



DigitalRadius



smartsheet

**AUTOMATION
INTEGRATION
TRANSFORMATION**

About DigitalRadius



Ander Tallett

Founder, CEO

- DigitalRadius was founded by Ander Tallett in 2020
- Ander has in-dept life sciences experience,
 - 6 years at Moderna as VP Business Systems & Finance Transformation
 - VP Enterprise Systems, Resilience
 - Managing Partner Block Mill Capital
- Over 100 successful SaaS implementations
- 2018 SAP Innovation Award Winner
- Advisor role at multiple SaaS companies and VC firms



We are a Digital Transformation partner focused on Smartsheet



We are 20+ strong and growing quickly with successful projects



We are data driven, with workflow, automation, and analytics at our core



IAN WALL

SVP Digital Transformation & Service Delivery



JESS TOBIN

VP People Technology, Strategy, & Implementation



KHOA NGUYEN

Director R&D IT



BRIAN CONNELL

Principal Smartsheet Architect



SCOTT PARMELY

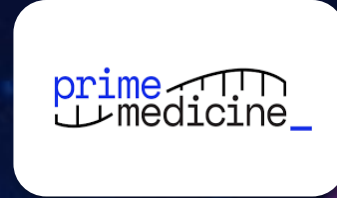
Principal Smartsheet Architect



CHRIS HALLO

Principal Smartsheet Architect

Client Portfolio – Life Sciences





SOLVE OPERATIONAL PROBLEMS IN LIFE SCIENCES WITH SMARTSHEET

Smartsheet is more than a spreadsheet solution, it is a more than just a project management solution.

Smartsheet is an automation platform and a workflow engine.

Built the right way, Smartsheet can transform your organization.

At DigitalRadius, we focus on building solutions in Smartsheet so that your employees can focus on value added tasks rather than answering “what is the status of this workstream” and “where is the project at.”

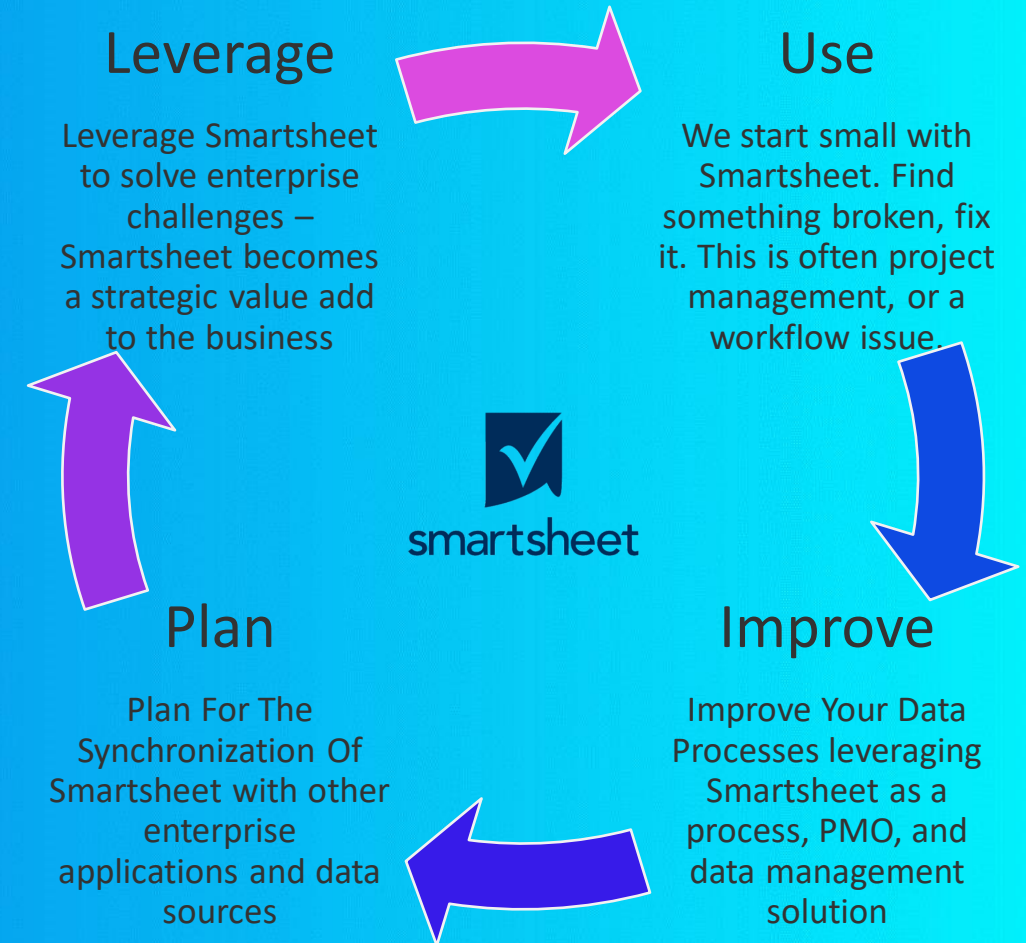
As a top partner with a deep bench of ex-Smartsheet developers and Smartsheet consultants we can help you improve and automate your operations so that you have a single system of record and source of truth for your projects, easy collaboration, and dashboards for leadership.

What We Do

We are a Smartsheet Aligned partner focused on leveraging Smartsheet as an enterprise solution, the first partner focused on that approach.

We use Smartsheet as a technology platform to deliver high quality enterprise applications that automate business process, improve project management, and increase data quality and visibility across the organization.

Smartsheet can be strategically leveraged to automate, accelerate, and improve business process.



**Your best people don't want to spend their days typing data into Excel or emailing for follow ups.
Don't make them.**

Why Use Smartsheet?



Many business processes that are critical to the success of organizations are **repetitive and time consuming**:

- Managed manually (excel, email)
 - Increase risk to data quality and reduce visibility
 - Require additional headcount as companies grow
 - Slow down decision making across organizations
 - Inhibit teams to focus on value-add strategic projects
-
- **Competing Priorities and Interests** across internal teams result in **lengthy and complex decision making** when investing in new technologies, and often projects are delayed or put on hold due to budgetary and resources constraints.
 - **Enterprise applications often lack functionality** or are **not fit for purpose** and often require customers to buy into multi-year contracts.

Smartsheet can automate processes and transform your business.

Smartsheet
enables
Scalability
across
organizations



Solutions

Rapid ROI with value
delivery measured in
weeks



People

Automating transactional
work reduces turnover &
improves culture



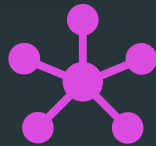
Investment

Reduce time and \$ to
achieve efficiency impact,
attract more capital

Data Management Workflow Project Management

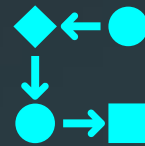


The three most common use cases for Smartsheet in Life Sciences are to manage data, manage workflows, and manage projects. Smartsheet is a great fit in all three cases.



Data Management

Is your data in multiple places? Does that include external collaborators? Smartsheet is a great way to solve that with a combination of sheets, forms, and integrations. Examples include CMO/CRO tracking, site tracking, and research data collaboration.



Workflow Automation

Tired of email based approval flows? Are manual processes breaking down and slowing down you, your team, and your company? Smartsheet is an incredibly powerful and flexible workflow engine, a solution which can be combined with system integrations and data mgmt.



Project Management

Life Sciences brings unique challenges to Project and Portfolio Management. As a leading Smartsheet Control Center implementation partner, and the only Smartsheet Partner with an 'Out of the Box' Clinical PMO solution, we have deep experience meeting those needs.

Pre-Built Apps: The SCALE Platform

Our Pre-Built Apps solve common challenges for our Clients. Sold through IP licensing, they cost far less to purchase than equivalent SaaS apps or the time & materials that would be required to recreate them. Often positive ROI can be achieved in weeks or months.



Clinical & Non-Clinical Project and Portfolio Management

Align and scale your PMO with our full project lifecycle solution to standardize your templates, create a project data repository, and automate reporting.



Performance Management

Comprehensive and flexible Performance Management solution for HR to track and manage worker performance and goals. Role-based activities with preconfigured workflow, approvals, and dashboards.



Service Accruals + Savings Tracker

Solves the collection and calculation for month-end-close service accruals. Additional solution tracks your savings vs. baseline for your Sourcing Team.



Vendor Management

Get a handle on your vendor relationships and workflow. Intake, review and approval workflows and published list of active vendors with integration capabilities to your other systems.



ITSM

A lightweight ITSM platform for ticketing and ITOM or any other ticketing needs separate from your MSP. Stand-alone solution or integrates with SCALE apps like worker onboarding and vendor mgt.



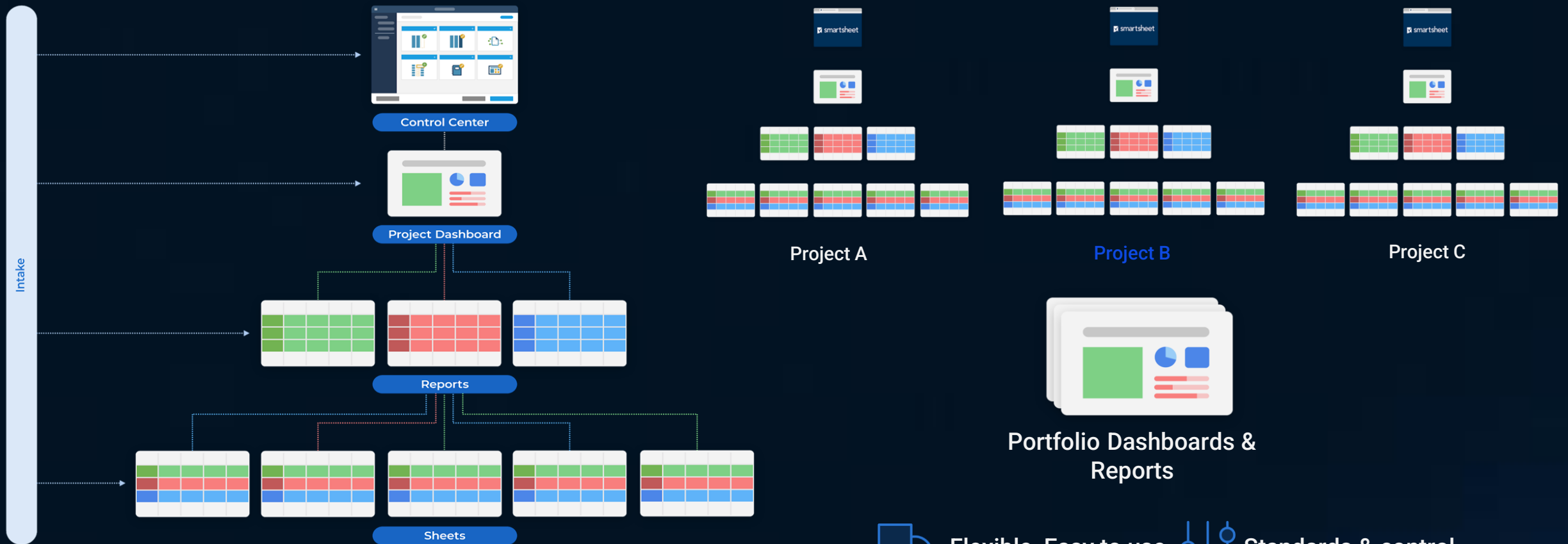
Worker On/Offboarding

An integrated solution for on/offboarding which is inclusive of all worker types including FTEs, Contractors, and Service Providers. Can be fully integrated with HRIS, Active Directory, and ITSM.



Project and Portfolio Management

Deep experience building Project Management and Portfolio Management solutions using Control Center and other advanced Smartsheet Apps



Flexible, Easy to use



Standards & control

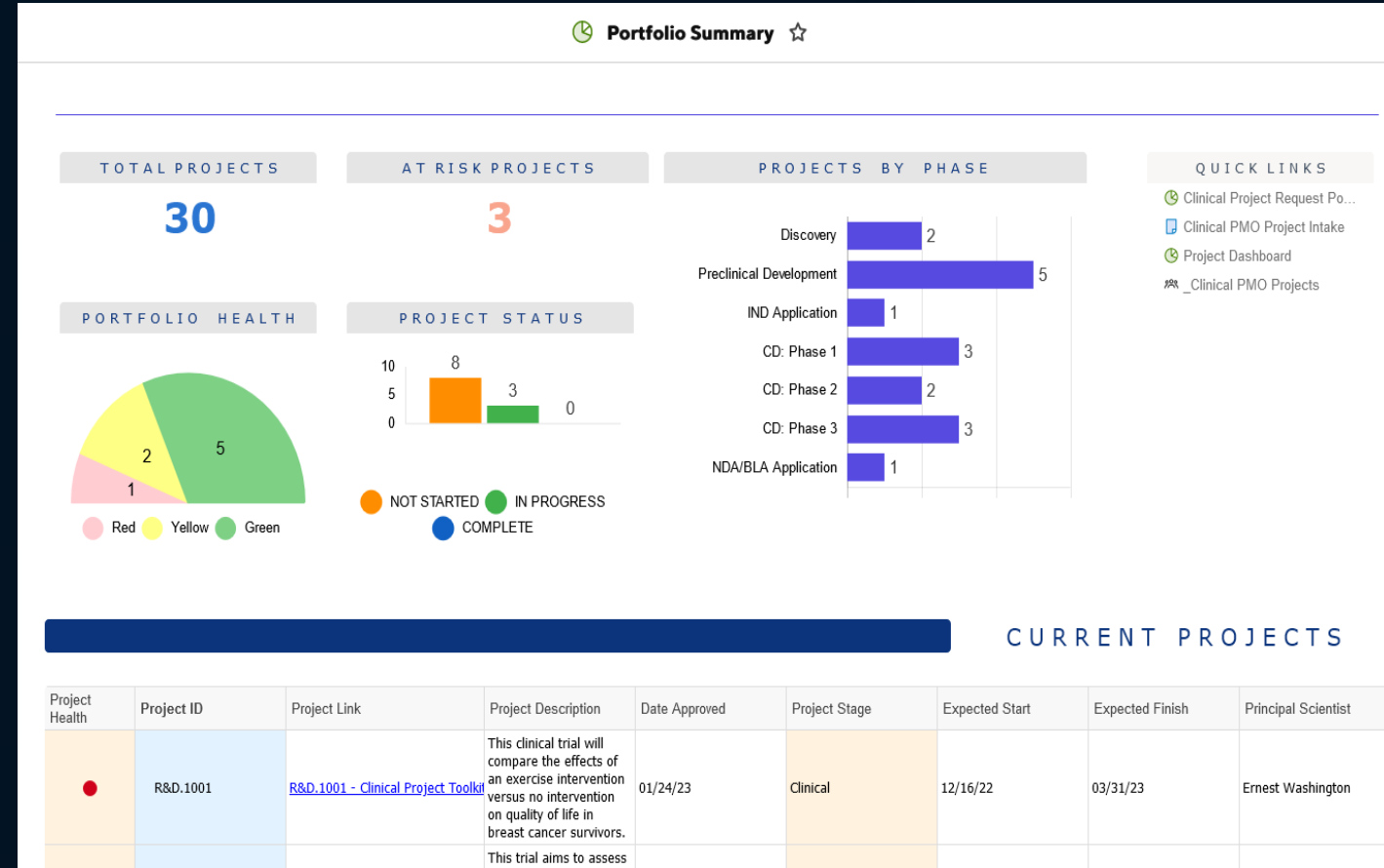
Clinical Project & Portfolio Management

Streamline clinical trial processes and increase efficiencies and visibility from concept to regulatory approval.

With our Clinical PMO solution study activation timelines are accelerated by eliminating manual planning and tracking, reducing project risk.

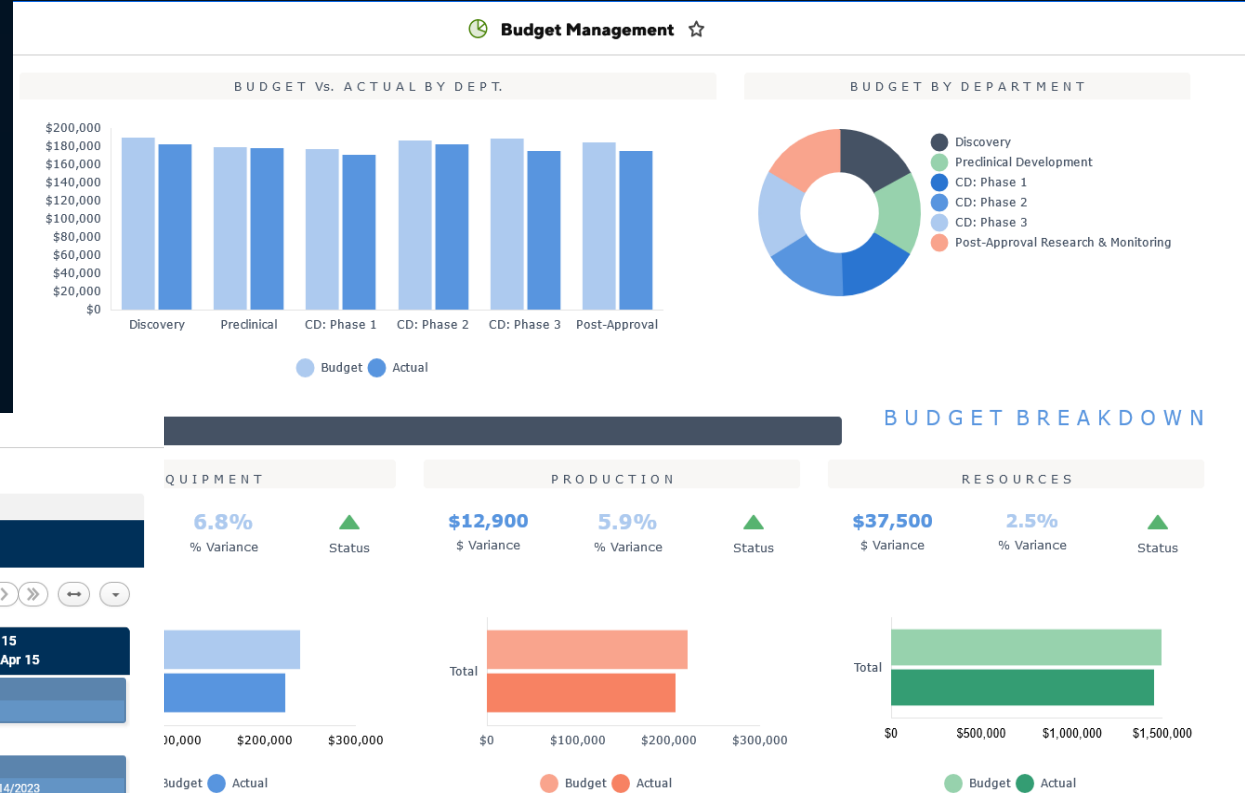
Key Components of our Clinical PMO solutions include:

- Clinical PMO Project Control Center Blueprint
- Clinical Project Intake Sheet
- Clinical Portfolio Summary Sheet
- Clinical Portfolio Dashboard
- Budget Tracking
- Inventory Management
- Clinical Project Plan
- Key Contacts Dashboard
- Issue Tracker
- Clinical Project Dashboard
- Key Reports and Metrics



Clinical Project & Portfolio Management

Our Budget Management Dashboard provides a clear overview of spend per each phase of the trial. Data is tied to the Inventory Management providing insight into budgeted versus actual spend.



Portfolio Summary ☆

smartsheet
Calendar

Milestone Report - Calendar App

MAR 19, 2023 TO APR 15, 2023

Filter Off [icon] WEEK TODAY [icon] [icon] [icon] [icon]

PROJECT NAME	Week 12 Mar 19 to Mar 25	Week 13 Mar 26 to Apr 01	Week 14 Apr 02 to Apr 08	Week 15 Apr 09 to Apr 15
A Randomized Controlled Trial of Exercise Intervention	CD: Phase 2 <PM> - 03/17/2023 to 03/26/2023		NDA/BLA Application <PM> - 04/04/2023 to 04/13/2023	
		CD: Phase 3 <PM> - 03/26/2023 to 04/04/2023		FDA Review <PM> - 04/13/2023 to 04/14/2023 Post-Approval Research & Monitoring <PM> - 04/14/2023 to 04/21/2023
Device for Obstructive Sleep Apnea	NDA/BLA Application Scott Parmely - 03/21/2023 to 03/30/2023		NDA/BLA Application <PM> - 04/04/2023 to 04/13/2023	
	Proposal <PM> - 02/20/2023 to 03/23/2023	FDA Review Scott Parmely - 03/30/2023		FDA Review <PM> - 04/13/2023 to 04/14/2023
	CD: Phase 3 Scott Parmely - 03/12/2023 to 03/21/2023	Post-Approval Research & Monitoring Scott Parmely - 03/30/2023 to 04/06/2023		Post-Approval Research & Monitoring <PM> - 04/14/2023 to 04/21/2023
	Discovery <PM> - 03/23/2023 to 05/27/2023			
	CD: Phase 2 <PM> - 03/17/2023 to 03/26/2023			

Spend less time managing backlogs and creating complicated calendar views with the Calendar App from Smartsheet.

No manual entry required. Calendars are automated based on information in the project plan

Workforce Analytics

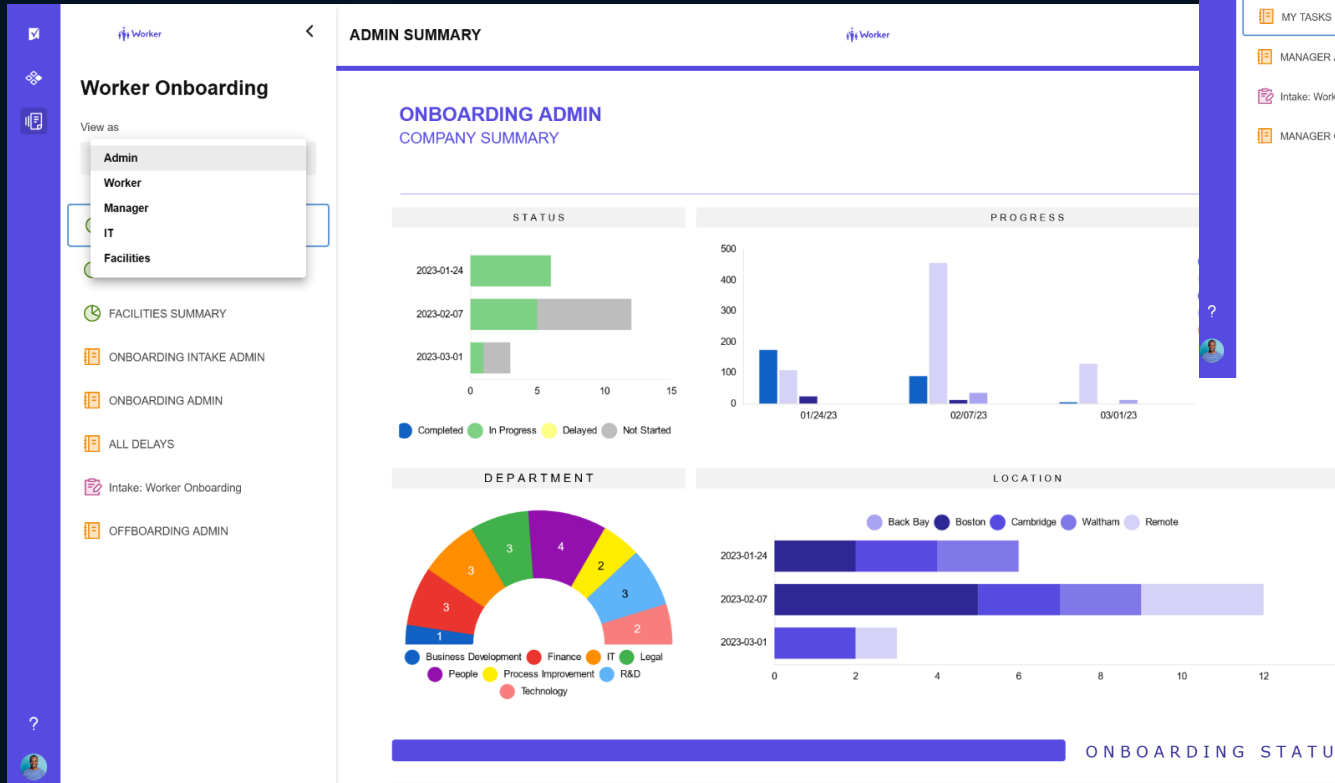
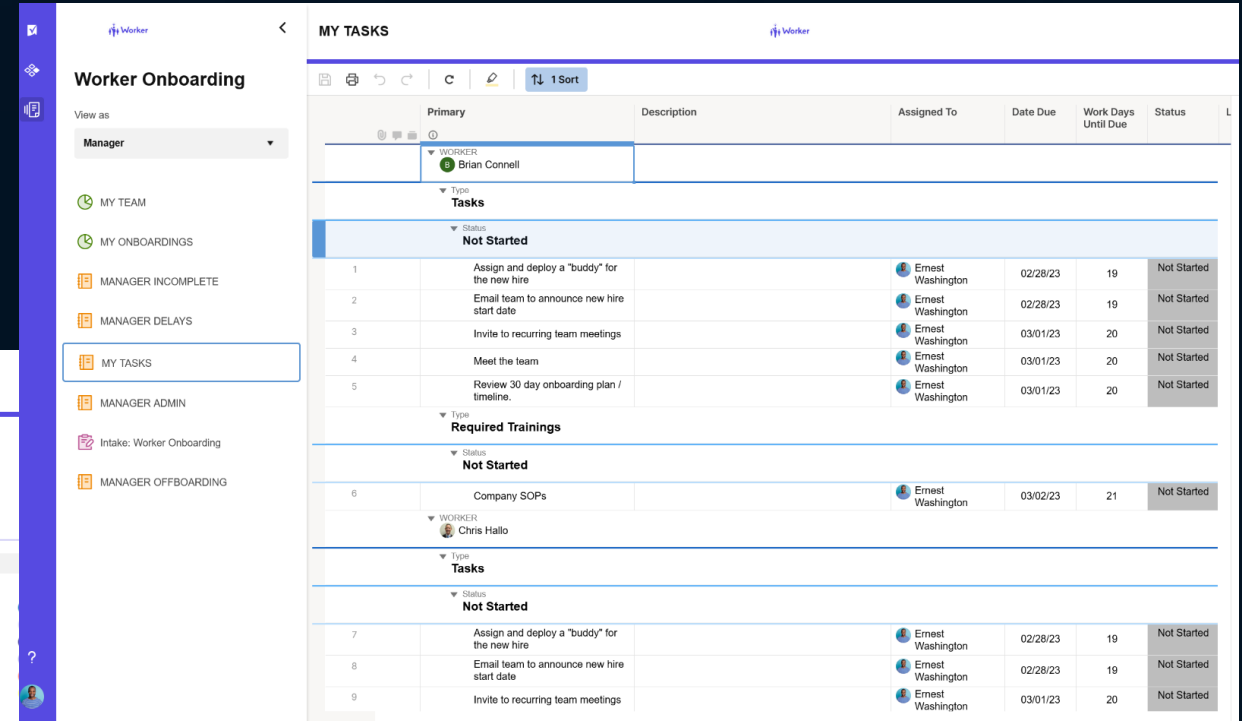
Our templated Data Analytics dashboards eliminate the need for repetitive manual effort. Data from multiple sources can be leveraged in one centralized location, and with automatic data refreshes, your reports and analytics will always be based on real time information.



From quantity and location of key open roles, time to fill and top hiring managers, to DEI analytics, performance and retention and everything in between, our dashboards can help inform business decisions and outcomes

Worker On/offboarding

Manage worker on/off boarding in a centralized place with our fully automated Worker App. Whether it's a full-time employee, vendor or an independent contractor, we have a centralized solution that provides visibility to all stakeholders on joiners and leavers.

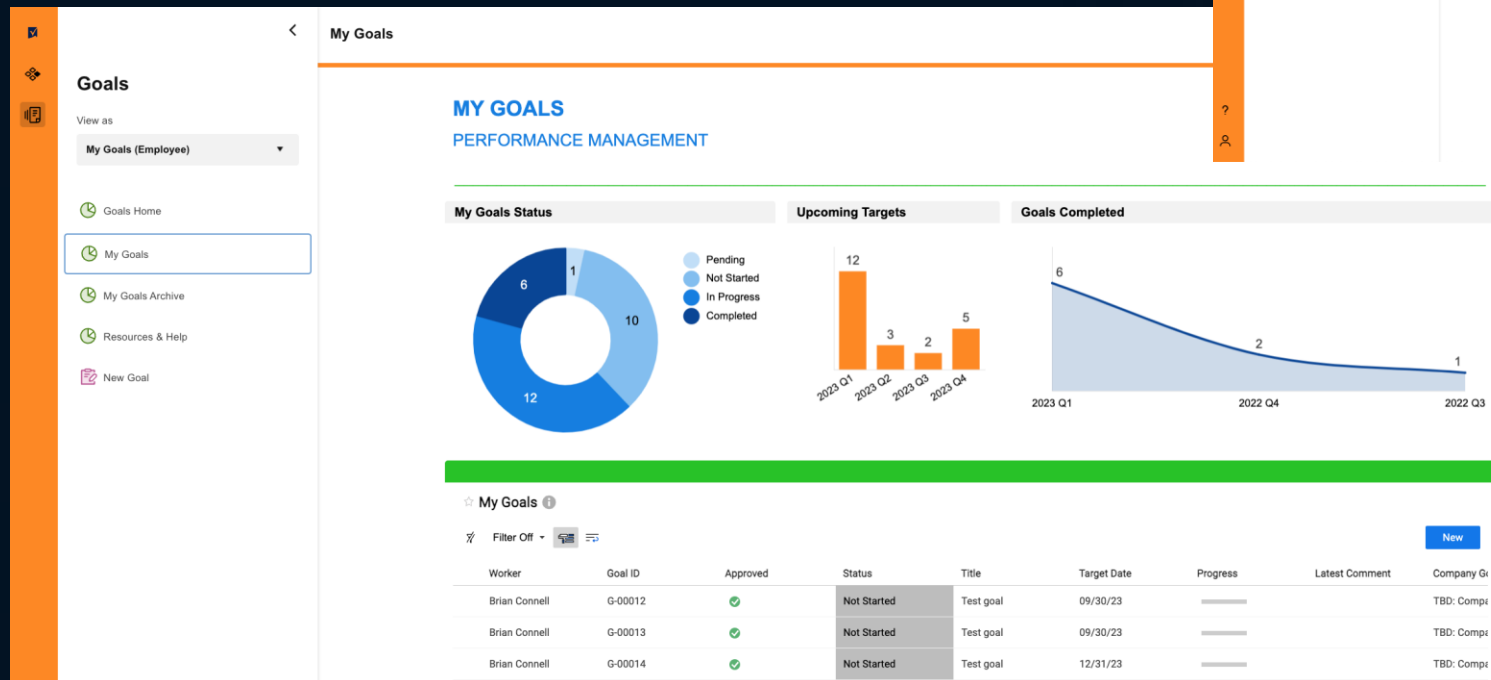
MY TASKS

ID	Type	Description	Assigned To	Date Due	Work Days Until Due	Status
Worker: Brian Connell						
Tasks						
Not Started						
1	Task	Assign and deploy a "buddy" for the new hire	Ernest Washington	02/28/23	19	Not Started
2	Task	Email team to announce new hire start date	Ernest Washington	02/28/23	19	Not Started
3	Task	Invite to recurring team meetings	Ernest Washington	03/01/23	20	Not Started
4	Task	Meet the team	Ernest Washington	03/01/23	20	Not Started
5	Task	Review 30 day onboarding plan / timeline.	Ernest Washington	03/01/23	20	Not Started
Required Trainings						
Not Started						
6	Training	Company SOPs	Ernest Washington	03/02/23	21	Not Started
Worker: Chris Hallo						
Tasks						
Not Started						
7	Task	Assign and deploy a "buddy" for the new hire	Ernest Washington	02/28/23	19	Not Started
8	Task	Email team to announce new hire start date	Ernest Washington	02/28/23	19	Not Started
9	Task	Invite to recurring team meetings	Ernest Washington	03/01/23	20	Not Started

With tasks automatically assigned based on the workflow type, on/offboarding can be a seamless process. Automate tasks to provision and deprovision access and equipment based on contract start/end dates to support compliance and reduce risk.

Performance Management

Move away from tracking and manual performance on Word and Excel. With our Performance solution, you can empower your employees and managers to take a collaborative approach to Performance Management with Career Conversations, Continuous Feedback and Goals Tracking.



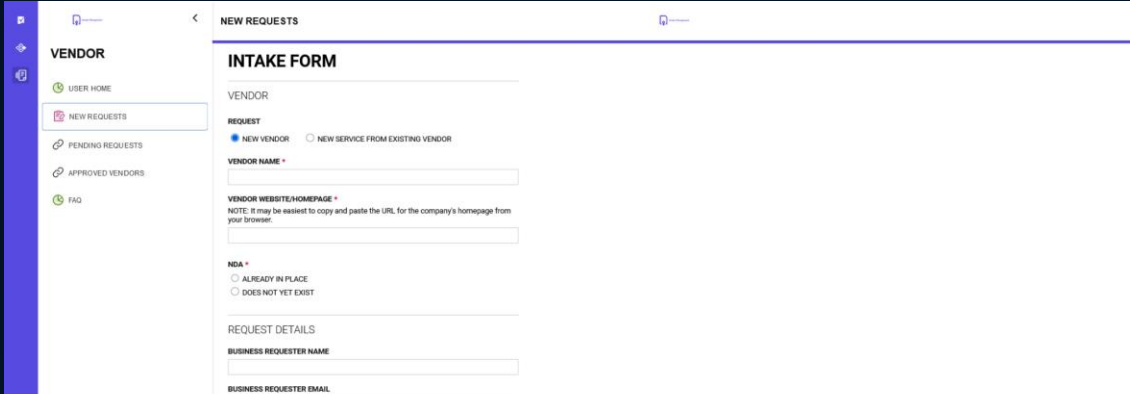
Communicate Company Goals and manage progress at an employee, team, and department level.

Vendor & Financial Solutions

Finance is one of the most common use cases for Smartsheet

We have three pre-built solutions:

1. **Vendor Management:** to handle request, approval, and tracking of vendors
2. **Savings Tracker:** for a Sourcing team to track cost savings against baseline
3. **Service Accruals:** To enable simplified accrual processes against service POs for the entire business



NEW REQUESTS

VENDOR

USER HOME

NEW REQUESTS

PENDING REQUESTS

APPROVED VENDORS

FAQ

INTAKE FORM

VENDOR

REQUEST

NEW VENDOR NEW SERVICE FROM EXISTING VENDOR

VENDOR NAME *

VENDOR WEBSITE/HOMEPAGE *

NOTE: It may be easiest to copy and paste the URL for the company's homepage from your browser.

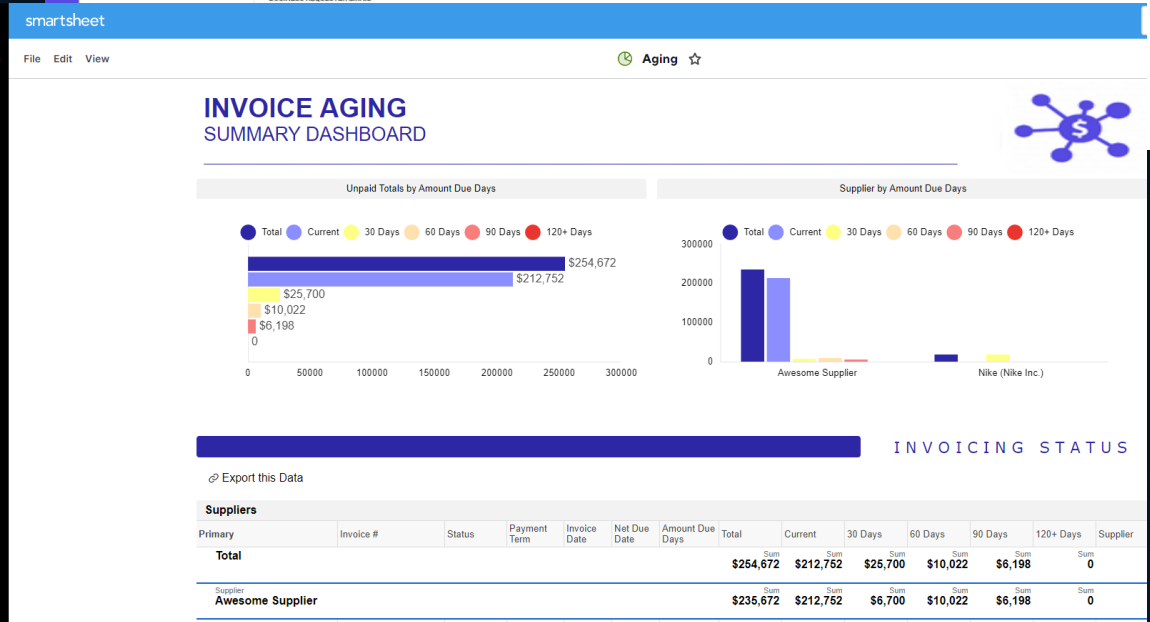
NDA *

ALREADY IN PLACE DOES NOT YET EXIST

REQUEST DETAILS

BUSINESS REQUESTER NAME

BUSINESS REQUESTER EMAIL



Custom Solutions

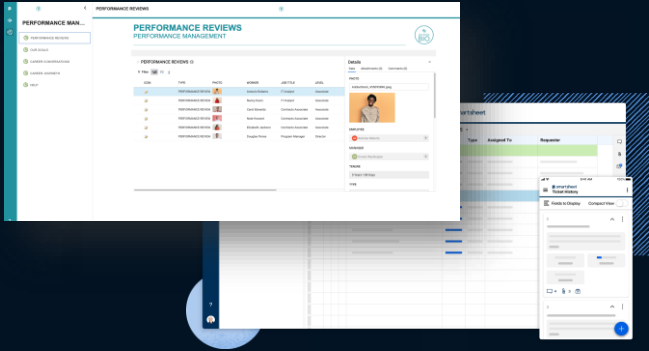


Smartsheet is incredibly flexible. It is typical and even recommended to build out custom solutions for your needs based on the specific workflow, data, and operational challenges you are looking to solve.

Examples include:

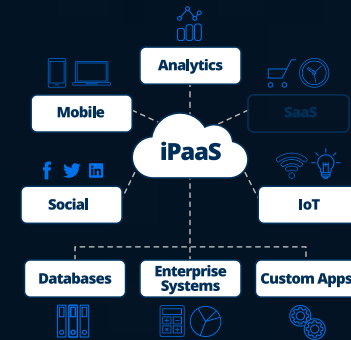
- **Customer Portals**
- **Approval Processes**
- **Data management**
- **External Collaboration**

Smartsheet Capabilities



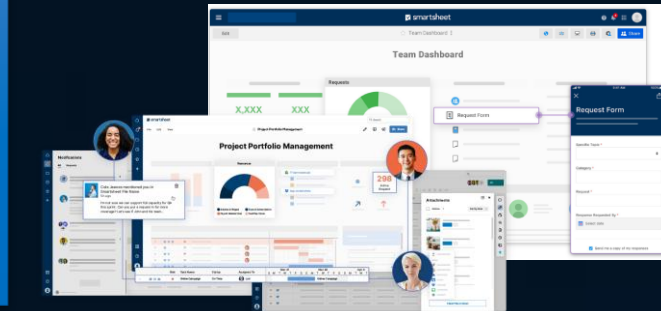
Tier 3: Smartsheet as an Enterprise App/Infrastructure

- Use of “Advance” tier apps including Dynamic View, Bridge, Data Mesh, and Work Apps enables enterprise capabilities and turns Smartsheet into Infrastructure
- Integration with other data sources including Project, Worker, Customer
- Creation of full enterprise apps and data management solutions built on a Smartsheet backend, with IAM, RBAC, improved security, and APIs for integration



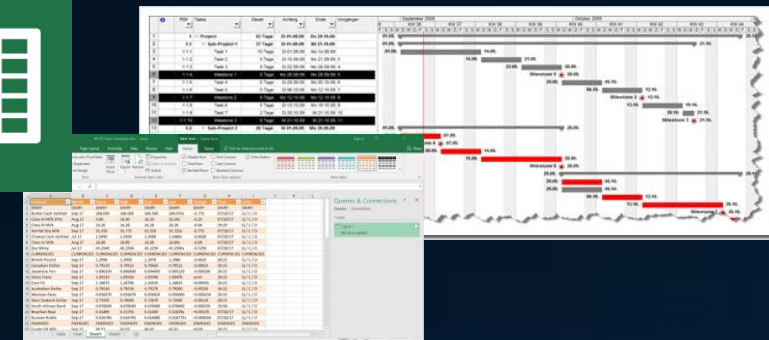
Tier 2: Control Center PMO and Business Process Automation

- Intake, approval, dashboards, and portfolio view for projects
- Light integration with other tools, some OOTB connectors
- Use of Smartsheet workflow capabilities especially around projects



Tier 1: Excel/Project Alternative

- Typically purchased on a credit card or low-cost and used as a SaaS alternative to Excel and Project, often an alternative to “IT” rather than part of it
- Teams may start to create standards as a business process once sheets proliferate
- Lightweight workflows such as request forms with an email output



Benefits of DigitalRadius' Smartsheet Apps

Enterprise Software

Our Smartsheet solutions offer enterprise capabilities such as role-based access controls, admin backend, SSO, and analytics. Feature parity with SaaS tools; strong workflow capability, easy and intuitive UI/UX.

Built for the Future

Companies of all sizes should be focused on data, automation and scalability. Our solutions enable structured and centralized data, increasing data quality within organizations automates repetitive processes, allowing teams to focus on strategic initiatives.

Without the Cost

DigitalRadius' Smartsheet solutions bridge the gaps when solutions do not exist or are not fit for purpose.

Solutions can be deployed at minimal costs compared to enterprise software ~90% less of the cost
All employees do not need to be provisioned a licensed Smartsheet account – dashboards and forms for data entry can be shared without an account
Low effort required of internal teams during and post deployment, allowing teams to continue with their 'day jobs'

Leveraging Smartsheet as the solution, DigitalRadius enables companies to do more with less



How DigitalRadius is Different



By Ander Tallett, *Founder*



- At Moderna, I had many of the big consulting companies come in for projects. **They universally** failed to understand, bottom-up, what teams did on a daily basis, why limitations existed, and why decisions had been made. **They** always pitched two people, a business consultant and IT person, and **never** understood how Digital fits into a modern enterprise.
- This is typical. **80%+ of major digital transformation projects**, almost all lead by these firms, **fail**. My view is they fail for this exact reason: **they are led by business consultants far removed from the actual operations and with limited Digital knowledge or skills.**
- **DigitalRadius is different.** We work from the **granular level up through the enterprise architecture** and planning. **We bridge the gap between team** and unit-level digital transformation **and the top-down** enterprise transformation. **Our projects work.** We understand IT, we understand Business Consulting, **we are Digital to our core.**
- At Moderna—I **helped build the most advanced Life Sciences business systems environment.** It enabled scale. It saved capital. **It improved decision making. It reduced time to market.** It allowed us to triple our hiring and add zero HR Ops headcount. **It improved ROI dramatically.** For that, I had the **highest rate of salary growth and promotion over 5 years at Moderna.**
- **My role in Digital was so much a part of the operations, that it frequently crossed into functional ownership:** including Human Resources, Talent Acquisition, Learning & Development, and Finance—**with roughly 1/3rd of Finance reporting directly to me** by 2020. That level of **functional knowledge and granular operational skill sets DigitalRadius apart.**

We solve operational issues through the lens of technology—and we love doing it.

How We Can Help

We work with your team in a phase appropriate way, with engagements starting at 10hrs and ranging up to full build-outs and custom application development built on top of Smartsheet.

Crawl

- Build single sheets to improve processes
- Data capture, data mgmt.
- Forms and limited workflow

Walk

- Build integrated processes with controlled sheets + APIs
- Data becomes an asset that can be integrated and leveraged
- Workflows, Control Center

Run

- Integrated Smartsheet based operations and solutions
- Full workflow, data mgmt. and data integration capabilities

All of our engagements include documentation, knowledge transfer and training for admins and users.



DigitalRadius

FOR PRICING OR MORE INFORMATION
PLEASE REACH OUT TO:

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