

Biotech Firm Automates Grant-Funding Processes with Expanded Flexibility

Company seeking a strategic partner chooses IQVIA's Grants and Funding Management Solution

Situation

A top US biotechnology company sought to upgrade their legacy grants solution because of growing business needs, compliance requirements, and internal change order costs. The organization was searching for:



A strategic partner

- Guidance to navigate the changing environment
- Elimination of release cycle problems
- Self-service capabilities
- Strong product roadmap
- 20+ year reputation of successful and consistent software delivery
- Created to support all elements of program strategy, project execution and analytics



The right solution

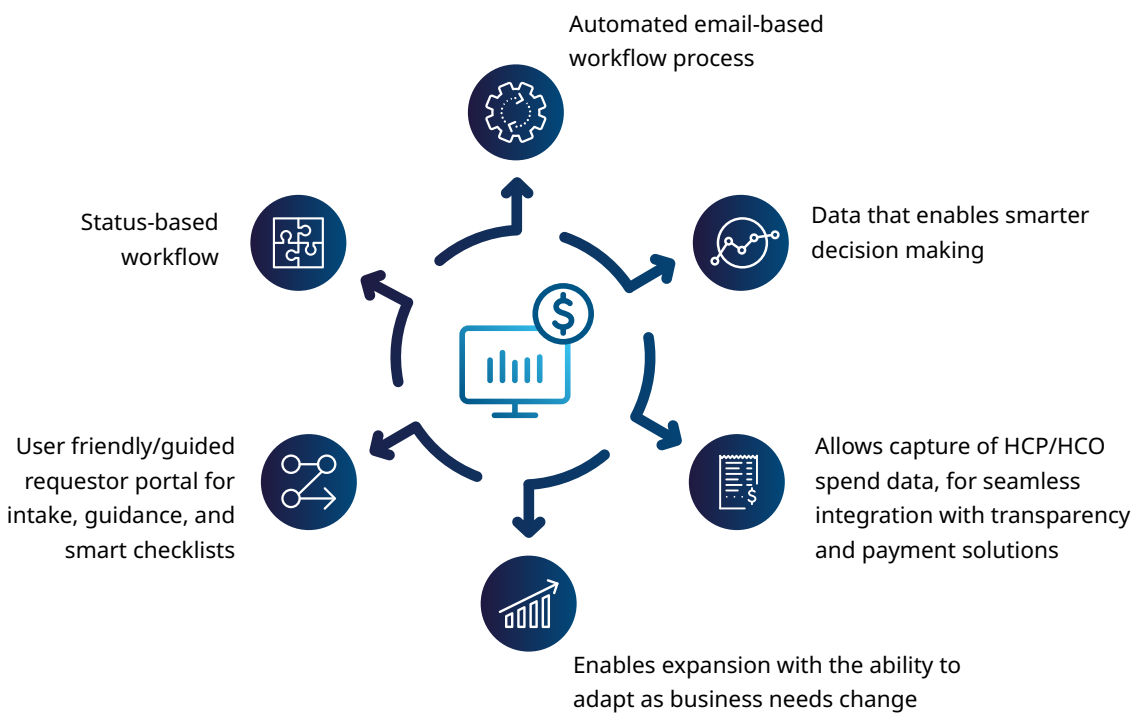
- Scalable platform to on-board multiple business units
- SaaS model
- Administrative capabilities
- Matured solution
- Fewer systems to manage
- Governance and visibility of affiliate activities

The organization investigated multiple vendors but were unable to find the right partner until they discovered IQVIA's Grants Solution, which met all their requirements.

Solution

IQVIA's Grants and Funding Management

is developed on a SaaS platform.



Anticipated Outcomes



During a phased approach implementation guided by IQVIA SMEs, the organization will be able to **identify multiple areas for improvement**, which will later translate into **best practices in the global rollout**.



The self-service solution will **enable easy client adoption** based on their specific needs.



HCP/HCO will have a **more efficient means of submitting grants without duplication of efforts**, saving time and better aligning business units.



Grants and Funding Management will **support the scope of the greater organization**, reporting for tracking and trending of business outcomes.