CASE STUDY

Clinical Trials Made Scalable and Secure

Overview

The health and life science industry are rapidly moving to adopt mobile devices and IoT technology. Combining these technologies simplifies the patient experience and accelerates data collection. However, acquiring, integrating, and deploying secure mobile medical technology globally requires significant expertise and geographic logistics.

Clinical Ink, a pioneer in patient engagement technologies, had reached the limit of their ability to design, develop, deploy and manage clinical trial solutions in-house. The success of their current solution was driving new customers to them – and they needed to develop a plan to rapidly scale to expand business. Enter KORE, a leader in IoT managed services for connected health and IoT applications.

Clinical Ink engaged with KORE to develop and deliver a secure and scalable solution to quickly expand their customer base. KORE worked with Clinical Ink to design, manage, and execute a plan to meet their business requirements.

The Challenge

Global health providers are being driven to seek more convenient, safe and secure ways to gather patient data, leading to the explosion of mobile technology use for clinical trials.

The Results

Clinical Ink engaged with KORE, an IoT Managed Service Provider, to develop and deliver a secure and scalable solution to quickly expand their customer base.

- Identify and acquire suitable mobile hardware
- Load and secure the SureSource Engage application
- Partner to negotiate best rates and shared cost savings
- Deliver and manage devices in the field, for their entire lifecycle, including retrieving and reconditioning devices to be re-deployed
- Meet all local requirements globally, from medical regulations to sales taxes

Clinical Ink had significant time and cost constraints to meet their business needs. Our IoT expertise, and strong partner ecosystem allowed them to design and deploy a secure system that met those goals. Add acting as a single focal point for the entire project and KORE provided Clinical Ink a significant Return on Investment (ROI). Clinical Ink's increased capacity for clinical trials allows them to expand existing patient trials as well as support new customers. Simply put, Clinical Ink was able to successfully and confidently expand their global footprint with KORE as their IoT Managed Service Provider.

The Benefits:

- *Rapid Time to Market*
- *Cost Containment*
- *Scalability and Security*
- *Global Logistics Management*

IoT Managed Services

- Project Management & Trusted Advisor
- Hardware Sourcing & Engineering
- Testing & Validation
- Connectivity
- Ongoing Operations (Wireless Device Management)

About KORE

KORE is a pioneer, leader, and trusted advisor delivering transformative business performance. We empower organizations of all sizes to improve operational and business results by simplifying the complexity of IoT. Our deep IoT knowledge and experience, global reach, purpose-built solutions, and deployment agility accelerate and materially impact our customers' business outcomes.

For more information visit **korewireless.com**

About Clinical Ink

For more information visit **clinicalink.com**

For more information, reach out to KORE to learn how we can simplify the complexity of IoT for your business.

KORE®