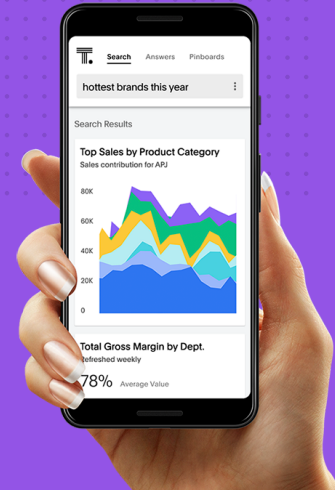


Pharmaceuticals Leader Accelerates Drug Discovery with ThoughtSpot

**FORTUNE
200**

PHARMA COMPANY



The Changing Industry Landscape

The healthcare market is undergoing massive change. In pharmaceuticals, increased customer expectations, decreasing insurance coverage and heightened regulations are creating new obstacles for pharma companies trying to bring successful products to market. At the same time, new technologies, and the explosion of data they are generating, are creating exciting opportunities for growth and profitability. Pharma leaders who figure out how to harness the potential of all this new data will come out ahead.

Accelerating Discovery to Delivery

In the pharma industry, years can be spent in the discovery and development phase of a new drug, so the faster they can get through this process, the sooner these solutions can get into the hands of patients who need them most. To speed up that process, scientists need access to as much information on the drug research process as possible so that they can quickly figure out if a drug is working, and if should move forward in the production phase.

Unfortunately, just getting researchers access to the right information in a timely manner was a highly manual process. Each drug trial involves multiple different data types and data sources that are stored in siloed areas. This customer stored all of this data in a legacy data warehouse that could only be accessed via SQL, and as a result, the BI team was always underwater with requests that could sometimes take up to 3 months to turn around.

Highlights



1000

Scientists &
Researchers



3

Data
Sources



4

Terabytes
of Data



3 Months to 3 Minutes

Faster access to clinical trial results
for researchers and scientists



ThoughtSpot Accelerates Pharma Leader's Drug Discovery

Easy Access to Data

The company decided to create a centralized hub where the scientists could quickly access and analyze the data they needed to make decisions about the trials they were running. They chose ThoughtSpot because it was easy to integrate there various sources, and it would give the scientists an easy to use interface to simply search for their data.

They connected in data from their Biobank - bio specimens collected over multiple years as part of execution of clinical trials, omics data - genomics, proteomics and molecular signature data and clinical trial data. Their goal was to help them create new therapies and accelerate development of existing ones with visibility to all this data.

From Months to Minutes

ThoughtSpot has been a huge success. Scientists can search instantly across all of their drug data to analyze patient cohorts, identify side effects, search for particular patient demographics and drug responses, even check on inventory. They can take 450,000 samples and narrow it down to the right 250 samples simply by typing it into a search bar. These are reports that used to take BI teams months to do, and scientists can run them in just minutes.

They can get actionable information from all the data very quickly, allowing them to move the trial process along more quickly and cheaply and speed up time to market for life saving medicines. They now have the ability to identify new drug candidates and therapeutic candidates for those drugs to make it higher probability to bring to market a useful drug.

“Analyzing drug trial results fast is crucial to speeding up our time-to-market and keeping patients safe. With ThoughtSpot, our scientists can now search instantly across trial results and identify outliers in minutes rather than months.”

- GLOBAL HEAD OF RESEARCH

