Clinical trials

Case study

Optimizing clinical supply management with a one-team approach

The solution that helped NewAmsterdam Pharma cut costs in half while navigating trials across 51 countries

NewAmsterdam Pharma (NAP), a clinical-stage biopharmaceutical company, is on a mission to transform patient care for populations suffering from metabolic diseases, particularly in areas where existing therapies have fallen short. With their lead investigational product, obicetrapib—a low-dose, once-daily CETP inhibitor aimed at lowering LDL-C levels in high-risk cardiovascular disease patients—NAP faced the complex task of conducting 11 studies, including three pivotal Phase III trials, across 51 countries. Managing the supply chain for these global trials while navigating regulatory hurdles—all without overburdening their internal teams—became a critical challenge.

With costs climbing and timelines tightening, the stakes were high. NAP needed a partner who could not only streamline their operations but also ensure on-time, in-full delivery of investigational medicinal products (IMPs) for 12,000+ patients at 835 clinical sites.

The challenge

Managing complexity across 51 countries and 835 sites

For NAP, the task ahead was clear but complicated: delivering IMPs to multiple trial sites worldwide while minimizing costs, preventing product waste, and ensuring regulatory compliance. Every delay and inefficiency risked the success of their studies. With fast-paced enrollment and resources already stretched thin, they couldn't afford costly mistakes or missed deadlines.

Their main pain points included:

- Navigating complex global regulations across 51 countries.
- Minimizing product waste and optimizing stock to avoid costly overproduction.
- Reducing internal strain on their team, which was already working at full capacity.
- Maintaining timelines with on-time delivery of clinical supplies, critical for keeping trials on schedule.

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The solution

A multipronged approach to reduce costs and improve efficiency

To relieve NAP's operational burden and help ensure success, Thermo Fisher Scientific's clinical trial services team adopted a multipronged approach focused on proactive planning, process optimization, and logistical efficiency. Key aspects of the approach included:

- **Tailored forecasting and demand planning.** Using advanced simulation tools, the team was able to accurately predict the supply needs for NAP's trials, reducing the risk of overproduction or shortages. This careful planning minimized product waste and ensured optimal stock levels throughout the trials.
- **Streamlined regulatory navigation.** Thermo Fisher's deep expertise in global regulatory requirements helped NAP efficiently manage the complex approvals needed across 51 countries. The regulatory team handled the documentation, submissions, and updates, ensuring seamless compliance.
- **Integrated Quick-to-Care™ model.** By integrating all aspects of clinical supply management—from forecasting to regional depot logistics—Thermo Fisher's Quick-to-Care model provided a cohesive solution that eliminated the need for NAP to manage multiple vendors or internal processes.
- **Global logistics network.** Leveraging Thermo Fisher's extensive network and regional depots, the team coordinated the timely shipping of IMPs to all trial sites. This infrastructure allowed them to achieve 100% on-time delivery, meeting every study's first subject, first dose deadline.
- **Resource optimization.** With Thermo Fisher strategically managing all clinical supply chain tasks and acting as an extension of the NAP team, NAP was able to save the equivalent of two full-time employees (FTEs), freeing up their existing resources to focus on core research activities.

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The results

50% costs savings and 100% on-time delivery

This collaborative effort yielded impressive outcomes:

- **Approximately 50% cost reduction**, compared to traditional clinical supply management models.
- **100% on-time delivery** of over 175,000 kits to sites across 51 countries, ensuring no delays in clinical trials.
- **Significant reduction in product scrap** due to optimized forecasting and demand planning.
- **Full compliance with global regulatory requirements**, allowing NAP to focus on the science while Thermo Fisher managed the logistics.
- **Minimal internal FTEs** (less than two), reducing internal resource strain on NAP's team and enabling them to focus on advancing their pipeline.

A trusted partner: Building value through expertise and collaboration

For NAP, partnering with Thermo Fisher was more than a cost-saving measure—it was a value-building endeavor. It provided a way to overcome the enormous logistical and regulatory hurdles standing in the way of their clinical trials. With Thermo Fisher's resources, expertise, and support, NAP was able to streamline its supply chain, reduce resource strain, and ensure global regulatory compliance, while maintaining a seamless process from start to finish.

According to one project stakeholder from NAP, "[The Fisher Clinical team] was extremely experienced and able to forecast, manage a complex supply chain, and get clinical supplies to patients worldwide on time." Another stakeholder noted that the clinical supply and optimization services project lead from Thermo Fisher was "deeply committed to working with multiple team members from the client company and seeking success and resolution to all questions. Excellent overall team from Fisher."

Ready to build long-term value in your clinical trials?
Partner with Thermo Fisher Scientific to streamline your supply chain, ensure global regulatory compliance, and reduce operational strain—so you can focus on what matters most: advancing patient care.

Contact us today to learn more.

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