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CASE STUDY

How a University Research Center Delivered a Major Pharma Trial

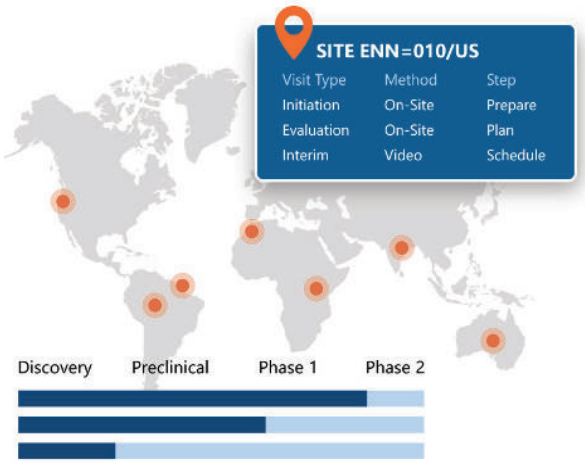
When a global pharmaceutical sponsor required daily exports and audit-ready operations, a leading European Clinical Research Center faced a familiar Academic Research Organization (ARO) challenge: deliver pharma-grade performance with academic resources. Ennov made it possible.

The result: the research center met the sponsor's demanding trial timelines, supported more than 100 users without interruption, and delivered daily automated exports that reassured the sponsor — all with virtually no downtime across three years of continuous study activity.

RELIABILITY
Automated daily exports ensured sponsor oversight

VISIBILITY
Supported 100+ concurrent users with no performance impact

SCALABILITY
Achieved zero downtime over three years of study activity



Designation	Academic Research Organization (ARO) Member of a European Research Network
Team Composition	120+ staff in operations, monitoring, biostatistics, registries, labs & biobank
Research Breadth	Cardiovascular, oncology, metabolic & infectious disease studies
Global Collaborations	Partner of choice for pharma, biotech, and academic sponsors across Europe
Strategic Focus	Expanding registry-based and industry-partnered trials globally

The Challenge

Sponsor-led trials set a high bar for any ARO: daily data visibility, audit-ready operations, and reliable scale across sites and users — all while managing limited budgets and resources.

For this research center, the challenge was clear: prove they could meet a major pharmaceutical sponsor's requirements for a large-scale cardiovascular study — on time, without errors, and without the extensive IT resources of large pharmaceutical companies.

The clinical trials unit needed a platform that could support these long-term studies while maintaining regulatory compliance and managing costs effectively.

Why Ennov?

Seven different EDC vendors were evaluated. The final decision came down to four critical factors:

1. **Right-fit for AROs:** practical and flexible, unlike oversized pharma-centric systems
2. **Aligned with sponsor needs:** daily exports, registry integrations, and clean-patient reports
3. **Transparent economics:** straightforward pricing with no hidden fees
4. **Collaborative from day one:** open communication and rapid responses that built trust in delivery

The Solution:

› BUILDING CONFIDENCE

- Supported 100+ users seamlessly throughout study operations
- Automated daily exports that delivered sponsor-ready visibility
- Custom "clean-patient tracker" reports accelerated close-out

› SIMPLIFYING OVERSIGHT

- Unified screen for visits, forms, and queries
- Clear status indicators that kept teams aligned and responsive

› VENDOR SUPPORT

- Same-day answers to every request
- On-call support during audits and inspections

> *"Ennov is the most customer-friendly vendor I've ever worked with — responsive, practical, and always willing to solve the problem."*
>
> ***- Senior Data Manager***

The Impact

SPONSOR SATISFACTION

Daily data delivery, on-time database lock, and confidence during inspections met sponsor expectations for a flagship collaboration.

ACADEMIC CREDIBILITY AT SCALE

Delivered sponsor-grade rigor, strengthening its standing as a top academic partner in Europe.

OPERATIONAL EFFICIENCY

Automated exports and focused reporting reduced administrative burden across data management and monitoring.

Future-Ready By Design

Just as the organization proved it can deliver sponsor-grade trials today, it is also positioning for tomorrow with a platform built to evolve. eTMF and CTMS are next on the horizon to reduce paper handling, simplify inspections, and automate manual tasks.

Because these modules sit on Ennov's Unified Compliance Platform, this customer can expand without starting over:

- **One platform, one data model, one repository:** no integrations, a single validation stream, and consistent compliance.
- **Same user interface:** minimal retraining; familiar workflows across EDC, eTMF, and CTMS.
- **Single vendor advantage:** no duplicate licenses, simplified cost management, fewer moving parts, and lower risk from multi-vendor overlap.
- **Native AI add-ons:** accelerate close-out, surface risks earlier, and cut administrative effort inside the same environment.

For this research center, Ennov is a partner that enables academic research units to deliver sponsor-grade outcomes without pharma-sized budgets — and with CTMS dashboards and next-gen APIs already previewed, the path to expansion is clear, unified, and low-friction.

Key Takeaways for AROs

Trust is as important as technology
Cadence and responsiveness build sponsor confidence.

Reliability wins sponsors
Uninterrupted operations and daily visibility prove credibility.

Future-proof your platform
Ensure eTMF/CTMS and AI are unified, validated once.

"We could not have delivered our trial without Ennov's support and collaboration. They treated us like a priority, even though we are a small organization compared to big pharma."

- Senior Data Manager

Find more Case Studies at
www.ennov.com/insider

Want to Replicate This Success Story?

This approach shows how academic research units can run sponsor-grade studies without pharma-sized budgets, by choosing a platform that combines unified data, reliable operations, and responsive collaboration.

Start with the platform designed to scale with life sciences growth.

Connect with Ennov's experts today. **ennov.com**

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