

Managing More Studies Without Burning Out Your Team

The reality for CRO operations teams — and what it looks like when your systems finally work with you.



Sound familiar?

You're juggling spreadsheets and systems across multiple sponsor contracts. Every new study means waiting on senior data managers to configure complex setups. Every delay threatens your timelines and your client relationships. Your team is running lean, but sponsor expectations keep climbing.

You're managing trials. But it often feels like you're managing the tools more than the work.

Every manual workaround costs time your team doesn't have. Every configuration bottleneck is a week off your startup timeline. And every week that slips is a week that puts your margins — and your next bid — at risk.

The answer isn't more headcount. It's systems that don't slow you down.

What it looks like when your operations actually flow

Imagine running your next multi-sponsor portfolio with everything connected. Here's what that looks like in practice:



Pre-launch & setup

You've signed a new sponsor contract. Instead of waiting weeks for senior data managers to configure complex systems, your team uses drag-and-drop tools to build study forms quickly. Standardized templates work across sites and sponsors. eConsent, eCOA, and Randomization are set up in the same environment — no separate configuration cycles. If your study needs recruitment support, Recruit integrates directly. Your study is ready to launch in days, not the typical weeks or months.

Launch & first participant in

Your first site activates. The moment a participant signs eConsent, their record is created automatically in your EDC. Site coordinators complete enrollment visits with real-time edit checks catching errors before they become queries. Eligible participants are randomized directly within the EDC. All data syncs to one platform, giving you visibility from day one — and your sponsor a clean, consistent view of progress.

Mid-study operations

Your Analytics dashboard shows enrollment progress, query rates, data completeness, and safety signals across all studies from one login. You identify that Site 8 has higher-than-average query rates and provide targeted training before it impacts sponsor timelines — instead of finding out in the next status call. Your project manager prepares a sponsor update directly from the unified platform: site enrollment metrics, data quality indicators, safety summaries. No coordinating exports from multiple systems. No reconciling spreadsheets.

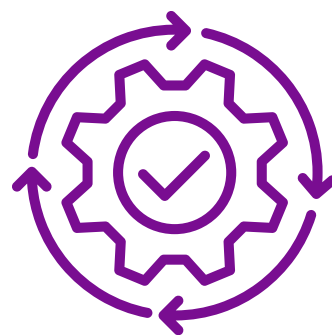
What it looks like when your operations actually flow (Cont.)

Database lock & submission

You export clean, submission-ready datasets with comprehensive audit trails already built in. Medical coding is complete and integrated. No last-minute manual checks. No scrambling across vendors. You deliver on time, on budget, with sponsor-grade quality — and a clear record of everything that happened.

What this means for your team

- **Study launch in days, not weeks** — drag-and-drop builds and standardized templates reduce dependency on senior data managers for every new study
- **Multi-study capacity without adding headcount** — unified workflows make your processes repeatable and scalable across your entire portfolio
- **Proactive sponsor management** — real-time dashboards let you spot and fix site issues before they become sponsor conversations
- **Audit-ready from day one** — built-in audit trails and compliance documentation mean no last-minute scrambles before inspections or sponsor reviews
- **Cost predictability that protects your margins** — transparent, modular pricing with no extras you don't need and no surprise scope creep between studies



Your situation may look different

Some CROs start with EDC and Reporting & Analytics for immediate oversight, then add eConsent and eCOA as sponsors request them. Others integrate Medical Coding from the start for studies requiring extensive safety monitoring. The goal is the right fit for your operational model — not a forced bundle.

When you're ready

Explore our CRO page for more resources, or get in touch to talk about activating a pilot study in under 30 days.