



## Case study #3

Radical takeover of 2 products  
from an in-house team and a traditional CRO

**tepsivo**

# Collaboration overview

Back in early 2021, we supported a customer with an acquisition of their first two medicinal products from an established pharma company.

As our client became a pharma firm overnight, we needed to ensure all compliance requirements were met. Tepsivo has established from scratch their complete pharmacovigilance system and helped guide them through several local specifics of marketing authorization transfers.

Scale:

**30**

countries

Client:

**NEW**

pharma company  
in the UK

Total budget:

**€200k**

/ year

Estimated savings:

**€500k+**

/ year



## Deal-specific challenges

### 1 Urgent cost-reduction needs

The customer faced a prohibitively high cost on PV presented by the seller. This pharma company was operating under a highly inefficient, labor-intensive model, supported by one of the largest CROs.

The pharmacovigilance costs could have sunk the deal, which is where Tepsivo value truly showed itself.

### 2 Separate PV systems

Further complexity for us to handle was effectively taking over from two existing PV systems.

The seller (without good cause) operated a PV system separately for each product, one of them in house, the other with the CRO, which evidently created high inefficiencies ready to be removed (which we did).

### 3 Complicated database export

The transition included a data migration from two traditional safety databases (Aris Global Lifesphere Safety System and Oracle Argus).

One was hosted by the seller themselves for one product and the other by the CRO. The PV department of the pharma company themselves did not even have a proper access to export the cases.

As expected, our client faced a mix of different formats of cases plus reports of the “committees” which served no real purpose.



## Our solution

Even in its early stages, Tepsivo Platform made a massive difference in streamlining PV activities and ensuring a fully compliant system, all the while saving hundreds of thousands of € a year.

It has now been in operation for several years, during which the client has been adding new medicinal products to the portfolio and during which we even decreased the total PV budget (in spite of adding new products) thanks to further developments in our automated solutions.

removed approximately

# 20 FTEs

We took over the PV system from the seller and disbanded senseless “committees” of people meeting up just to charge for their time.

new PV system set up in

# 3 weeks

This was albeit the migration of the databases was held up by the CRO and seller to effectively a few months.

hours saved by automation



Tepsivo Platform is able to replace hundreds of meaningless billable hours per year previously needed for routine tasks.

“ While acquiring more products over the years, the client counts on us to take care of the PV side of the new deals too.

Nice to see how satisfied they are.  
It is encouraging. ”

Antti Miikki,  
PV Director at Tepsivo



# Outsourced services

Complete PV system (fully outsourced PV department)

---

EEA countries + UK, Australia and Switzerland

---

Further growing into more countries

---

All Tepsivo tools in use:

Tepsivo Platform, Tepsivo Literature, Tepsivo Safety Database, Tepsivo News

**It's your turn now.**

Contact us and we will establish a truly modern,  
100% compliant PV system for you too.

**tepsivo**

---

[www.tepsivo.com](http://www.tepsivo.com)

[contact@tepsivo.com](mailto:contact@tepsivo.com)

+358 402 204 698