

CASE STUDY 

An early-adopter of Ennov Clinical, Almedis has turned from a niche CRO into one of the major actors of the Russian Life Sciences market, offering a complete range of services across all types of studies.

In 2007, just one year after it has been founded, Almedis experienced a challenging request from its customer: offering full data management services. Exacting enough the request provides a unique opportunity to develop Almedis' business, and the company's top management decides for the breakthrough.

The challenge is significant: building from scratch a Data Management function within Almedis. Very quickly it becomes obvious that a software solution is required to support this major new business initiative, but there are no experienced Data Managers on the team who could help with the selection, nor much information available in the market about EDC features.

One thing is clear from the beginning, Almedis has to select the most comprehensive, affordable and user-friendly EDC within a very short period of time.



About Almedis

Almedis is an independent contract research organization (CRO) with operations throughout Russia. Almedis provides a comprehensive range of services in international and local clinical trials, observational studies, data management, biostatistics, medical writing and training programs. The company acts as an effective resource for international pharmaceutical companies, contract research organizations (CROs), pharmaceutical and biotech companies launching their clinical research activities in Russia, as well as scientific research organizations.

> More than 300 Life Sciences companies around the world are powered by **Ennov**

Project: From the ground up and within a month, Data Management operations are ready to start

Most people in Almedis are involved in the selection process: IT Manager, Head of Medical Affairs, but also the CEO of the company, and the newly-hired Data Manager. The team massively rely on benchmarks. Debates with specialists from other organizations on pros and cons of the existing EDC systems, extensive searches over the Internet, several encounters with potential providers, and attendance to professional events are all part of the selection process. The final criteria are straightforward: a list of required features available at a reasonable cost. Because of the time and money constraints, Almedis makes its decision without too much hesitation. Ennov Clinical is the right solution: smart, professional, and so intuitive! It offers by far the best value for money compared to any other EDC solution on the market.

Implementation goes very smoothly and so quickly it exceeds all of Almedis' expectations. Within a month the system is up-and-ready. No specific difficulty has been experienced. The most time consuming part of the process starts with system validation, which demands an extensive effort from Almedis.

As for users' acceptance, the feedback is very positive. Initially, four users are involved. Later, the number of users increases considerably, and includes Data Managers from big international CROs, who have been using Oracle Clinical InForm and other systems in the past. They take a little time to learn the new system, but then give Ennov Clinical high ratings on all attributes. Investigators really like the system, which is perfectly suited to their needs.

After ten years, there are six Data Managers at Almedis who use Ennov Clinical EDC on a daily basis. Several hundred sites and thousands of physicians are regular Ennov Clinical EDC users. Deeply involved in the process, Almedis management is very satisfied with their selection of Ennov Clinical and the results.



"For Almedis, Ennov Clinical has been the perfect match. We've increased general profit and market share. What's not to like?"

Anna Torubarova
Head of Medical Affairs
Almedis

Find more Case Studies at

👉 www.ennov.com/insider

Conclusion

- › **More Money Made:** Introducing the Ennov Clinical technology enabled Almedis to render Data Management services and turned into an increased revenue stream.
- › **Increased Professional Skills:** Almedis has been able to progressively increase and diversify its activities. It is now able to run comprehensive projects.
- › **Greater Market Share:** Introducing the Ennov Almedis' experience has expanded to many therapeutic areas, study types and phases. It is now involved mostly in phase I-III clinical trials, rather than just non-interventional studies.
- › **Higher Level of Brand Awareness:** Almedis has grown into a full-service CRO, implementing international regulations for clinical trials in Russia. It benefits from very positive word-of-mouth.