KORE

Partnering for Unique Benefit

Overview

Clinical trials continue to make up a significant portion of the overall cost of drug development. And with the average cost of bringing a drug to market at $2.6 billion, clinical trials are a critical factor to the success of all pharmaceutical companies.

Pharmas and Contract Research Organisations (CROs) are rapidly adopting technology and IoT-enabled devices to improve service offerings and drive down the complexity and associated costs. However, as IoT adoption in the healthcare industry increases, so do the challenges. Complexities ranging from data security and privacy to connectivity, interoperability, and systems integration all are critical to ensure effective IoT adoption throughout the healthcare chain.

Stefanini, together with KORE, realised the efficiencies that could be gained by CROs serving trial sponsors and, leveraging their combined expertise in history in IT and IoT services, the companies were able to seamless logistical and economic model for clinical trial administration.

The Challenge

Trial sponsors are increasingly relying upon CROs to deliver connected solutions in a rapidly expanding international market. The ability to scalably grow capabilities in procurement, provisioning, and compliance is challenging.

The Results

Stefanini engaged with KORE, an IoT Managed Service Provider, to manage connected hardware needs and ensure that proper kitting and staging needs were met.

- Identify and acquire suitable mobile hardware
- Deliver and manage devices in the field, for their entire lifecycle, including retrieving and reconditioning devices to be re-deployed
- Meet all compliance requirements globally, from medical regulations to sales taxes

- Configure and deliver application-specific hardware with mobile device management tools

Stefanini has been able to expand market share and directly serve the largest CROs and pharmaceutical organisations all over the world. Leveraging our robust partner ecosystem and expertise in wireless communications has allowed Stefanini the ability to focus on delivering scale to a rapidly expanding customer base, while offering the broadest spectrum of Clinical Trial services on the market.

The Benefits:

- *Device Management*
- *Policy Administration*
- *Multi-Lingual Support*
- *Global Logistics Management*

IoT Managed Services

- Project Management & Trusted Advisor
- Hardware Sourcing & Engineering
- Testing & Validation
- Connectivity
- Ongoing Operations
  (Wireless Device Management)

About KORE

KORE is a pioneer, leader, and trusted advisor delivering transformative business performance. We empower organisations of all sizes to improve operational and business results by simplifying the complexity of IoT. Our deep IoT knowledge and experience, global reach, purpose-built solutions, and deployment agility accelerate and materially impact our customers' business outcomes.

For more information visit **eu.korewireless.com**

About Stefanini

For more information visit **stefanini.com/en**

For more information, reach out to KORE to learn how we can simplify the complexity of IoT for your business.

KORE®