

LIMS Requirements Definition and Software Selection

This client is a pre-clinical Contract Research Organization (CRO) that provides studies related to drug discovery, toxicology, biodefense, and infectious diseases. Challenged by its practice operating 110,000 square feet of laboratory and support space, this CRO endeavored to implement a LIMS solution that would help manage these operations and increase the organization's digital capabilities. The client had been operating with mostly manual laboratory processes and had reached a state of growth and sophistication where the existing manual operations became overly burdensome. To prepare for this laboratory transformation, the client engaged Clarkston to define their LIMS requirements and execute LIMS software selection.

The organization initially attempted to perform a LIMS selection themselves, but quickly realized that the complexity of the selection process and long-term impact of the decision warranted assistance from a consulting partner with LIMS vendor selection experience. In addition to leveraging Clarkston's specific LIMS expertise, additional benefits for the client included efficiencies gained from using Clarkston's structured vendor selection process (optimized scoping, time and budget management, established roles and deliverables, etc.).

Life Sciences Case Study

PROJECT OVERVIEW

INDUSTRY:



Contract Research and
Clinical Studies

PRODUCTS AND SERVICES :



Performs clinical, toxicology,
microbiology and
immunology studies

PRIMARY OBJECTIVES:

- Assess laboratories, plans, processes, and pressures by conducting stakeholder interviews with a focus on the client's areas of study: drug discovery, toxicology, microbiology, biodefense, and infectious diseases
- Document findings and develop detailed user requirements, confirm and finalize user requirements with stakeholders
- Develop RFP: build comprehensive RFP and perform final RFP review with stakeholders
- Develop prospective LIMS vendor evaluation matrix
- Evaluate vendor proposals and vendor self-scoring using weighted evaluation against selection criteria
- Develop demo script for vendor finalists, coordinate demos
- Prepare final scorecard summarizing all results and findings to facilitate objective selection

RESOLUTION:

- Confirmed and finalized CRO focused user requirements with client stakeholders
- Issued approved RFP to prospective LIMS vendors
- Evaluated prospective LIMS vendors based on RFP responses
- Compiled scoring results from vendor RFP responses and led client in determining short list of finalists
- Led evaluation of vendor demos to achieve objective final LIMS provider selection

KEY BENEFITS:

- Identified a provider that would best meet the client's short and long-term requirements
- Identified provider that provided a sound cost structure
- Identified provider with a highly compatible culture

CLARKSTON CONSULTING



**Selection of a LIMS solution
that will meet IITRI's needs
now and in the future**



**Optimization of the total cost
of ownership for the LIMS
solution**



**Identification of a LIMS vendor
who will be a cultural fit and
partner with IITRI to ensure a
successful implementation**

