools to optimize meeting and/or exceeding the ambitious recruitment goals, aligning services across investigational medical product (IMP) packaging, ancillary management, clinical trial operations, and central lab support. By establishing centralized governance and cross-functional alignment, the team implemented a tailored solution to improve program-wide service visibility, reduce inefficiencies, and support high-priority enrollment goals.

The approach included:

- Implementing integrated governance, team structure, and change-management tools to enable more streamlined meetings, clearer shared timelines, and proactive risk mitigation
- Defining centralized accountability and escalation paths, with shared KPIs and consistent reporting across connected Thermo Fisher services and sponsor stakeholders
- Deploying team specialists across recruiting, data management, ancillary supply, and labs to ensure operational consistency and delivery quality.

Delivering measurable speed, simplicity, and scale

With a unified strategy in place, the customer achieved faster site activation, exceeded enrollment targets for several projects, and reduced operational burden. The first site was activated 13 days ahead of schedule, creating opportunities to accelerate overall program timelines. During study start-up, coordinated governance and clear accountability reduced internal meeting time by approximately 35%, easing the operational workload for internal teams. Over time, several studies completed enrollment up to 98 days earlier than the milestones.

Additionally, the team avoided $200,000 in ancillary equipment costs by identifying efficiencies early in the process.

By shifting to a single-vendor model with integrated services and centralized oversight, the organization not only met its immediate goals—it built a scalable, efficient framework for future clinical execution.

It's time to move faster. It's time to develop smarter. It's time to defy expectations with solutions tailored for you.

Learn how **Accelerator™ Drug Development** enables smarter, faster clinical trial execution.