

# Octagon's Integrated Sourcing Model.

## DON'T COMPROMISE.

Octagon's integrated sourcing is founded on the concept that business challenges are rarely addressed by technology alone. In addition to technology, organizations often require skilled resources to address critical business problems. Some companies make the strategic decision to completely outsource an entire function, requiring technology, resources and documented processes. Others have acquired technologies and struggled to retrofit processes and train people on new standards and practices. Competitive organizations no longer have to choose between technology and services. Octagon's novel Integrated Sourcing Model includes expert services deployed through our enterprise process management platform, ViewPoint Quantum®. This is the same collaborative technology platform that fuels Octagon's renowned services offerings.

Whether you are a global organization or an emerging or early-stage company, Octagon's Integrated Sourcing model provides instant capabilities.

Successful drug development processes require people, process and technology working in concert toward a common goal. Octagon's integrated sourcing model offers all three. Through this model, clients can access Octagon's technology enabled resources to:

- Manage specific submission projects, process certain type of submissions, or conduct specific tasks (bookmarking, hyperlinking, QA)
- Provide compliance checks for electronic submission data
- Offer guidance and knowledge transfer throughout the document, data and submission lifecycle
- Provide transition support as the organization implements new document, data and submission standards initiatives (CDISC, eCTD, etc.)

Integrated Sourcing provides a collaborative environment that enables resources to work more closely with partners by creating quicker, more efficient, bi-directional process links across company boundaries. Clients may request Octagon resources in a just-in-time scenario that is managed through

ViewPoint Quantum, our strong process management platform. ViewPoint Quantum provides the visibility and process transparency required to efficiently move resources more fluidly across projects. It also enables more rapid business transformations because clients can leverage Octagon's skilled resources who are already subject matter experts in standards such as eCTD and CDISC.

Whether you are a global organization or an emerging or early-stage company, this model provides instant capabilities. Integrated Sourcing gives small companies immediate capacity and expanded skill sets where resource constraints previously existed. For larger companies, the value lies in short and long term staff augmentation/business process outsourcing supporting global electronic filing strategies with one platform. Integrated Sourcing offers robust capacity planning, quick ramp up and deep knowledge transfer. It provides flexibility for clients to move more rapidly and respond more quickly to shifting timelines.

The Integrated Sourcing model allows clients to embark on process improvement initiatives, implement new data, document and submission standards, and connect global teams with the safety net of Octagon's technology platform behind them and our subject matter experts beside them. The collaborative platform enables Octagon team members to provide project management expertise, staff augmentation or full outsourcing resources, or to take a more

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consultative role in guiding the client toward new capabilities. This novel approach removes the traditional decision point of acquiring technology or outsourcing. It enables organizations to take a blended approach toward building capabilities that supports today's current objectives and positions the organization for rapid growth in the future. Integrated sourcing reconnects people, process and technology so that clients don't have to choose one and lose the others. **Don't Compromise.**



## Octagon's Rules of Thumb

1. We develop a solution rather than present a problem when confronted with an issue.
2. Everything we do, we do on time and to our highest standard; what we deliver reflects on us and the company.
3. We are people with passion, a sense of urgency, and self confidence.
4. We recruit "smart" people with high personal standards and a bias for action.
5. We seek people to enrich our culture, not reinvent it.
6. We understand that every client interaction affects our growth and success.
7. We service the clients, community and each other with commitment and integrity.
8. In order to be successful at Octagon we all need an entrepreneurial mindset.



[www.octagonresearch.com](http://www.octagonresearch.com)  
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