



ASG Success Stories

Clinical

Client Issue: The client needed to staff a joint government sponsored vaccine trial in two different medical facilities located in the Southeast and Midwest. Staffing requirements consisted of twelve clinical monitors, two project managers and one hundred ancillary medical professionals. Qualified candidates needed to be identified and placed within a 30 day time period in the spring of 2006 for an 18 month trial.

ASG Solution: ASG's solution was to provide a proposal with rate cards for each position. In the proposal, ASG guaranteed 100% performance on all staffing requirements within a 30 day timeframe from a signed contract. Once selected by the client, ASG devoted 85% of its recruiting resources to staff the project. The Company utilized a phased approach and placed the project managers and monitors first. Over the course of the following 2 weekends, ancillary team members were located and recruited through local advertisements, referrals and internet searches. An ASG administrator was assigned to the ancillary team to facilitate coordination of paperwork, start times and payroll. ASG successfully completed the staffing of this engagement and is currently a large partner in the delivery and support of this trial.

Data Entry

Client Issue: The client was seeking a non-CRO partner to outsource data entry and statistical programming for multiple vaccine trials in North America. The client did not have the facilities to house additional contractors and was seeking a more flexible, cost effective solution than the alternative provided by a CRO.

ASG Solution: through successful past relationships with the client, ASG was able to acquire additional office space and develop a data entry team to deliver services to the client. A competitive price per page was established and ASG began delivering the work through a small team in the US supported by the ASG/India team. As a result, ASG delivered a high quality product in a timely, profitable manner. Once the data entry was proven to be a success with the client, ASG was awarded four out of seven data analysis studies. ASG was awarded the contracts and is currently delivering on an active study with the same client.

Data Management

Client Issue: The client needed to staff 10 data management professionals on site in a remote location within 2 weeks to provide high end data management services.

ASG Solution: ASG along with 2 other vendors were chosen to fill the positions. ASG provided a rate card, dedicated its recruiting staff, and hired and relocated all 10 professionals within 3 weeks to start the project. Since it was remote, ASG provided its Consultant Services Representative on a full time basis to ensure the contractors were supported in order for them to deliver a high quality work product back to the client. The

project was a success; however, the client terminated the study due to poor results from the interim analysis.

Statistical Programming

Client Issue: The client was seeking a non-CRO partner to outsource statistical programming and biostatistics for multiple studies. The client was seeking a customized team that could be a long term partner in a flexible work environment.

ASG Solution: Despite the fact that the client was currently outsourcing through a CRO and staffing through a vendor management system ASG was able to win the business as a functional or preferred service provider. The business was won by offering an alternative solution which involved staffing and dedicating a professional team to work exclusively with the client out of our North Carolina office. ASG on boarded a talented Director and a Sr. Statistical Programmer to act as the lead project manager. Our recruiting staff secured 6 talented professionals in a 21 day window to support the client remotely. In less than a year the group has grown and the relationship has been secured through mid 2009.

Client Issue: The client had over 70 studies that need to be mapped to CDISC using SDTM. The tables, listings and figures needed to be completed within a 4 month time frame in a cost effective manner. Work had to be done at the vendor site and the FTE's needed specific skill sets as mentioned above.

ASG Solution: Propose a team of programmers with CDISC and SDTM experience to work as a dedicated team where project management would be done from our Cary, NC office and most of the programming work would be done from our Chennai, India office. Utilizing a team of 8 FTE's ASG was able to successfully deliver the studies utilizing our 2 team approach from Cary, NC and from India.

Compliance

Client Issue: The client needed to do a vendor and site audit at 6 sites throughout the country for a Phase III rescue cardiac stent study. The audit needed to be completed in 90 days and ASG had 30 days to bid and assemble a team.

ASG Solution: ASG dedicated its recruiters to recruit and hire a team of auditors. The auditors were led by an ASG lead auditor and complemented by 2-3 experienced auditors for each team. 3 teams performed 6 vendor audits and 13 site audits. The work was completed on time and on budget.

Contact Us. Don't you wish all your investments were as certain as ASG? If you're interested in how to ensure the certainty of your success, please email us at outsourcing@asg-inc.com, call 919-653-6085 or visit us at www.asg-inc.com.