



## **COST CASE STUDY**

# **BROOKS LIFE SCIENCES SAVES GLOBAL PHARMA CLIENT \$15M THROUGH LONG-TERM STORAGE OPTIMIZATION OF CLINICAL SAMPLES**

## The Challenge

A leading pharmaceutical client was partnering with three separate vendors for long-term storage of clinical samples, with one of the vendors being Brooks Life Sciences. When analyzing and comparing the three vendors, the client noted inconsistencies in data and processes that impacted sample retrieval cycle time as well as sample utilization.

Additionally, inventory was not being monitored to decrease total spend, and expenses for contracted labor and third-party inventory/data management software drove the overall budget higher.

Overall, inefficient, high-cost, and high-risk sample management was limiting utilization and the future research value of biomaterial assets.

## Our Mission

To reduce annual storage costs and achieve total lifecycle cost savings for long-term storage of valuable samples.

## The Details

The client was approached by Brooks Life Sciences with a cost-effective long-term storage model focused on sample consolidation.

Instead of three disconnected sample storage vendors with different levels of performance, Brooks Life Sciences provided a comprehensive solution for sample storage and sample management under one global, interconnected platform.

Cost-Affecting Factor	Client's Bottleneck	Our Solution
<b>Retrieval speed</b>	Slow retrieval speed for samples (>3 weeks) causing delay for researchers	Rapid delivery of samples (as quick as 24 hours), accelerating research, minimizing delays, and increasing utilization
<b>Visibility</b>	Inability to comprehensively see all samples in one inventory system	One global, comprehensive inventory system that allows for maximum control
<b>Quality</b>	Inconsistency in quality of storage environments and the processes which govern the samples	Consistent high level of quality and standardized SOPs across all global storage locations
<b>Integrity</b>	Discrepant temperature/chain of custody data, resulting in uncertainty of sample integrity	Coherent temperature/chain of custody data, supporting sample integrity
<b>Data</b>	Disharmonized sample meta-data	Reconciled meta-data across all client's samples
<b>Discard</b>	Inconsistent sample disposal process, driving inventories and storage costs higher	Pro-active and consistently managed sample disposal, rationalizing inventory
<b>Tracking</b>	Inability to protect against exhaustion of precious samples	Ability to track and control the renewability of samples

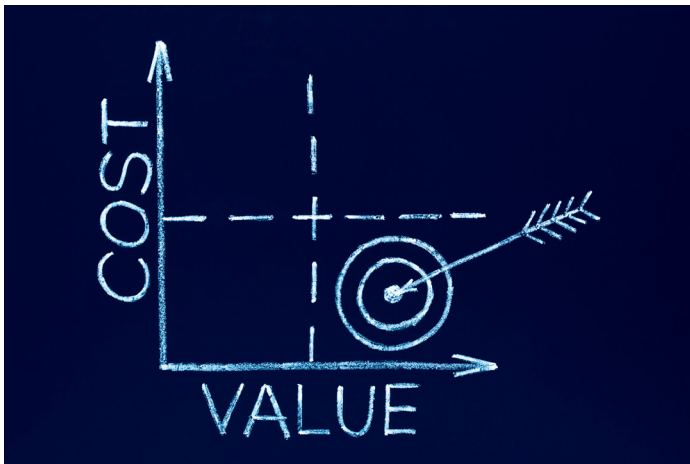
## \$15M in Total Lifecycle Cost Savings: A Summary

As a single storage vendor who can manage the complete lifecycle of samples, beyond just storing them, Brooks Life Sciences helped the client achieve total lifecycle cost savings.

Our comprehensive solution features a global sample management strategy for each sample type in a study protocol and rationalizes this for continued sample storage benefits.

By implementing consistent processes that efficiently consolidate and leverage sample inventory, Brooks Life Sciences significantly contributed towards:

- **Data transparency**
- **Minimized risk**
- **Maximum sample utilization**



### The Results

The measurable financial impact of the client's decision to partner with Brooks Life Sciences is twofold: **They saw an estimated 45% reduction in annual storage costs and total lifecycle cost savings of \$15M.** 🚦

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**“BROOKS ASSESSED OUR SITUATION WITH LONG-TERM STORAGE AND NOT ONLY HELPED US SAVE AN INCREDIBLE AMOUNT OF MONEY AND TIME — THEIR SAMPLE STORAGE EXPERTS OPTIMIZED OUR GROWING INVENTORY FOR THE FUTURE. THE BROOKS GLOBAL FOOTPRINT ALSO MATCHES OUR MARKET PRESENCE, WHICH IS IMPORTANT TO US.”**

**Top 10 Pharma Client**

