

How a Continuous Glucose Monitoring Company Enhanced Compliance and Efficiency in Speaker Programs with IQVIA MedTech

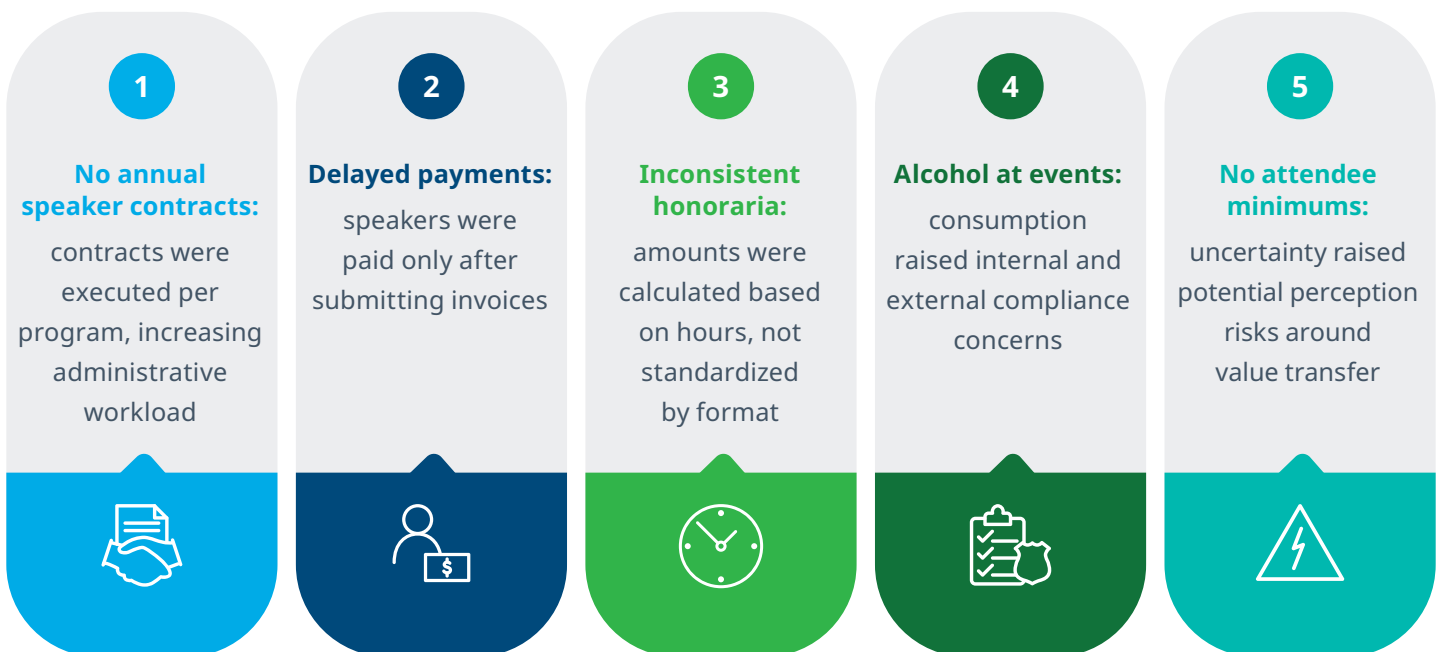
Background

Speaker programs have long been a staple in the pharmaceutical industry. Increasingly, MedTech companies are recognizing program value — not just for healthcare professional engagement, but also as a lever for compliance and operational improvement. IQVIA MedTech, with its deep experience in orchestrating compliant and effective speaker programs, recently partnered with a leading continuous glucose monitoring (CGM) company to modernize its approach.



The challenge: Administrative strain and compliance gaps

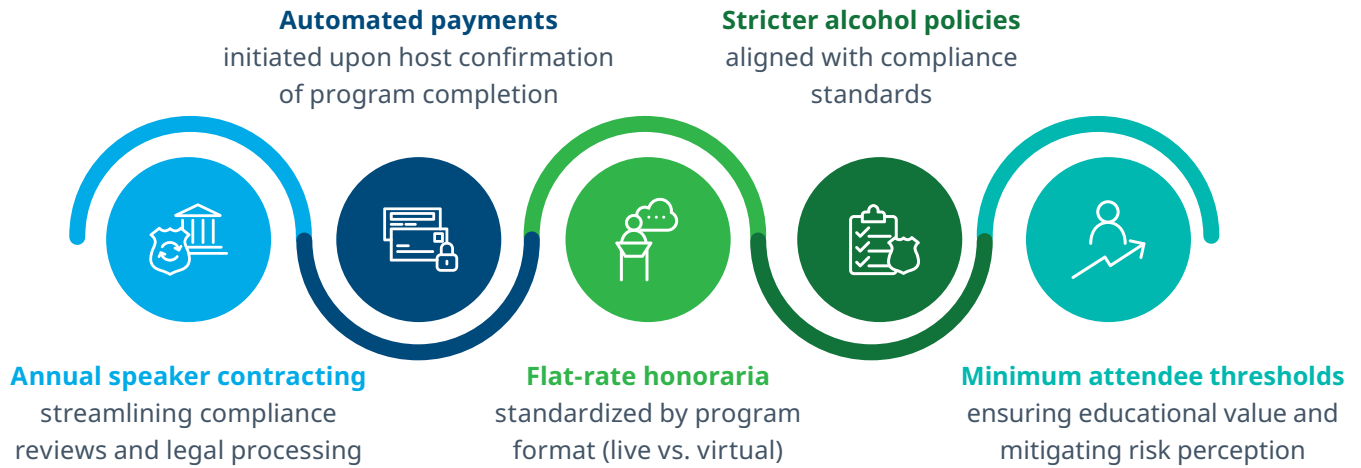
This customer had been conducting speaker programs under a legacy consulting model that presented several pain points:



These practices, while once common, no longer reflected evolving industry norms or regulatory expectations.

IQVIA MedTech's approach: Tailored best practices

IQVIA MedTech delivered a structured, scalable solution aligned with industry best practices. Key enhancements included:



The Results: Significant time and efficiency gains

Since adopting IQVIA MedTech's model, the customer has seen tangible improvements in both operations and speaker satisfaction:

354+ internal hours saved annually by reducing contract and invoice processing time	10,625+ minutes saved for speakers , with no more need for invoice submissions	Quicker speaker payments , leading to increased satisfaction and higher retention	Improved compliance posture , giving stakeholders peace of mind that processes align with current expectations
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These changes helped the customer shift from a reactive, labor-intensive model to one that is streamlined, consistent, and defensible.

Conclusion: Turning speaker programs into strategic assets

This transformation shows how Medtech companies can elevate their speaker programs with the right operational model. IQVIA MedTech's support helped reduce risk, improve satisfaction, and free up valuable internal resources while reinforcing compliance.

"We've seen not just efficiency gains, but also greater confidence in how our programs are run."

— Director, Medical Affairs

Considering a speaker program transformation?

Let's explore what structured, compliant, and scalable looks like for your organization.



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