

TriTiCon

Bringing Strategic Consultancy Expertise in Clinical Data Handling

The clinical trial management landscape is constantly being shaped by changes from growth, external factors, regulatory requirements, new designs, new products/therapeutic areas, emerging markets and legislations. All these changes require clinical research companies to revamp their strategies, tactics, sourcing processes and systems for which they need to consider a number of diverse aspects, ranging from organisational strategy to specialist knowledge. Offering strategic consultancy expertise in the area of clinical data handling, TriTiCon is dedicated to helping pharmaceutical and biotech companies, CROs, start-ups and tech providers navigate through these changes. “We use our three tiers of subject matter expertise, strategic understanding, and project management to understand each client’s specific situation and help decide and implement the right solutions,” says Magnus Värendh, co-founder and MD of TriTiCon. The company’s skilled consultants have over two decades of experience in clinical research and act as the “missing piece” in the client’s resources and competences.

TriTiCon begins from the strategic level and helps clients in making informed decisions for change and implementations based on wide experience with organisational and sourcing models, different provider categories, and the leading systems on the market. The company assists clients in solution implementation, lead validation, testing, writing the SOPs, and performing training to fill any gaps. “We believe that high value and efficient consultancy in this space is based on being able to span the diverse aspects of strategic considerations to specialist knowledge, and we have both,” says Värendh. The company’s skilled consultants have the professional and personal skills to talk to top management as well as in-depth specialisation, thereby supporting the client all the way from understanding the needs to a fully implemented solution. “We are not a CRO, we help our clients in establishing a strategy, make conscious and good decisions, select providers (CRO), processes and systems wisely and implement successfully,” adds Anders Mortin, co-founder and director of the company.

In a recent implementation, TriTiCon helped a small biotech client overcome challenges in their communication to their data management vendor



and issues in data quality and delivery timeliness. TriTiCon conducted interviews with the client and the vendor and realised that confusion and unclarity came equally from both sides. TriTiCon facilitated a joint workshop and delivered an action plan for changed organisational set-up, recommended key processes adjustments, and helped in bringing clarity on responsibilities and deliveries. The intervention resulted in successful collaboration and closure of the trial.

TriTiCon was founded with the primary mission to provide more improvement and value with less time and money as compared to consultants. “We believed, and still do, that a better methodology and a more combined consultancy offering was needed to get things done. We also saw a benefit and business opportunity in sharing experience, vendor knowledge, and solutions across the industry,” says Mortin. Today, the company stands true to this methodology and approach. Rather than offering a one model fits all, the company brings skills, toolkits, knowledge, experience, and adaptability to help each client. “We help the client understand what needs to be done, by whom either TriTiCon or other vendors.”

Continuing its growth, TriTiCon will continue focusing on helping clients by being adaptable and true to the three tiers approach. “We hope to increase the work with our international clients and establish additional collaboration hubs for our work,” says Värendh. In addition, the company has spearheaded a sister company for developing technical solutions for some of the “gaps” identified in the technology landscape of clinical development with its first product launch set in 2020. [Ph](#)