



HighPoint Solutions Launches Clinical Trial Design Tool, a Salesforce Fullforce Solution for Life Sciences R&D

HighPoint Solutions leverages Salesforce's cloud, mobile, social, IoT and data science technologies to accelerate business transformation for customers in Life Science R&D

EAST NORRITON, PA – May 2, 2016 — HighPoint Solutions (HighPoint), a consultancy dedicated to serving the life sciences and healthcare industries, announces the public release of its [Clinical Trial Design Tool](#), a Salesforce Fullforce Solution for Life Sciences R&D.

The Clinical Trial Design Tool framework was developed with the intent to drive efficiency in clinical trial design. These efforts have already proven to be successful through the tool's initial launch at [AstraZeneca](#). With this tool, AstraZeneca now has the ability to design all of their future clinical studies more efficiently.

"HighPoint's Clinical Trial Design Tool allows us to leverage our existing usage of Salesforce to provide a solution to a persistent problem," said Bill Ringbloom, Sr. Life Sciences Solution Delivery Manager at AstraZeneca. "The tool was easily adopted by both operations as well as IT, as the Salesforce platform is intuitive and easy to use and the necessary support structures were already in place. The simplicity of the effort has us thinking about other uses of the Salesforce platform."

[The Clinical Trial Design Tool](#) is cloud-based and enables an organization to capture any kind of [structured or unstructured data](#) relating to the development, management and execution of a clinical trial. It provides mechanisms for connecting events, decisions and data, so that an organization can always gain insight into who made which decisions, how they arrived at that decision and why they made the decision they did. The Clinical Trial Design Tool provides all these features with the security, flexibility, and resiliency that an enterprise operating in the world of clinical care requires.

"We are thrilled that HighPoint has been recognized as a Salesforce Fullforce Solution partner and is helping Life Sciences companies connect with their customers in entirely new ways," said Kori O'Brien, senior vice president, global alliances, solutions & marketing, Salesforce. "We work closely with Salesforce Fullforce Solution partners to ensure our customers benefit from their proven industry expertise with Salesforce's Customer Success Platform."

“Extending the use of the Salesforce platform into Life Sciences R&D will be a game changer for the industry,” said Lior Keet, Vice President Life Sciences R&D at HighPoint Solutions. “The platform is intuitive and easy to use in that it supports common challenges across [Life Sciences R&D](#) inclusive of internal/external collaboration, process management (regulated and non-regulated) content sharing, traceability, and reporting.”

In this age of data, everyone and everything is becoming more connected. With HighPoint launching a Salesforce Fullforce Solution, clients benefit from HighPoint’s expertise in Life Sciences R&D. This proven solution enables customers to gain faster insight into clinical trial design decisions and capitalize on intuitional memory. All of which means HighPoint’s customers can provide faster and more predictable trial designs empowering them to connect with their customers in entirely new ways -- and truly become customer companies.

Salesforce Fullforce Solutions

Salesforce Fullforce Solutions are systems integrator or consulting partner offerings recognized for their specialization in priority Salesforce industries and other key solution areas. Fullforce Solution partners have demonstrated proven expertise and customer success, and receive Salesforce go-to-market support, executive sponsorship and guidance as part of the Salesforce Partner Program.

About HighPoint Solutions

[HighPoint Solutions](#) solves the toughest challenges facing companies in the highly regulated life sciences and healthcare industries by providing clients with practical IT strategies and solution implementations and giving them direct access to the people and technology that get things done. Since 2000, HighPoint’s team of consultants has provided business consulting and technology solutions that continue to deliver business value and competitive advantage to more than 280 clients worldwide. HighPoint Solutions is headquartered in East Norriton, PA with additional offices in New Jersey, Boston, Chicago, Florida, California and Europe. For more information, visit www.highpointsolutions.com.

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