

Atlantic Research Group

Atlantic Research Group (ARG) was founded in 2004 to provide small and mid-size pharma and biotech companies with clinical trial management services. As a CRO, ARG focuses on oncology, immunology, cardiovascular, ophthalmology, metabolic disease, and nephrology. In 2006, the company made the decision to commercialize its proprietary CTMS solution. ARG has completed more than 70 clinical trials encompassing 3,000 sites and over 40,000 patients.

Current offering

In addition to its services, ARG offers TrialVista®, a CTMS solution that was developed for in-house use, later made available to small companies as a stand-alone solution. ARG does not cater to CROs, as they are direct competitors. TrialVista is a permission-based, flexible and easily configurable system that combines regulatory compliance with streamlined information flow, collaboration, and reporting. The TrialVista architecture is based on a modular design, which allows for rapid and economical configuration to meet individual study needs and reduce start-up costs, and include: project management, patient management, regulatory document management, monitoring visits and reports, investigational product management, investigator database, patient recoded data, central document repository, vendor and team contacts, study Q&A, and request manager. ARG also offers services to develop custom modules for their clients. Once the system is configured to meet study requirements, the progress of all components of the trial can be accessed, viewed, and managed through one dashboard. TrialVista was designed to be a cost-effective alternative to local implementation and support staff; therefore, it is offered as a hosted solution, in which ARG is responsible for all upkeep and upgrades. ARG has developed several interfaces to connect TrialVista to commercial EDC systems and other eClinical solutions.

Positioning

Atlantic Research Group consists of enthusiastic professionals who are passionate about providing cost-effective eClinical solutions to small and mid-size biopharma companies. Since TrialVista was developed by clinical research professionals, it encompasses most, if not all, modules that a robust CTMS should. To lower costs, sponsors can purchase only the components they require for a particular study. ARG's management truly believe that eClinical solutions should be tools that improve the clinical research process, and allow clients to make better use of their time, money, and resources. Through TrialVista, ARG hopes to enhance communication, improve collaboration, increase productivity, maximize resource utilization, and accelerate clinical trials. Being in the clinical trials service space, ARG constantly sees first-hand the trends and needs of the industry, and develops modules to address them. ARG does not have as much experience in the CTMS market as other vendors, but its eagerness to utilize technology to enhance clinical research and provide a cost-effective, easy-to-use solution will be an asset as the vendor attempts to win over biopharma companies in the small and mid-sized sector. However, being a small company that is new to the playing field, ARG does stand the chance to be acquired by a competitor or a vendor that is expanding its eClinical offerings. Those looking for a simple, user-friendly CTMS solution should keep an eye on ARG and TrialVista.