



**Dr. Joanne Santomauro**  
CEO and Founder  
Ancillare

## Shoring Up the Supply Chain

**Clinical trial design must adapt to the changing global footprint and needs of the end users — the investigators and patients.**

The COVID-19 pandemic has created numerous challenges for everyone worldwide. In this current environment, clinical trials must adapt to changing conditions and innovate for the future. Dr. Joanne Santomauro, CEO and Founder of Ancillare, says assurance of clinical supplies is critical to overall success and more emphasis must be placed on ensuring supply chain execution before study kick-off.

“Many trials are looking toward virtual/direct-to-patient models to limit interactions and create ease of access for patients globally,” she says. “Clinical trial design must adapt to the changing global footprint and needs of the end users — the investigators and patients. Supply chains need to evolve to be easier to access in all markets and must allow for patient centricity to encourage trial completion.”

Dr. Santomauro knows that supply chains must be efficient and flexible to promote programs to enable accessibility globally. Further, data analytics and technology are key to further success. “As the industry evolves, new technology platforms are available to provide predictive analytics to help build the most efficient and effective clinical trial platform,” she says. “By embracing these new inputs, the industry will be able to work through a paradigm shift that allows for much greater odds of success before a program is even launched. Finally, the role of partners in the industry will become more specialized and more integrated into clinical trial development. Instead of a one-size fits all model that forces programs through an inefficient outsourced model, partners with specific focuses will grow with sponsors to provide global expertise and maximize efficiency across all areas of the clinical trial system.”

Ancillare works with major pharmaceutical, biotech, and clinical research organizations to deliver transformative technologies that bolster the supply chains that are critical to success.

Prior to COVID-19, Ancillare had been working feverishly on bringing this new technology to market and now this work is more important than ever in the near and long term. Dr. Santomauro says Internet of Things (IoT) applications that provide solutions to monitor product flows across the chain, control inventory, offer safety, security, and quality control of shipments within the chain together with systems that facilitate asset management at trial close-out are a few of the areas of focus. “Finally, data science that focuses on analyzing current and historical data that ultimately delivers results to better predict the future provides opportunities for future growth,” she says.

Ancillare provides to the market a unique model that combines the physical execution of the supply chain with the necessary data analytics to ensure that materials are acquired, distributed, and managed globally. As this model continues to grow and clinical trials are performed in unique applications, the Ancillare model will continue to provide sponsors with the platform to execute efficient clinical trials.



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Clinical Supply Chain, Simplified™

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