33 Years of Software & Service for Life Sciences

DRS update

1985 33 2018

DRS products have provided long term solutions to our partners in Life Sciences for 33 years and here's how we did it.

DRS incorporated in 1985 with a goal of creating document management solutions backed by a commitment to ***service and quality***.

Our goal was to form long term partnerships by placing our focus on state of the art technology and trusted customer service and our product line was quickly enhanced when we built our first software application to scan boxes of paper and archive documents on clients servers.

This changed the way that our customers managed the issue of "what to do with the paper."

Today our clients take full advantage of our commitment to providing A+ service and quality SaaS products.

Contained in this document are some milestones we experienced along the way and I think ***you will find it interesting reading.***

1985: Dun & Bradstreet was our first **Microfilm** customer and is still a partner today after 33 years of technology updates. The DRS/D&B partnership has grown to include **SaaS workflow** processing for North American companies. Accelerated and continued growth over the next years increased our client base to companies like Johnson & Johnson, Wyeth, Schering Plough, Merck, Bayer Pharmaceuticals, Takeda, AbbVie and a host of small and medium size biotech companies.

1990: Striving to take advantage of electronic document management for our client base we developed our first software product for scanning documents and indexing onto **Optical Disk / CD Rom** systems. This allowed for unlimited capacity of archiving across all departments and enabled DRS to offer on-line retention/retrieval of corporate records to our customers.

1995: Continuing the development of our software platform we replaced the industry standard **Microfiche** processing with an electronic **C.O.L.D. (Computer Output to Laser Disk)** product for Medco Containment. Replacing microfiche processing with a state-of-the-art system advanced the technology for the largest mail order pharmacy in U.S. and we were able to manage over 1 million Rx transactions daily.

1997: As a result of a devastating fire that destroyed Iron Mountain's New Jersey facility, DRS' client Schering Plough suffered the loss of 20,000 boxes of paper files. Within a few weeks, DRS recovered 7,000 rolls of microfilm containing valuable, historical research materials. Ten years later this process was enhanced further when digital scanning of microfilm was made possible and all images were stored electronically 'in the cloud'

2001: Rick McQuade, President of DRS was elected to a post on the **PDMA Sharing Conference** Executive Board. Merck & Co updated their legacy system through DRS and converted sample management paper-based forms to an electronic format. DRS managed the processing of sample activity for more than 4,000 sales representatives and formed new and extended partnerships with Takeda, Bausch & Lomb, Sanofi, Wyeth and many others.

2005: DRS was awarded a U.S. Patent for development of **PharmaSync™** - our mobile electronic Rx sampling software. Today the technology is the backbone of the **DRS 360 Plus** sample ordering system. PharmaSync™ was integrated with CRM and presented at the Microsoft Worldwide Conference along with Satya Nadella (now Microsoft's CEO) and his team. Microsoft returned shortly to the DRS offices in Union, NJ to film a commercial message to be used for their CRM platform launch.

2006: DRS customers are intrigued with the notion of eliminating paper transactions by using tablets/cell phones to complete drug sample transactions and DRS began to migrate our client sales forces with ***e*Sample software**. Paper processing and printing was replaced and resulted in tremendous budget savings.

2009: As the long term document management vendor for Schering-Plough we were selected to manage the outsourcing of the Clinical Documentation group and charged with the document collection and QC of all studies worldwide. The experience of managing the global operations was a springboard for the growth of our clinical documentation operations group and major changes to our hosted eTMF and clinical documentation solutions. With proactive monitoring of the study documents, a service organization like DRS assured that the studies were always **Inspection Ready** …. a terminology that would become a common theme for our clients in the years to come.

Professional services and technology solutions

TMF Migrations from any source to any eTMF

TMF Audit Services

Multi-Channel Marketing for samples distribution

www.drscorp.com

2011: The development of **HTML** program language and **SaaS (Software as a Service)** applications were becoming popular answers to open architecture hurdles and 'device independent' deployments. DRS demonstrated that no matter which mobile device was used by our client base, there was a solution. We deployed our Rx sampling solution on iPads and tablet PC's for the entire North American GSK sales force and replaced their legacy systems with SaaS products to enable real time sampling, HCP ordering and regulatory reporting.

2012: DRS launched the latest version of our **DRS eTMF** software, offering new techniques and options to improve scalability and provide even better proactive reporting processes. DRS worked with the Bill and Melinda Gates Foundation to expand their worldwide studies related to Tuberculosis. At the same time we expanded our TMF product group to include **TMF Audit Services,** conducting audits and reporting on the integrity of sponsor studies while ensuring inspection readiness of studies managed by CRO vendor partners.

2014: DRS introduced the ideal electronic Rx sample ordering system ***DRS 360 Plus.*** A system where Sales and Marketing could select when and how drug samples would be delivered to Health Care Professionals. This product development encompasses the latest regulatory requirements for monitoring of Terminal Distributor of Dangerous Drugs (TDDD). The legislation assists with the monitoring of Opioid distribution ... a topic that has become very important to many life science organizations.

2017: With a background of 33 years in document management DRS was selected to complete migration of over 20 million clinical documents for sponsor organizations who need to convert legacy paper, microfilm and electronic formats into one common platform. Our Life Science customer base for both clinical studies and commercial operations continues to grow. This is surely a testament to DRS' well-designed technologies but also to its service professionals who integrate solutions and services within our client base.

2018: Our three-decades of experience enable us to develop products and services that fill in the blanks for almost any life science organization and their corporate strategy. Agile software development and forward thinking integration methods help our client partners to realize their goals no matter how difficult they may seem. DRS will continue to develop the strategy that has kept us on a successful path to long term partnerships with our customers for three decades. We feel that trust in a partnership helps to maintain the core strength of the relationship. This is the strength of our company and building on that strength is our goal for the next years to come.

What will tomorrow bring?

DRS eTMF

DRS 360 Plus
TOTAL SAMPLE/ORDERING SOLUTIONS

DRS TMF ONESOURCE

Please contact Keith Westrich, V/P Business Development, keithw@drscorp.com or 908.622.9240