PHARMICA CONSULTING

Get Better Process Improvement

The Challenge

A mid-size pharmaceutical company had the benefit of consistent double digit growth for over a decade. However, several processes within clinical operations were cumbersome and time intensive. The median cycle time from Protocol Approval (PA) to when the Clinical Trial Agreement (CTA) is fully executed was 302 days for Phase 3 studies, well above the estimated industry median of 239 days according to 2012 CMR benchmarking data. This led to global and country level resources being overwhelmed with high levels of involvement required to execute the site contracts across studies.

How Pharmica Helped

Pharmica framed a four day Kaizen workshop focused on:

- Reducing median cycle time from Protocol Approval (PA) to Clinical Trial Agreement (CTA) is execution by 40% for phase 3 studies
- Defining a streamlined & lean site contracting operating model that supported the outsourcing model

Pharmica helped the client develop the current state process and areas of waste. A waste prioritization matrix was created to determine the easiest items to implement with the highest impact. This set the stage for a 15, 30, 45 and 60 Day Action Plan.

Lasting Results & Relationships

Three years later, the client's cycle time for its most recent study was 203 days. By relying more on the outsourced vendor to execute key tasks — but still retaining oversight, the client's process is now best in class.

Growth is a good. Continued growth without being consumed by bureaucracy and inefficiency is tough. When it comes to process improvement, Pharmica understands that slide presentations on methodologies don't get the job done. Our consultants roll up their sleeves with workshops that allow you to get results fast. When you want to reduce waste and get things done faster, we'll help you get to the changes you can handle and leave you with peace of mind.

5744 Berkshire Valley Road Suite 266
Oak Ridge, NJ 07438 USA

Phone: 973.945.4482
www.pharmicaconsulting.com