



Providing Infrastructure for Small Companies

Situation: Preparing for Commercialization

A virtual biotech called us in initially to discuss pharmacovigilance and electronic data capture.

Given their focus on in-licensing late stage products, they were looking for partners to help them gather the product safety and efficacy data they needed to optimize the value of these products prior to commercialization. They were seeking to outsource the solution, while maintaining executive management control.

A key goal was to find a company with cutting-edge technologies and platforms.

Challenge: Gathering and Analyzing Data

In early discussions, we discovered that there were four ongoing trials being conducted by various providers, with data from 18 completed and ongoing trials, some of which were housed in unvalidated warehouses.

In addition, they requested our assistance to develop protocols, manage and consult with expert advisors and facilitate NIDA and FDA meetings. Further, they needed our outcomes research support. Our extensive experience with rater training for a complex CNS product sealed the deal.

Solution: Integrating UBC Services to Meet Client's Multiple Needs

UBC turned out to be the perfect fit. The client was able to fully outsource functional areas – such as data and project management – and access the necessary training expertise to complete protocol requirements and blueprint the plans for the rest of the studies.

They tapped UBC to provide assistance with:

- Scientific research and consulting
- Late stage development (e.g., clinical trial management, data management, patient recruitment, pharmacovigilance and protocol development)
- Data integration and analysis
- Registries and drug safety
- Clinical technologies (including electronic data capture and interactive voice response)
- Rater training

UBC At-a-Glance

- 1,000 employees
- 30% of employees hold advanced science degrees
- 10% hold PhDs
- > 90% client retention rates
- < 10% employee turnover
- 2,000+ peer-reviewed publications
- 365,000 patients
- 82,000 study sites
- 3,000 clinical protocols
- 20,000 investigators trained in 60 countries

Technologies

- Interactive voice response systems (IVRS)
- Interactive web response systems (IWRS)
- Dynamic randomization
- Electronic data capture (EDC)
- Electronic patient diaries
- Adaptive trial design and consulting
- Client portals
- Web-based learning management system
- Searchable databases: MetaHub, RaterHub, Site Database

U.S. Offices

With corporate headquarters in Bethesda, Maryland, we have U.S. offices located in:

- Blue Bell, PA
- Kansas City, MO
- McLean, VA
- Medford, MA
- Morgantown, WV
- Newtown, PA
- San Francisco, CA
- Wayne, PA

International Offices

- Brussels, Belgium
- Budapest, Hungary
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UBC specializes in offering new and innovative ways to study drugs and devices with an emphasis on science, strategy and execution.

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