

VENDOR MANAGEMENT & OVERSIGHT AT **excelya**

WHAT IS **VMO**?

- Our comprehensive central services solution aligns all of your vendors to **work together towards your objective**. Our Contributors find simplicity within complexity.
- A functional and organizational **“Deliverables”** model implemented in Trial Operations called **Vendor Management and Oversight (VMO)**.
- A model with **dedicated specialized Contributors for each centralized activity** of the study covered by VMO.

These activities are:

- ▶ Central Laboratory Services (CLS)
- ▶ Bioanalytical & Local Labs
- ▶ IRT
- ▶ COA and eCOA
- ▶ Home health services / Home nursing
- ▶ Central Reading (imaging)
- ▶ Cardiac Safety
- ▶ Respiratory
- ▶ Actigraphy
- ▶ eConsent



FEATURES OF OUR **VMO** CONTRIBUTORS



1. **CROSS-DISCIPLINARY**

Have cross-disciplinary view across multiple therapeutic areas and are part of the Study team



2. **SPECIALIZED**

Service experts specialized in managing their activities across studies



3. **FLEXIBLE**

Flexible working patterns to cover multiple time zones



4. **COVERAGE**

Are typically involved in several studies



5. **TASK-ORIENTED**

Work based on a specific list of tasks which defines their scope



6. **EXCELYATES**

Are Excelya employees and we will indemnify clients against co-employment risk

IMPROVED QUALITY, COSTS & TIME

1 ENSURED QUALITY

Contributors are experts, **capitalizing on knowledge, experience and training.**

Contributors **master all tasks and integrate all changing standards** (processes/ organization/ tools).

GSMs have a **greater Project Management role** and to develop **more strategic vision.**

2 DECREASED COSTS

Cost reduced with **gain in expertise, optimized processes.**

Activities delegated that are reproducible and require level of expertise or technical skills.

GSMs free to be **more efficient in the study oversight.**

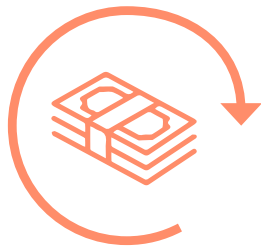
3 GAINED TIME

Contributors are **fully operational** for each study in a short time

Contributors take over overlapping complex activities at study start-up to alleviate significant burden to GSM.

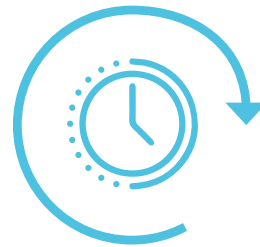
Synergies created cross therapeutical areas for the same tasks or within study programs.

BY THE NUMBERS: CASE STUDY #1



DECREASED COSTS BY 16%

We assessed all vendors and scope of work to harmonize resources and reduce study costs by **16%**.



OPTIMIZED TIME BY 10%, TWICE

In the first 18 months, we optimized time spent by **10%**.
Another 18 months later, we had optimized by another **10%**.