

Techstreet Enterprise

Keeping up with ever-changing standards in the pharmaceutical industry

Use Case

Techstreet
Connecting the world to standards

 **Clarivate**
Analytics

Customer profile

- Industry: Pharmaceutical
- Subscription activation year: 2009
- Number of users being supported: 1,100
- Number of locations being supported: 4
- Key publishers being used: AAMI, ASME, ISPE

Summary

What challenges did the customer face with standards?

The pharmaceutical industry is heavily regulated. This customer faced ongoing challenges managing paper and PDF single-user standards. Additionally, in pharmaceutical R&D and manufacturing, standards were updated constantly. Keeping up was overwhelming and unrealistic. Users were also purchasing redundant standards, wasting company resources.

Lessons learned

How did Techstreet Enterprise overcome these challenges?

Techstreet Enterprise enabled the business to control their digital collection, with multi-user, multi-location access. Guaranteed updates with alerts ensured no one missed anything. As a result, the business cut redundant purchases, and a well-managed method meant users could request extra standards content. The business gained cost savings and efficiency, allowing them to focus on other obstacles.

Besides pharmaceutical R&D standards, our solution also supports manufacturing and building maintenance standards. This is a long-term customer who has used *Techstreet Enterprise* over many years.

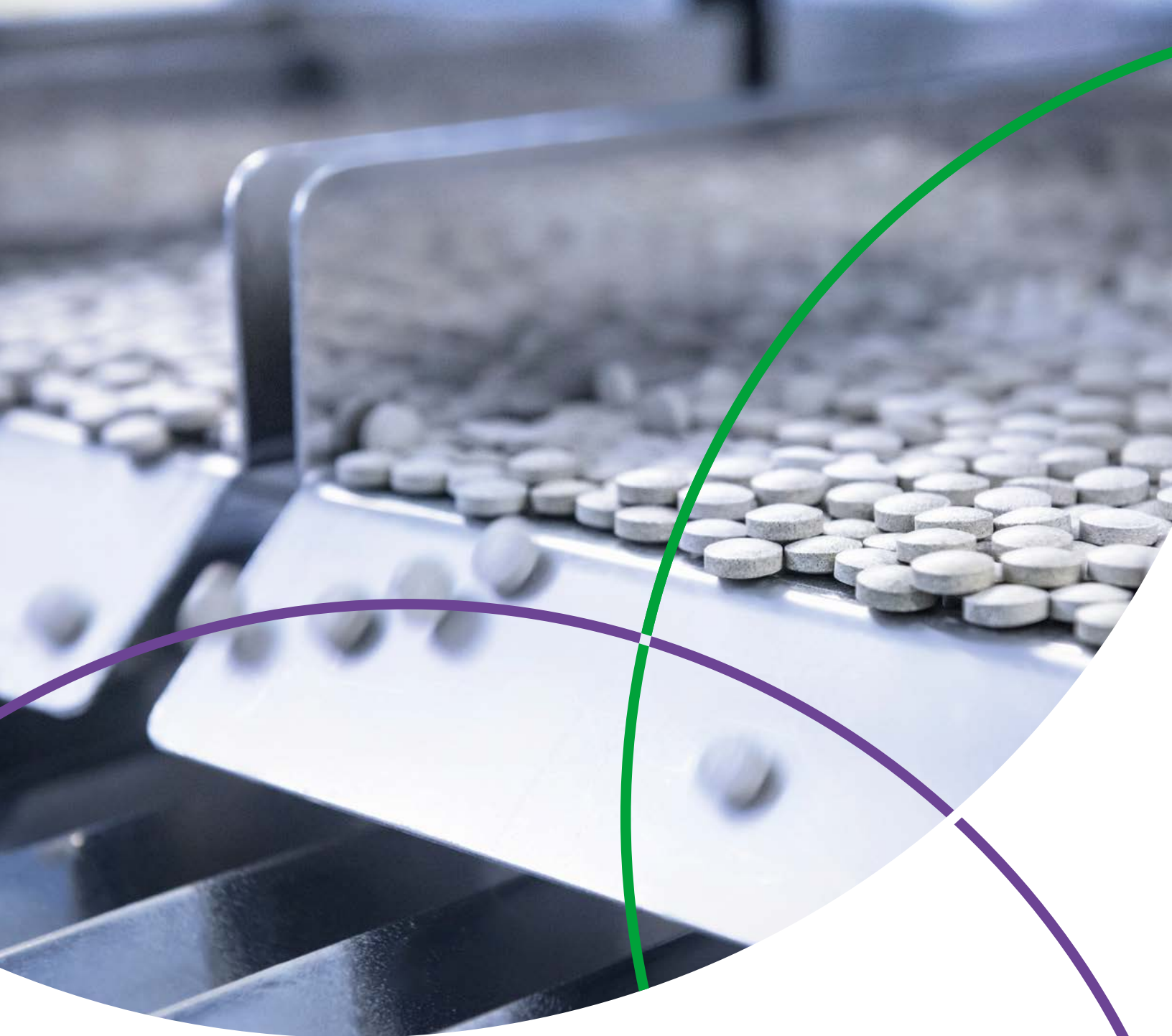
To see how the power of *Techstreet Enterprise* can benefit your organization, visit techstreet.com/subscriptions

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Techstreet Enterprise

Accessing standards quickly and easily in the pharmaceutical industry

Use Case

Techstreet
Connecting the world to standards

 **Clarivate**
Analytics

Customer profile

- Industry: Pharmaceutical
- Subscription activation year: 2015
- Number of users being supported: 100+
- Number of locations being supported: 4
- Key publishers being used: BSI, ISO, ISPE

Summary

What challenges did the customer face with standards?

This company was always interested in a subscription. However, they had no ability to fully target their content needs. They required multiple users, and it was clear that access needed to be quick and easy.

Lessons learned

How did Techstreet Enterprise overcome these challenges?

It took some time to identify a proper price point and the content that was most important. The flexibility of the *Techstreet Enterprise* system meant we could start small and grow as needed. As of September 2016, they have tripled in size, and all four facilities currently rely on access.

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