leankor™

Sanofi Accelerates Go-to-Trial Times with Leankor

The Company:
Sanofi Pasteur, Saving Lives with Biopharmaceutical Innovation

Sanofi Pasteur is the global vaccines unit of international pharmaceutical enterprise Sanofi. Striving to develop new and improved vaccines to enhance health and well-being in a timely and effective manner is at the heart of Sanofi Pasteur's mission. In addition, they create partnerships with public health, medical and scientific communities to improve access to life-protecting vaccines and increase vaccination coverage.

The Challenge:
Disconnection and Disruption Interfere with Trial Times

The big question for Sanfoi Pasteur, how can R&D safely accelerate their candidates into the clinical trials and launch to patients faster?

In the world of vaccine creation typical timelines can be anywhere from four to fifteen years to develop one vaccine. Focused on continuous improvement, Bob Schrader, the Functional Planner and Resource Manager of their vaccine team, was looking to implement a solution that could enhance their daily processes, decrease timelines and connect the research and development (R&D) team to the larger strategy. Schrader realized the complexity involved in matching what scientist were doing to the strategic plan and knew there must be a better, more modern way to manage projects and work.

Results

- Gained a 360 view from scientist to stakeholder
- Accelerated vaccine to trial time
- Interconnected organizational methodologies
- Scaled rapidly to meet demands and changes
- Reduced communication obstacles between scientist and stakeholders
- Ensured users were always using updated, accurate information

Challenges

- Resource allocating
- Disparate spreadsheets
- Lack of communication
- Missing connection between work and strategy
- Flexibility to work the best way

The Transformative Solution:
Sanofi Pasteur and Leankor
Create A Project 360 View

The vaccine team knew they wanted to adopt a more agile methodology with a Scrum focus. When they decided to fully implement the agile mindset, they researched solutions that were agile focused. They quickly realized that many of the project management solutions they evaluated would need an extensive internal development team just to support the applications base functionality. Leankor, however, showed up with a simple, easy to understand and highly visible user interface with user configurable reports and dashboards and eliminated the need for a huge development team to install and support. This greatly appealed to Schrader and his team.

Leankor once again stood out amongst the other enterprise work and project management solutions because it offered teams the ability to change course and reassign work as needed and could update data in real-time for everyone working on the project. This and other distinctive features set Leankor apart, resulting in an implementation into Sanofi Pasteur. Schrader illuminated, "You can keep adding multiple, disconnected spreadsheets or you can implement Leankor, a solution that updates all information and communications in real-time."

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The Results:
Transparency and Accountability
Drive Increased Effectiveness

The vaccine team quickly adopted and adapted to Leankor and saw promising results almost immediately. Leankor translated their analogous spreadsheet environment into a straightforward view of virtual and sharable cards. This created a vast improvement into visibility and project tracking. The real-time updates and transparency into the work has allowed users to have a new clarity that helps fix issues before they become serious problems and version control is no longer an issue. In addition, everyone on the project gained access to the same data sets, reducing the need for rework and eliminating problems that arise from misinformation.

Another key to success was moving away from the traditional waterfall planning that was used throughout the organization. Leankor's unique ability to translate and adapt different project methodologies meant that the vaccine team could implement an agile/Scrum methodology within one team and not worry that the rest of the organization was using a waterfall method. "When researching solutions, Leankor clearly demonstrated their impressive features and I could see that the solution was very adaptable. The flexibility displayed by having the ability to bridge the ways we work was impressive. Many applications force the user to have one methodology across the board—whether they use it or not." Schrader expanded, "They also really demonstrated value when we needed to go from waterfall to

agile. This was a critical moment for my team since most of Sanofi Pasteur operates under a waterfall method."

Now the team is able to operate a daily Scrum. The Leankor cards and board makes this process effortless. It also has helped the vaccine team gain a new look at the work itself. Scientists now have the ability to look at the true complexity of projects and assign work based on needs and accurate schedules, ensuring researchers are not over or under loaded. This more detailed daily view also eliminated ongoing issue seen by the vaccine team by easily allowing scientists to methodically asses which activities they need to focus on and providing them the insight needed to change strategic direction quickly.

Through Leankor, the vaccine team was able to create a dynamic system that allows projects to be fluid, ensuring they stay ahead of the curve. With Leankor implemented, users have also been able to manage the work in a more focused, thoughtful way and easily track their own workload in their personal dashboard. Overall, this ease of access to information has created a more efficient and effective environment and fostered increased collaboration. "Leankor has allowed us to improve our team agility which has increased our project velocity," said Schrader.

In addition, the team quickly realized that Leankor, which is natively built on the Salesforce platform, when combined with Salesforce's numerous features and add-ons would build tremendous value. Exploring Salesforce extensions for future use, the team is confident that together Leankor and Salesforce can help them continue evolve how they are working at the pace they need.

Sanofi Pasteur is continuing to move all team members towards a common goal and the results are speaking for themselves. In four years, the team has brought three candidates safely to trial, significantly accelerating go-to-trial times, an outstanding achievement in the world of vaccine development. In addition, the team has been recognized by the greater R&D organization for implementing new ways of working which has resulted in greater speed and effectiveness in their research.

"Before we would have one candidate go to trial every 4 years, since we implemented Leankor we have been able to have 4 trials in 3 years. Science. Scrum. Leankor Solution. That is the synergistic reality. We now can apply the right people using the right methodology with the right solution. How adaptable it's been can only be described as serendipitous."

--Bob Schrader

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Leankor is a highly visual work and project management solution built on the Salesforce Cloud. Designed for the enterprise customer, Leankor helps companies execute complex projects at scale. A transformative solution, it links different styles of methodologies and processes, empowering people to work more effectively. Leankor enables teams to organize, manage, collaborate, and deliver better projects, helps decision-makers measure effectiveness and allows companies to deliver quicker revenue cycles. Leveraging the power of Salesforce, it brings together customer, project, and resource data extending the Customer 360 vision. Leankor is used by many of the world's leading brands with focused solutions for industrial enterprises in Manufacturing, Construction, Solar, Energy and B2B Telecom with additional emphasis on R&D, quality management, product launches and manufacturing for Biotech, Medtech and Pharma.