

Promoting Researcher Productivity — Accelerating Employee Portals

Few industries employ as many MDs and PhDs as life sciences. With so much tied up in human capital it's essential to provide them with the tools they need to stay productive. While high performance computing often claims a disproportionate share of attention, simple collaboration tools are equally critical to employee productivity. Supporting collaboration, often on very large files, between employees and partners around the globe can be challenging. Akamai has been proven to help global businesses accelerate collaboration applications like Microsoft® SharePoint® over the Internet while providing the scalability, reliability, and cost benefits associated with a managed service.

Cut Costs in Clinical Trials — Accelerating Electronic Data Capture

Life sciences companies have come to understand that the end-to-end management of clinical trials data is critical to bringing new drugs to market successfully and cost-effectively. Clinicians around the world need access to electronic data capture at the point where the data is created or the entire process is compromised. Akamai customers managing Phase III and Phase IV clinical trials have found increased electronic data capture rates, especially for clinicians in China and India resulting in lower costs and better data quality.

Drive Customers to Low-Cost Channel — Accelerating Ordering Portals

Whether you are distributing drugs, diagnostics, devices, or DNA, you need to reach your customers online and worldwide. When your customers are considering a purchase, they need information quickly and reliably. Akamai customer Millipore has seen online sales grow rapidly with nearly 5,000 scientists and engineers visiting their site daily. The Massachusetts-based company was hearing repeated complaints from customers in Europe, Asia, and even California. After adopting Akamai, Millipore cut transaction time to Japan by 80% and saw its e-commerce traffic grow 33% annually with overseas sales growing to account for approximately half its revenue.

Support Global Channels — Accelerating CRM

Life sciences companies are looking to the developing world, not only for drug development and clinical trials, but also as the largest growth market. One leading pharmaceutical customer used Akamai to support the deployment of its Siebel® CRM to support sales in China. It has since consolidated other regional implementations of Siebel and realizes equal or greater performance and reliability at much lower cost by hosting these applications centrally and delivering them globally with the aid of the Akamai application delivery platform.

The Akamai Difference

Akamai® provides market-leading managed services for powering business applications, rich media, and dynamic transactions online. Akamai Application Performance Solutions is a line of managed services that improve delivery of business applications. A combination of dynamic routing, transport and application optimization techniques eliminate application delivery bottlenecks “in-the-cloud” while complementing data center optimization initiatives. An S&P 500 and NASDAQ 100 company, Akamai has transformed the Internet into a more viable place to inform, entertain, interact, and collaborate. To experience The Akamai Difference, visit www.akamai.com.

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