

**CASE STUDY**

# Top-10 Pharma Company Bypasses Central Lab, Shaves 10-15 Business Days off PK & Biomarker Testing Turnaround with Biospecimen360™

## Challenge

A sponsor running a Phase I healthy volunteer study was facing the operational complexity of managing **thousands of biospecimens** on a fast-enrolling trial.

Traditionally, samples would have been routed through a central lab, introducing a **15–20 business-day** turnaround time (TAT) due to the time it would have taken to ship and receive the samples at the central lab, reconcile queries, and reship to the testing labs. This lengthy turnaround time would have resulted in significantly longer timelines for receiving critical PK & biomarker data needed for determining dose optimization, drug safety and efficacy, and more.

With plans to ship samples directly to specialty bioanalytical labs, the sponsor needed a solution to:

- Reduce the TAT from collection to analysis
- Ensure high-fidelity sample tracking and metadata capture for samples going from APAC to EU
- Capture sample chain of custody from collection, processing, storage, shipment, and receipt at the specialty lab
- Streamline communication and handoff between sites, labs, and their internal systems

## Solution

The sponsor turned to **Slope** to streamline their biospecimen operations.

Using Slope's Biospecimen360™ software, they were able to:

- **Auto-generate custom electronic manifests** to meet the needs of the specialty labs, ensuring clean, complete, and structured sample metadata
- **Import custom metadata directly into the sponsor's internal data management system**, minimizing manual entry and reconciliation
- **Implement guided workflows** for research site personnel to standardize and streamline collection, processing, and shipment — capturing sample chain of custody in real time
- **Bypass the central lab entirely**, thanks to compliance with specialty lab intake requirements

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## Results

The impact was immediate and measurable:

- Sample testing turnaround time (TAT) reduced from 15–20 business days to fewer than 5 working days for samples going from APAC to EU
- Specialty lab personnel praised the quality and completeness of Slope's e-manifests, leading to a marked decrease in missing or incorrect data
- Sponsor avoided central lab routing, streamlining the path from site to testing lab and reducing the associated operational cost and complexity of adding a third party to triage samples with no added benefit

By partnering with Slope, the sponsor gained real-time sample visibility prior to shipment, improved the accuracy and completeness of sample metadata from sites, and enabled rapid sample analysis, unlocking the agility required for early-phase studies without compromising data quality.

**Slope empowers sponsors to take control of nuanced biospecimen logistics, with the speed and flexibility your complex trials demand.**



# Biospecimen360™

Biospecimen lifecycle software for clinical trials

[Request a demo >](#)