



Typical ROI in Life Sciences

A summary of results based on Adlib Software implementation

Overview

The following is a typical example of how Adlib Software Life Sciences customers are utilizing Adlib Software applications to streamline submissions and substantially reduce costs and the time it takes to complete the submission process.

Business Challenge

In many cases, traditionally used document rendering software has a difficult time retaining all the intelligent document metadata, such as heading styles, bookmarks, hyperlinks. This typically results in manual processes where each document is checked for accuracy and edited to include features that could not be done using the existing systems. The result of this inefficient burden can be measured in hours of manually intensive labor for each submission document. For many of our customers who produce hundreds if not thousands of these documents a week, this could translate into thousands of dollars a week and millions of dollars a year. On the back end of the product life cycle, the revenue lost by delaying submission approval can equate to millions of dollars a day. By solving this challenge, life sciences companies can save money on the front end and make money on the back end – a Win-Win situation.

To address this challenge from a software solutions perspective, Adlib needed to:

1. Provide automated document rendering functionality to authors for converting MS Word based submission documents into PDFs that meet the stringent requirements of their own Regulatory Affairs organization as well as the FDA.
2. Supplement the automated document conversion process with an on-demand conversion tool for converting eCTDs to PDF for those regulatory bodies that do not yet accept eCTD file formats

The Solution

Integrating Adlib **ExpressConversion** Server, **ExpressRecognition** Server, (an OCR Server) and **ExpressPublishing** Server (for document assembly) into existing ECM environments allows authors to easily access document rendering functionality while maintaining compliance with corporate and governmental document management policies. By utilizing watched folders, the document transformation process is effortless and automated.

Document fidelity is critical and the main decision factor for replacing any existing rendering applications. Adlib **ExpressConversion** Server and **ExpressRecognition** Server have the highest fidelity of any server-based document rendering applications available and as such are now entrenched in dozens of life science companies' submission workflows.

Part of the justification for choosing Express Server applications for many of Adlib Software's customers include the ability to use them for other document processes beyond the initial submission rendering project. As such, many of Adlib Software's customers integrate Express Server applications into other document workflows such as Fax Servers, Email Servers, Corporate Documentation, BPM and more.

Because Express Servers are designed to be stacked in any environment, many Life Science companies choose to use multiple instances, ensuring 24/7 reliability and seamless scalability during peak document rendering cycles.

The Benefits

- Dramatic reduction in QA and editing costs
- Faster time to market
- Better fidelity of converted documents
- Application use across the enterprise - not just submissions publishing
- Better corporate and governmental compliance
- Rapid ROI
- Server-based software requires less maintenance and is accessible throughout the enterprise

“Adlib’s willingness to work with us in order to tailor Express Server applications to meet our requirements was critical to the success of this project.”

Adlib Software
Life Sciences
Customer

eCTD to PDF Submissions

In cases where our customers are faced with having to comply to other governmental jurisdictions that have not yet standardized on eCTD filing, they rely on Adlib Exhibit; a collaborative browser-based application that extends the power of Adlib Express Server. Exhibit is designed to provide the tools to rapidly and accurately convert eCTD documents into predefined templates which are then published as PDF documents.

Number of Submissions Per Week	Hours Saved Per Week	Cost Savings Per Week (Based on \$60/hr)	Cost Savings Per Year
100	183	\$ 11,000.00	\$ 572,000.00
500	917	\$ 55,000.00	\$ 2,860,000.00
1000	1833	\$ 110,000.00	\$ 5,720,000.00
1500	2750	\$ 165,000.00	\$ 8,580,000.00

Typical Results

The manual processes of document review and editing can typically be reduced from 120 minutes per document to 10 minutes. Depending on labor rates and the number of documents rendered, the cost savings can be enormous. Above is a chart of typical numbers reported by some of our customers. They reflect small and large Life Science companies alike.

Based on the chart above, the typical Return on Investment can be measured in weeks; not months. Even though we recommend implementing more servers as volume demand dictates, as the volume of submissions grows, the cost savings grow proportionately, making the investment pay off just as quickly.

In addition to saving money on the costs of reviewing and editing documents, most Life Science companies report better faster acceptance levels for their submissions due to the quality of the submission. As such, they are able to go to market faster and more quickly start to accrue revenue from their patent. As the patent time line is fixed from the initial application for the compound patent, the faster the process for completing submissions the greater the window of opportunity to make more money before the generic drugs hit the market. Adlib Express Server applications are enablers for rapid time to market.

Products Used

- Adlib **ExpressConversion** Server - Automated document conversion
- Adlib **ExpressRecognition** Server - Server-based OCR text recognition
- Adlib **ExpressPublishing** Server - Document stamping, assembly and bookmark and hyperlink management