
Case study #4

Transforming a PV system despite
safety database vendor lock

tepsivo

Collaboration overview

Our customer had been working with one of the larger CROs / PV vendors and, upon systematic review of the service, identified gaps in quality and primarily large inefficiencies and resulting high costs.

Tepsivo was a clear choice for the client with our focus on efficiency, 100% legal compliance, and driving costs down thanks to automation and our digital tools.

Scale:

15
markets

Client:

mid-size
pharma in the UK,
global presence

Total budget:

€130k
/ year

Estimated savings:

€400k+
/ year



Database migration

The transition was made more difficult (as it happens) by the previous vendor and the software organization they were using for the safety database solution.

Our client was facing inexplicably high costs for exporting their own data by the software firm and the PV vendor who kept coming up with excuses to spend billable hours on the export.

This is why we took charge of the situation and stepped in with our bespoke solution to extract the data without software charges and simultaneously rein in the PV vendor extra hours (you can read more on this [in our blog post on safety database migration](#)).



Solution highlights

We have ensured complete legal compliance for the customer and finally clear oversight of the overall global PV system thanks to the transparency provided by Tepsivo Platform and automated audit trail of all actions.

The customer is now happily fully onboarded onto the Integrated Tepsivo PV System, with all our unique tools in use, and enjoys the benefits of the most cost efficient in the market, further being implemented for the client for regulatory affairs management and clinical PV.

2 weeks

This is how fast we took over the complete postmarketing pharmacovigilance system for two medicinal products around Europe and several countries of APAC.

17 people

At least this number of employees was removed from the project and substituted with less than 1 FTE using our PV system.

Having replaced the previous vendor operating with heavily manual methods, we suppose the total of those previously involved was even higher - in fact, we counted 17 people just on a handover call.

“ The vendor lock-in was really strong, with potentially large exit costs and risks.

But we have always designed Tepsivo software to make such transfers swift and using minimal extra work. Which paid off in this situation. ”

Martti Ahtola, COO of Tepsivo



Detailed scope

End-to-end PV services in 15 markets

Tepsivo Platform

Tepsivo Safety Database

Tepsivo Literature

It's your turn now.

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

tepsivo

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