

Life Sciences

ADVENTRX Pharmaceuticals, Inc. Case Study

Overview:

ADVENTRX Pharmaceuticals, Inc. is a biopharmaceutical research and development company whose business strategy is to commercialize leading edge medical research through licensing agreements with prominent universities and research institutions. The Company seeks to improve upon existing therapies or to develop novel treatments that address significant problems such as drug metabolism, toxicity, bioavailability and resistance. Being a public company, Adventrx needs to comply with the Sarbanes-Oxley Act (SOX) —the act that many publicly owned companies (or those planning to go public or are acquired by a public company) face in today's corporate market. Adventrx was not just looking for a solid mid-market, accounting solution but also a team that would help them with the proper documentation, as a by-product of the implementation that would help them to comply with the SOX regulations.

Challenge:

Life science companies are used to dealing with extensive regulatory requirements as part of daily operations, however, accounting departments have traditionally been under less scrutiny, especially with regard to stringent regulations. Adventrx's current system, Quickbooks, did not allow for the necessary audit trails, security features or batch processing to support their SOX and FDA regulations. In addition, they also desired the ability to track budget information against their actual financial numbers. More specifically, Adventrx was looking to track actual and budget results at the project level for their clinical trials and preclinical activity.

Solution:

After careful research, Adventrx chose Microsoft Dynamics Great Plains as their mid-market accounting solution and Tridea Partners as their implementation and support team. They were now able to obtain the audit trail, security and other controls required as a public company. Adventrx also obtained the ability to lock down prior fiscal periods, thus eliminating the inaccurate financial posting errors that occurred with the prior system. Adventrx went with the Project Management and Accounting module to help maintain tight control over strategic direction, support resources effectively, and ensure that projects, and ultimately clinical trials, are completed on time and within budget. Project Accounting connects project activities with company financials, provides extensive reporting capabilities, helping ensure accurate accounting and billing processes throughout project life cycles, and streamlines time and expense management.

Drawing upon Tridea Partners Experience:

"Great Plains is an excellent mid-level accounting package and having a good implementer is the key to a successful transition," says Bob Daniel, Controller, Adventrx. It was very important for Adventrx to choose their partner wisely to help them further define their evolving business processes as well as develop proper documentation to comply with the SOX regulations. "Our consultants from Tridea were very thorough and supportive during our implementation," says Daniel. "They provided documentation for all processes, procedures and training to the employees who were to use the new system. Overall Tridea Partners provided excellent service."