



Atrium Medical Corporation
Hudson, NH
www.atriummed.com

Industry:

Life Sciences

Annual Revenue:

US\$120 million

Employees:

500

Oracle Products & Services:

Oracle Order Management
Oracle Financials
Oracle Inventory Management
Oracle Mobile Supply Chain
Oracle Purchasing
Oracle Discrete Manufacturing
Oracle Project Costing
Oracle Advanced Pricing
Oracle Internet Expenses
Oracle Master Scheduling/MRP

“The Insight process was invaluable in providing a methodology to discuss and evaluate our key question whether to continue outsourcing clinical processes or bring this capability in house. The Oracle Insight process helped align our executive team and established the best framework to support this strategic decision.”

– Tom McDonnell, Director of Information Technology

Atrium Medical Identifies Clinical System Capabilities Needed to Support Continued Business Growth

Founded in 1981, Atrium Medical is a rapidly growing medical device company known for developing innovative new products, serving industry segments related to cardiology, chest drainage, vascular surgery, hernia treatment, and soft tissue repair. Atrium has achieved breakthrough advances in several diversified healthcare markets, and distributes more than 2 million sterile medical products annually to organizations around the globe.

Challenges

- Scale operations to support rapid growth in new product development requiring clinical trials
- Improve the speed, cost-effectiveness and quality of clinical trial operations
- Design a more integrated and transparent approach to creating and managing clinical trials
- Identify opportunities to improve clinical process automation and staff efficiency
- Align information technology strategy to better support the business strategy and drive for operational excellence
- Determine the potential business value of bringing clinical trial operations in house

Oracle Insight Accomplishments & Benefits

- Engaged in a collaborative process to understand clinical trials management processes, pain points, strategies, and goals
- Identified and prioritized the capabilities required to meet the organization’s challenges and objectives
- Quantified the business and financial impact of the proposed in-house clinical solution after analyzing the industry’s best practices and Atrium’s current state and corporate strategies
- Estimated the implementation requirements and total cost of ownership for the proposed capabilities
- Developed a framework and business case for making the investment decision with alignment across the executive team for the methodology