

Optimizing pharma IP processes

Case Study

Our client

Our client is one of the top 5 pharmaceutical companies in the world. As one of the world's largest biotech companies, the company focuses on finding new medicines and diagnostics and establishing data-based insights that evolve the practice of medicine and help patients.

The challenge

The client was undergoing a global corporate-driven initiative to reduce the high translation costs. They initiated a global RFP (Request for Proposal) with the initial intention of reducing their high yearly translation expenditure. As this worked so well, the client also consolidated their European Patent Validation filing efforts with Seprotec IP.

Challenges the client faced:

- Need to reduce administrative burden and freeing internal staff to focus on more relevant internal responsibilities
- No prior linguistic assets (translation memories or glossaries)
- No in-house IP translation department and uncertainty of outsourced translation processes
- Continuous annual spend increases without an ambitious translation savings plan

The result

After a stringent vetting process, Seprotec was eventually awarded the contract and was selected as the sole provider to render this service.

Why was Seprotec selected?

- Creation of a translation memory and glossary
- Access to a wider network of trusted Global IP Agents
- Freedom to work with the clients' existing agents
- Customized IP management tool (SHIP Helm)
- Monthly KPI reports
- Forecasted savings plan.

Savings generated exclusively from Translation Memory.



Translation | Interpreting | Intellectual Property

The client asked Seprotec to provide a viable solution to reduce the considerable translation costs associated with their European validation cases.

The solution

When Seprotec and the client started the partnership in 2017, the client had about 200 in-house professionals dedicated to IP management. Seprotec had to complement this team by adding value to already-good processes and reducing costs.

What we offered:

1. Direct access to our in-house IP translation department (more transparency, consistency and savings from translation memory)
2. Direct access to in-house formalities managers and global IP administrators
3. Customizable IP management tool (SHIP Helm)
4. Direct access to our global network of IP agents, allowing for flexibility to maintain existing agents
5. The capability to offer complete centralization (cost and time savings)
6. Ability to view live project status 24/7/365
7. Ability to get costs and launch new projects
8. Interaction with customer's document management system. Ability to upload relevant information: filing receipts, POA's, Invoices, objections, etc.
9. Country-specific law support
10. Traceability of pending matters
11. Security, all data hosted on tier 4 servers
12. Reporting, either traditional method or via SHIP Global IP portal/DMS
13. One comprehensive invoice per project