**smartsheet**

**Karyopharm** Therapeutics

> "
> Everything you can do to save a minute is worth its weight in gold. We have to be agile, we have to make quicker decisions, and Smartsheet is extraordinarily helpful for that."
>
> Bruce Warren, Clinical Data Analyst, Karyopharm Therapeutics

## Company
Karyopharm Therapeutics

## Industry
Healthcare

## Company Size
Medium (50-999)

## Company Profile
Karyopharm Therapeutics is a clinical-stage pharmaceuticals company that runs global clinical trials of their flagship product, Selinexor, a drug used to treat a type of blood cell cancer called multiple myeloma.

## Website
karyopharm.com

## Business Situation
With patient outcomes on the line and stakeholders collaborating across time zones, Karyopharm's clinical data analysts needed a better way to organize and streamline their data import processes while collaborating and adding visibility for all stakeholders, including data providers and medical professionals who administer Selinexor.

## Solution
Adopting Smartsheet, as well as premium Smartsheet offerings Data Uploader and Pivot App, created a paradigm shift in how their data analysts trend and find correlations in results.

## Benefits
- Save time on their data import process through automation; now it takes two people 1.5 hours instead of a full work day
- Using Data Uploader and Smartsheet allows analysts to spend more time finding correlations and trends between sets of patient data
- Bolsters team agility, quality of work, and morale by drastically reducing excessive, manual data entry practices

## How Karyopharm Therapeutics Automates Data Capture

Karyopharm Therapeutics is a pharmaceuticals company that organizes clinical trials for Selinexor, their flagship drug used to treat multiple myeloma, a type of cancer that affects blood plasma cells. Karyopharm's data analysts regularly sift through data provided by treatment sites and needed a solution that would help them automate data importing processes, improve visibility for all stakeholders, and make monitoring remote clinical test sites more manageable. They adopted Smartsheet, Data Uploader, and Pivot App to save time, leading to more opportunities to trend and find correlations in the data between patient responses.

### Situation:

Karyopharm needed to transform their data collection process, as they were spending too much time importing data from Excel spreadsheets. The manual data entry process was inefficient, leading to issues with document version control and slower turnaround times for analyzing critical test results.

"We take a massive amount of data from about 150 patients located anywhere who have been part of the study from a minimum of a month to up to a year or more," says Bruce Warren, Clinical Data Analyst at Karyopharm.

"All of these things, for all our studies, were being done by hand," Warren says, and "finding someone to plug all these numbers from one spreadsheet to another is a waste of time and resources, and it's not quality work for somebody who's trying to help patients by keeping an eye on the studies."

With patient outcomes on the line and stakeholders working across time zones — from Boston to Israel to Europe — Karyopharm's data analysts also needed to collaborate and add visibility for all stakeholders, including data providers and medical professionals who administer Selinexor.

## Solution:

Warren was considering building a team fully focused on data entry. "Entering data into [spreadsheet] cells is fine, but that's not a long-term position here," Warren says. The conversation changed from hiring a team to entrusting data automation to Smartsheet and Data Uploader.

Since Karyopharm was already using Smartsheet for many internal workflows, the data analyst team thought it was the obvious solution to create a single source of truth for data related to clinical trials. "We had the problem, we had the solution, and we just needed to put the two of them together," says Warren.

## Benefits:

Adopting Smartsheet, as well as premium Smartsheet offerings Data Uploader and Pivot App created a sea change in how their data analysts trend and find correlations in results provided by the clinics enrolled in their drug trials. The new process also bolstered employee morale, improved visibility for all stakeholders, and reduced the amount of time it takes for analysts to process data.

**Automation Improves Employee Morale:** "For larger studies, it used to take two people a full day to just enter data," Warren continues. With Data Uploader automatically importing data from their central database into Smartsheet, "we're expecting that to maybe take an hour and a half per day for a full study update."

**Fewer Manual Entry Errors:** Together Smartsheet, Data Uploader, and the Pivot App let Karyopharm automate much of the manual entry, which cuts down on errors and frees up analysts' bandwidth to focus on finding trends and correlations in the patient results. And because manual entry is often prone to errors, Warren's team has more confidence that the data is accurate.

"The biggest part for us, besides time, is accuracy," Warren says. "In our world, there could be a huge difference between one-tenth of a decimal spot on a particular value. That could mean the difference between somebody having a higher response rate."

**More Time to Dig into Data Trends:** Now that manual entry isn't the only way data managers can import results, their analysts can look for

and correlate trends in how individual patients are responding in clinical trials. If they see that a patient's status is slipping, they can dig deeper into the data.

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**Organized Data Helps Patients:** With Data Uploader, Karyopharm struck gold. These new efficiencies offer benefits that extend far beyond the obvious business value to Karyopharm's core mission: to create innovative medicines that improve the quality and duration of patients' lives who are battling multiple myeloma. "At the end of the day," says Warren, "the only reason we exist is to assess information so that patients are provided with better care."

## About Smartsheet

Smartsheet (NYSE:SMAR) is a leading cloud-based platform for work execution, enabling teams and organizations to plan, capture, manage, automate, and report on work at scale, resulting in more efficient processes and better business outcomes. Today over 95,000 customers, including more than 77,000 domain-based customers and over 70 percent of the companies in the Fortune 500, rely on Smartsheet to implement, manage, and automate processes across a broad array of departments and use cases.

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