



A Long-Term Partnership Case Study



VERISTAT WORKS WELL WITH GROWING FIRMS | *We Partner and Build Long-Lasting Relationships*

Background

A biopharmaceutical firm who specializes in rare & ultra rare disease research started working with Veristat over 6 years ago as a small venture funded start-up company. Our initial engagement began with strategic consulting for their clinical development program, representation at numerous agency meetings (FDA & EMEA), and evolved to running over 15 studies. We helped them as they grew from a 4 person to a 300 person firm and today, we remain a preferred provider.

INDICATION:

Rare and Ultra Rare Genetic Disorders

SERVICES PROVIDED:

Biometrics Preferred Provider, Regulatory & Statistical Consulting, Medical Writing & Regulatory Submissions, Running a Retrospective Study & Long-Term Follow-Up Study

2010

Relationship begins with Statistical Consulting Work

15 Studies

for Multiple Rare Disease Products

2017

Preferred provider & Veristat has begun work on MAA Submission



KEYS TO A SUCCESSFUL & LASTING PARTNERSHIP

Project team turnover is one of the key challenges faced in establishing a lasting partnership. In this partnership, our sponsors team completely turned over multiple times. The Veristat team has been the one constant, where we have had the same Project Manager, Lead Data Manager and Lead Statistician throughout the duration of the relationship.

Open Communication

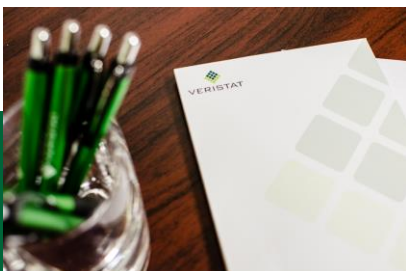
The challenge with the frequent and continuous turnover on our client's team was that whenever there was personnel change, then new strategic decisions changed the course of the studies. One example included how and what data we collected. Under the first team, data was entered a certain way, then a new leadership team joined the study and changed how data was being collected and entered, then a third team came along and blamed Veristat for not having consistent processes for entering data. We had to educate the client on who made and why different decisions were made along the way, and then we worked together to get all the data consistent and we set-up a consistent process moving forward.

Adaptability

Our relationship with this firm has evolved over the past 6 years and we expect it to continue evolving. When we started, their team was small and we were a literal extension of their team. As they have grown, they were concerned about our resources, but we have adapted our working relationship to adjust to their changing needs. We have trained their new team members as old project team members turned over or as additional experts or departments were added to the study teams.

Trust & Transparency

Veristat holds all the legacy knowledge about the studies that have been performed by this sponsor. They have grown to completely trust our team and rely on our historical knowledge to help them understand past decisions and involve us in making strategic decisions for their future programs.



Contact Veristat Today

To learn more about Veristat can partner with you to reach your goals with your clinical trial or development program and regulatory submission, reach out to us today.

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