

# SUVODA®

CASE STUDY:

## Increasing efficiency and reducing drug waste

How Sanofi leveraged Suvoda  
IRT to improve clinical supply  
management

# sanofi



25% efficiency gain within  
distribution processes



Optimized drug supply with  
reduced waste



Faster study implementations



# Executive Summary

Sanofi, an innovative global healthcare company, provides treatments in a wide range of complex therapeutic areas including immune-inflammatory diseases, cancers, rare diseases, multiple sclerosis, and diabetes. Sanofi partnered with Suvoda to enhance their supply chain management efficiency in their

efforts to advance medications to millions of people around the world.

With Suvoda's purpose-built IRT platform, Sanofi was able to achieve faster study implementations, easier mid-study adaptations, and overall cost savings.

## Challenges

As a global pharmaceutical company working in complex therapeutic areas, Sanofi faces many typical clinical supply challenges. These include increasingly complex trial designs like gene therapy and rollover studies, rising manufacturing and sourcing costs, environmental concerns related to production and shipping, and the necessity for multiple technology integrations to manage supply chains.

Sanofi's initial approach to supply management relied on a single vendor for Interactive Response Technology (IRT) across its entire portfolio. This approach, however, started to show limitations in maintaining quality and consistency amid the increasing complexity of trials. Recognizing the need for broader IRT relationships, Sanofi sought to diversify its vendor partnerships to enhance delivery and effectively respond to the intricate demands of its clinical studies.



# Solution:

## Suvoda IRT to meet clinical supply and technology delivery challenges.

### ① Strong Sanofi and Suvoda partnership

Sanofi and Suvoda established a strong partnership through a rapid and thorough onboarding process. Sanofi dedicated significant time and resources, while Suvoda listened, asked pertinent questions, and transparently communicated its platform capabilities.

Built on trust and shared values, the partnership builds on:

- **People:** Suvoda acted as a thought partner, with subject matter experts (SMEs) who deeply understand Sanofi's therapeutic areas and protocol designs.
- **Process:** Suvoda provided clear processes and operating procedures while maintaining open and collaborative communications with Sanofi.
- **Product:** Suvoda recommended and delivered fit-for-purpose IRT technology by listening to Sanofi's needs in complex therapeutic areas like oncology and immunology.



#### Outcome :

Trust and open communication led to faster onboarding and ongoing collaboration in sophisticated studies. And, despite an increase in study scope and complexity of 17% since 2023, the build time remained constant, and critical UAT defects remained consistently at or near zero.

### A partnership built around

Trust

Transparency

Values & Goals Alignment

Delivery

## ② Tailored IRT features & functionalities

### Optimizing drug supply with Smart Prediction & Advanced Drug Optimization

Sanofi leveraged Suvoda IRT's advanced features to optimize drug supply.

- **Smart Prediction:** Dynamically adjusts resupply based on screening data rather than static buffer quantities. This allows Sanofi to order the exact drug needs for each participant, minimizing waste.
- **Advanced Drug Optimization:** Offers greater control over drug supply requirements and variables.
- **Custom Rollover Drug Projection:** Helps sponsors project and manage drug needs for participants who are continuing their treatment across successive studies. Notably, Sanofi successfully implemented rollover studies where parent studies had no IRT or even used different IRT providers, demonstrating the flexibility and interoperability of the Suvoda solution.



#### Outcome :

Assistive technology helped Sanofi optimize drug supply with detailed supply forecasts, resulting in reduced waste, improved cost savings, and reduced carbon footprint.



#### Outcome :

Advanced tools within Suvoda IRT maintained Sanofi's treatment continuity while ensuring timely and efficient drug distribution, operational efficiency, and risk management. More than just a randomization tool, Suvoda IRT serves as a core system to strengthen supply strategy and build resilience across the trial.

### Simplified drug logistics with Free Picking

Sanofi utilized Suvoda IRT's modules and customizations to simplify drug logistics and enhance operational efficiency. Suvoda's Free Picking feature, developed after consultation with clients including Sanofi, helps Sanofi to streamline investigational medicinal products (IMP) selection and distribution within the manufacturing depot. Sanofi also uses Ancillary Supplies Management and Depot Integration for comprehensive logistics support.

Sanofi and Suvoda also explored implementing Drug Pooling, to allow Sanofi to utilize a common drug supply across various studies, and the Drug Reservation Module. That module reserves units from the same Product Lot for each patient upon screening and ensures these reserved units are only dispensed to that patient unless the reservation is removed. These modules may be implemented in future studies.



### ③ Seamless Sanofi-specific integrations

While Suvoda offers standard integrations with most major depot vendors, Suvoda developed a custom depot integration for Sanofi. This integration allows Sanofi's drug inventory management system to create lots and label groups and release drug into several countries through IRT. Also, via the integration, Suvoda IRT automatically generates resupply shipments within the Sanofi system. Suvoda's flexibility and support for Sanofi's custom needs contributed to smooth operations and seamless data sharing without disrupting Sanofi's existing workflows or impacting data integrity.



#### Outcome :

Suvoda's ability to support Sanofi's specific needs resulted in smoother operations and data sharing.



The ability to dispatch just-in-time treatments with Suvoda IRT so quickly has been a game-changer in speeding up our operations and ensuring treatment continuity."

**Landry Giardina,**

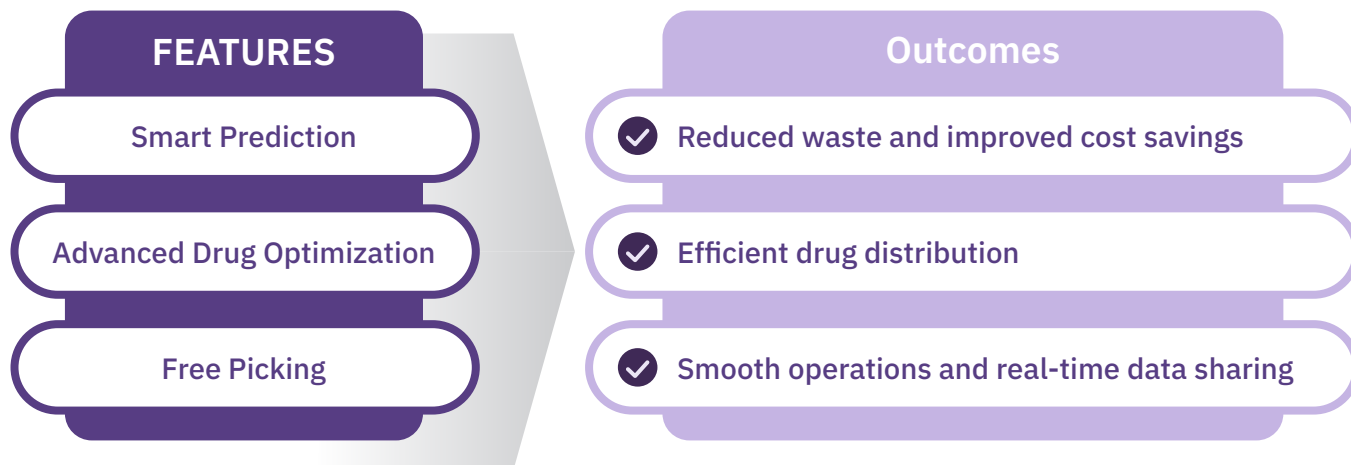
*Global Head of Clinical Supply Chain Operations Innovation & Technology, Sanofi*



# Results

## Sanofi's supply chain management success

Through collaboration with Suvoda, Sanofi gained approximately 25% efficiency during the drug picking, packing, and distribution process. Suvoda's purpose-built IRT platform, robust integrations, and strong partnership made the clinical supply management process more efficient and cost-effective. Sanofi could implement studies faster, adapt to mid-study changes easily, and save resources by reducing drug waste and labor costs.



Suvoda had just the right expertise and tools to smooth out the rough edges of our traditional workflow, which resulted in faster implementations and lower risks.”

**Marion Beltran,**

*IRT Governance Leader – CsC Innovation & Operational Excellence R&D – Clinical Supply Chain Operations, Sanofi*

## Learning and looking to the future

### A collaborative effort for success

Sanofi's collaboration with Suvoda was successful due to a strategic approach including clear processes, custom integrations, and a strong partnership to tackle clinical supply challenges. This consultative method ensured that all complexities were identified upfront and addressed efficiently, contributing to effective outcomes.

# What's next for the Sanofi-Suvoda partnership

## ① Developing trial standards

Suvoda is continuing to work with Sanofi to document all IRT standards and incorporate them into the common setup designed to streamline the development, validation, and deployment of Sanofi's studies. The Sanofi-specific IRT modules can be reused across multiple studies, helping to meet the needs of Sanofi's evolving trial portfolio. This is driving important efficiency gains. To date, Suvoda has delivered dozens of studies with Sanofi, with an average build time of 10 weeks from kick off to go-live.

## ② Supporting Sanofi's digital vision

Suvoda is collaborating with Sanofi's Digital Innovation Group to digitize clinical supply processes. Together, we are exploring more sophisticated prediction tools for drug supply and cost control through shared resources across trials. Both parties are working on single sign on and data sharing across IRT and forecasting systems, as well as exploring other innovations to continue to advance clinical supply.

## ③ Suvoda and Sanofi: Evolving and innovating together

Sanofi has worked with Suvoda to push boundaries and innovate further. As a strategic partner, Sanofi has been instrumental in driving numerous innovative projects, from suggesting new functionalities to pioneering novel approaches in clinical supply management. This dynamic collaboration has led to the development of several groundbreaking features that benefit not only Sanofi but the entire clinical trial industry. This forward-thinking approach and willingness to explore new technologies has made this partnership a catalyst for innovation.

Together, Suvoda and Sanofi are dedicated to advancing clinical research to help advance global health. We are implementing gene therapy trials in rare diseases with various logistical complexities, from collection of patient blood samples to optimizing drug delivery and assigning the right products to the right patients. By focusing on the needs of patients and addressing each trial with precision, Suvoda supports Sanofi in testing potentially life-changing therapies. This ongoing collaboration supports bringing innovative treatments to patients in need, one trial, one patient at a time.



Our collaboration with Suvoda has been instrumental in advancing our digital and clinical supply initiatives, consistently driving innovation and efficiency in our processes."

**Marion Beltran,**

*IRT Governance Leader – CsC Innovation & Operational Excellence R&D – Clinical Supply Chain Operations, Sanofi*

Suvoda is a global clinical trial technology company with a real-time experience platform that empowers sponsors and CROs to make confident decisions and sites and patients to take calm, controlled action. Suvoda delivers interconnected, action-driven software solutions and industry-leading services and support, so that even in the most time-sensitive, mission-critical moments, life-changing studies keep moving forward. Suvoda recently merged with Greenphire, a leading provider of clinical trial financial management and patient support tools. To learn more, visit [suvoda.com](https://suvoda.com) and follow Suvoda on LinkedIn.

The Suvoda logo features a stylized 'S' icon followed by the word 'SUVODA' in a bold, sans-serif font, with a registered trademark symbol (®) to the right.  
**SUVODA®**  
Trial wisely