

TRANSFORMING CLINICAL FORECASTING AND SUPPLY PLANNING AT A LARGE BIOTECHNOLOGY COMPANY



OVERVIEW

This revolutionary biotechnology company is expanding its research into new therapeutic areas, including cardiology and immunology, aiming to treat previously unreachable targets with fewer off-target effects. An efficient and effective clinical supply chain management strategy is a critical component to achieving successful outcomes for these innovative research and development programs.

CHALLENGES

The customer's supply management team had been relying on spreadsheet-based forecasting and supply planning processes that were becoming a critical bottleneck to their growth goals. With a lean team managing supplies alongside other responsibilities, they faced significant limitations in the number of trials they could accurately and efficiently forecast using these manual, fragmented processes.

As the customer expanded their clinical pipeline, each new trial required separate spreadsheet-based forecasts, increasing the complexities involved when aggregating demand and managing pooled supplies. In addition, essential forecasting inputs, including subject recruitment data from Interactive Response Technology (IRT) systems and real-time inventory levels, required time-consuming manual entry across multiple spreadsheets. This manual data transfer not only consumed valuable team resources but also introduced significant risk of transcription errors that could result in costly inventory shortages, stock-outs, or wasteful overproduction.

SOLUTION

To overcome the manual forecasting bottlenecks limiting their ability to scale trials effectively, the customer selected Signant Health's SmartSignals Supplies Forecasting & Planning solution. The platform directly addressed their core challenges:

- **Eliminated Manual Data Entry Errors:** Automated integration of essential forecasting inputs from IRT systems and inventory management platforms, removing transcription errors that posed risks of costly stock-outs or overproduction, critical concerns when managing rare disease therapies.
- **Enabled Small Team Scalability:** The centralized, cloud-based platform allows the sponsor's supply team to efficiently manage more trials simultaneously while maintaining forecast accuracy.
- **Streamlined Multi-Trial Coordination:** Replaced fragmented spreadsheet processes with standardized workflows and enhanced visibility across their expanding portfolio from muscle diseases to cardiology and immunology.

RESULTS & IMPACT

Since implementing SmartSignals Supplies Forecasting & Planning, the customer has achieved significant operational improvements that directly support their expanding clinical trial portfolio. The automated data integration eliminated manual transcription errors while reducing forecasting preparation time, allowing the supply team to redirect their focus toward strategic planning activities. Forecast accuracy has improved, resulting in optimized inventory levels that reduce carrying costs while maintaining the supply reliability. The centralized platform now enables the team to manage more trials without additional headcount, directly supporting the customer's growth across multiple therapeutic areas.

"Signant SmartSignals has enhanced our visibility into the overall supply outlook for our programs. Its seamless integration with our IRT enables us to leverage live, daily imported data whenever we need to analyze or reforecast based on updated assumptions. This capability has made our planning process more agile, data-driven, and efficient." - Kamil, Clinical Supply

Our Solutions Are Better Together

Unlock The Full Value Of Supplies

SIGNANT SMARTSIGNALS® SOLUTIONS



EVIDENCE GENERATION

- eCOA
- Electronic Clinician Ratings
- EDC
- Rater Training & Qualification
- Central Rating & Consulting
- CDR System®
- Sensors & Wearables
- Analytics



IP MANAGEMENT

- RTSM
- Supplies



ENABLING SOLUTIONS

- Patient Engagement
- eConsent
- Telemedicine



UNIFIED PLATFORM

- EDC
- eCOA
- Randomization
- eConsent
- TeleVisit

SHARED COMPONENTS

- Data Aggregation & Intelligence Platform
- Marketplace (eClinical Integration)
- ID Portal (Single Sign-On)

PARTNER SERVICES

- Home Health
- Courier Logistics

WHO IS SIGNANT HEALTH?



Signant Health is the evidence generation company. We are focused on leveraging software, deep therapeutic and scientific knowledge, and operational expertise to consistently capture, aggregate, and reveal quality evidence for clinical studies across traditional, virtual, and hybrid trial models. For more than 25 years, over 600 sponsors and CROs of all sizes – including all Top 20 pharma – have trusted Signant solutions for remote and site-based eCOA, EDC, eConsent, RTSM, supply chain management, and data quality analytics. Learn more at www.signanthealth.com.