Outsourcing Practice

Clinical Research Case Study

Case Study

Client

An IT Consulting firm's customer wanted to takeover an India based Clinical Research Organization (CRO).

Challenge

End customer wanted a fact and science based assessment and advise to help them take a Buy vs Setup vs Outsourcing
decision.

Solution

•Vyomus Consulting (Vyomus) was engaged to provide an understanding of the Clinical Research market in India, th evarious business models in existence, vendor / market segment based on the kind of services provided, a business case based decision matrix, and an assessment tool to help their customer take a decision.

The following approach was executed :

- Vyomus helped the customer understand the Indian Clinical Research Market based on the vast experience and knowledge of its resources and helped the customer create a checklist to help him decide what he aspires before going in for a Buy, Setup or a Outsourcing decision
- Vyomus created scenario based business cases to help the customer take a business case based decision on the business model he would like to follow in India
- Vyomus created an assessment model to help the customer identify and short list the kind of CRO's they would like to buy or partner with.

Results

Vyomus Consulting helped the customer attain a fact based understanding of the Indian CRO market and helped them make a buy vs setup vs outsource business decision. Vyomus also helped them formalize the business model in-line with their business objectives.

Vyomus Consulting is a Regulatory Science and Product Development Consulting firm, serving Business to Business (B2B) Customers in highly regulated industries. Our services help Biopharmaceuticals, Medical Devices, Diagnostics, Cosmetics & Wellness, Food & Nutrition organisations Commercialise products, Reduce time to market, Achieve compliance and Grow their business efficiently and effectively.