



Strategic Collaboration for Timely Diagnostic Development: A New Plan for a New Year

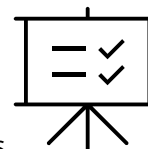
Challenge

At the onset of each year, ABS engages in a comprehensive meeting with the Companion Diagnostics Group of a global pharmaceutical company. Given the dynamic nature of the pharmaceutical industry, this group faces aggressive project deadlines and evolving research requirements each year. This strategic session allows ABS to align its capabilities, identify areas for expansion, and establish new sites if required. Quarterly meetings throughout the year are crucial in addressing immediate project needs, ensuring proactive project management, and maintaining adherence to diagnostic development timelines.

Details

The challenges addressed include:

- Prioritizing indications and sample types at the beginning of each year.
- Building ABS capabilities to support evolving diagnostic requirements.
- Staying ahead of diagnostic development timelines to meet project goals.



Solution

ABS and the Companion Diagnostics Group collaboratively address challenges by:

- Conducting annual planning sessions to align priorities and build capabilities.
- Establishing new sites when necessary to support evolving project needs.
- Holding quarterly meetings to proactively manage ongoing projects and timelines.



Benefits

The collaborative approach yields several positive outcomes:

- Strategic alignment at the beginning of the year ensures preparedness for upcoming projects.
- ABS's agile response to building capabilities and establishing new sites enhances project support.
- Quarterly meetings facilitate proactive project management and timely execution.



The partnership between ABS and the Global Biopharma's Companion Diagnostics Group exemplifies a successful model of strategic collaboration. This case study emphasizes the significance of continuous communication, proactive planning, and agile execution in achieving timely and successful companion diagnostic development.