

Customized Client Solutions

Case Study



According to a recent [Grand View Research report](#), the global biobanking market is expected to expand at a compound annual growth rate (CAGR) of nearly 5% over the next decade.

Within the life science research community, no two clients are the same. Many may have similar needs for compliance and audit-ready reporting, yet each has unique requirements, or the desire to set up a best-fit biostorage program. This case study will summarize four different biostorage use cases and demonstrate the need for a flexible, experienced biostorage partner who can adapt to client-specific needs quickly and competently.

Evaluating, designing, and executing an outsourced biostorage partnership has become an increasing trend within the life sciences research community.

As research grows, so does the need for secure, compliant, and accessible sample storage and management. Real estate and the infrastructure to build out biostorage remain limited in many metropolitan locations. Global labor shortages further encourage outsourcing biostorage. Additional topics, such as mirror banking or the geographic separation of samples for natural disaster planning, demonstrate another growth driver impacting the biostorage market.



SciSafe Partners with Fortune 20 Pharma on Government Regulated Storage Near New Jersey

Challenge

A top tier pharmaceutical company and vaccine manufacturer required a large cold storage room to store pallets of finished vaccines as they prepared to distribute them across the globe. They also had a need to store neurological and rare disease tissue samples, with limited real estate and current ultra-low temperature (ULT) freezer on-site infrastructure nearing capacity.

Plan

SciSafe worked with the U.S. Department of Homeland Security and the FBI to plan and build the requested cold storage room (100' long x 20' wide x 27' high) for palletized storage of finished vaccine, neuro, rare disease research samples, and frozen materials adjacent to its existing ULT and cryogenic liquid nitrogen freezer farm.

Solution

SciSafe enhanced their already robust FDA approved security system to match government specifications for vaccine distribution. SciSafe's ability to rapidly comply with security requirements allowed the pharmaceutical company to cut through red tape and the project was completed in eight months, as opposed to three years.

Fortune 50 Healthcare Company Partners with SciSafe to Build Out COVID Vaccine Storage in Amsterdam, a Centralized Export Hub

Challenge

A Fortune 50 healthcare company needed COVID-19 vaccine storage near their corporate manufacturing headquarters and adjacent to a major international airport to simplify product distribution globally. To build up the storage infrastructure internally would have taken this company years. The COVID pandemic required timely manufacturing response and global reach to prevent.

Plan

Healthcare client contracted with SciSafe to build, audit, and move vaccine product into a new biorepository location neighboring the client's manufacturing facility in less than 10 months. This new facility had to meet all regulatory (FDA, EU Pharmatek, IATA) and quality requirements to be an acceptable solution for the COVID-19 pandemic response. SciSafe worked closely with a core team of client representatives to achieve this goal.

Solution

Amidst supply chain shortages and other COVID-related headwinds, SciSafe filled 44,000 square feet with 350+ ULT/LN2 freezers and on-site LN2 supply. Storage temperature flexibility covered the range of -20°C to -193°C with ultra-enhanced security. This facility in Amsterdam, Netherlands, meets all manners of shipping/docking requirements and standards and became IATA Dangerous Goods compliant to complete an EU Pharmatek registration and inspection. This partnership has been so successful that as the client moves away from COVID vaccine storage, SciSafe will easily transition this facility into a biostorage repository for CAR-T, drug products, and other vaccines.

Top Tier Pharma in Massachusetts Partners with SciSafe for Local Storage That Includes On-Demand Daily Pickup and Delivery

Challenge

A top tier pharmaceutical company in Cambridge, MA approached SciSafe with their need to store early-stage research samples and clinical materials. The storage had to be geographically close to the research offices and laboratories and maintain storage temperatures from -40°C to -70°C. Since this was very active, funded research, the client needed a partner that could offer on-demand daily pickup and delivery of samples.

Plan

SciSafe built-out our Billerica, MA facility to meet this customer's needs with ULT freezers that give the client the greatest temperature flexibility. SciSafe employed validated reefer trucks and small, portable ULT freezers to manage samples during daily pickups and deliveries.

Solution

Unlike competitors, SciSafe includes sample services such as sample management, sample pickups, sample deliveries, and retrieving samples from freezers in their storage contract without charging miscellaneous fees. SciSafe can also transport, manage, maintain, or swap customers' ULT freezers for new freezers as part of the storage contract. For this client, SciSafe transported all samples to the nearest Billerica, MA facility, where they will remain managed and protected. When a researcher needs samples, they submit a request, and their samples are delivered to their bench within 24 hours. This partnership continues to grow and has established a successful model with other pharmaceutical research companies.



Academic Research/Hospital Group Outsources Entire Sample Management Program to SciSafe for Long-term Protection

Challenge

Five major hospitals/research foundations within New York City, NY approached SciSafe to consolidate, store, and manage their varied biomaterials - everything from early-stage research products to drug samples, human cells, plasma, and immunotherapies. Their current biorepository had no intentions of renewing their building lease and these clients needed a new solution quickly. These research foundations had invested in the freezer fleet used for storage and were looking for a partner that could help them easily move and reestablish their biorepository. None of SciSafe's competitors had the ability to take on such a large, diverse, and customized project.

Plan

SciSafe would immediately provide logistical support and aid in transport with SciSafe trailers, all freezers and samples from the current biorepository location to their Cranbury, NJ facility. Any freezers that were old or did not withstand the move would be replaced with newer models and become property of the research group with SciSafe's freezer swap program. SciSafe would then remove and recycle the worn-out freezers.

Solution

With SciSafe's reefer trailer trucks, freezer transport was simple, and samples were safe, as freezers could be plugged in and running once on the trailer. The trailer itself created a -70°C environment as an extra layer of protection. SciSafe created a process to take in all sizes and shapes of samples/products and moved 280 freezers from the Bronx, NY to Cranbury, NJ. SciSafe was able to meet [FACT standards](#) and update their NY Tissue Banking License quickly, to maintain compliance for these clients. Time spent researching and acquiring all appropriate certifications necessary to take on this project made it easy to navigate through many of the client's required regulations. SciSafe currently makes daily sample pickups and deliveries to/from the research bench and manages all cold chain logistics for these clients



Latest New Jersey facility

Consistent Positive Attributes of Client Customized Solutions and Highlights of SciSafe Infrastructure

Whatever the storage solution needs are, SciSafe is ready and committed to helping all clients small and large. We are the model for high-quality systems and have certifications such as ISO 9001 and ISO 20387, which enhances our clients' biobanking experience. SciSafe is agile and customer focused. With a long history of experience and success, SciSafe can be more responsive and take on a wider variety of projects than other biostorage partners. When clients need their storage to be geographically close to their research, SciSafe has and will partner to purchase real estate to best fit these needs. SciSafe is equipped to expand storage space and biostorage contracts and has the know-how to react to a client's challenges swiftly and correctly.

All SciSafe, Inc. facilities offer many necessary attributes that allow our customers to know their samples are safe. SciSafe has oversized power supplies with redundant systems, including transformers, to weather any environmental challenge. There is backup power throughout all facilities with automatic transfer switch units to run generators and monitoring systems to alert staff immediately.

Redundant HVAC systems for extreme weather conditions and emergency situations are part of every storage facility and SciSafe buildings are only accessible with controlled card scanning. All sample suites include sample audit logs and closed-circuit televisions throughout to offer top-notch sample monitoring, security, and ultimate protection.

SciSafe offers the necessary temperature environments for ICH Stability Testing storage as well as vaccine storage, bulk API, clinical retains, and many other possible custom conditions. There is a robust cGMP validation and verification program, and a comprehensive preventative maintenance program for all controlled temperature chambers and rooms. With integrated transport programs and equipment, SciSafe can provide pharmaceutical lab services and make outsourced sample management seamless and efficient for customers. We consistently have customer service staff on call at all facilities 24/7/365, as well as robust contingency planning.

SciSafe treats each client relationship as a true partnership. Outsourced sample management requires consistent collaboration to guarantee success for all, thus building trust over time with our customers.



Amsterdam facility freezer farm



**15
YEARS**



**6
FACILITIES**



**50 MILLION+
SAMPLES**



**7 MILLION+
CUBIC FEET**

SciSafe by the numbers



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