



Case Study: Glaxo Smith Kline

Overview

The pharmaceutical industry is well known for the enormous research and development costs needed to produce innovations that become new treatments. Analyzing the financial returns associated with such investments is more important than ever to quantify and qualify. It is important for GSK to select reliable database technologies.

The Client

Glaxo Smith Kline, one of the world's leading research-based pharmaceutical and healthcare companies, selected ITTIA's database technology for improving its cost-savings and financial decision support tools. ITTIA technology provides access to important data used to analyze investment returns.

The Challenge

Technology investments are critical to an organization's ability to produce a quality pipeline of products. Management needed to evaluate the investments made in automated laboratory instrumentation. However, the embedded database that stored vital instrument usage data was not directly accessible to the company. With millions of dollars invested in automated lab equipment at facilities around the world, analyzing the cost of ownership and having data available to make business decisions based on actual data was essential.

The Solution

ITTIA ODBC technology proved an effective means to access the data. This industry standard data access protocol is a trusted means to share information between applications. In addition, the ability to track usage can be a valuable component of an organization's 21 CFR Part 11 compliance program.

With ITTIA technology in place, data from the instruments was imported into Microsoft Access for custom reporting. Reporting back on his experience with ITTIA ODBC, a member of the research staff at Glaxo Smith Kline stated, "I liked the ease of installation and the speed at which I read the data. It was all very easy and meets our needs."

ITTIA ODBC offers an excellent solution for migrating or reporting data. End users can now use industry standard tools such as Microsoft Access, Excel, Visual Basic, or Crystal Reports with their applications. ITTIA's worldwide customers such as GSK are a great testimony to the benefits of using this great software.