



*Trial Form Support is beautifully situated, at Vedbæk a little north of Copenhagen with a view of the Øresund. Here Dr Telmer founded the company in 2000*

# Your strategic partner in the field of CRO

***Experience and control are some of the keywords characterising the staff members at Trial Form Support (TFS). The CRO company covers the entire spectrum of clinical testing from phases I to IV***

In 1996 TFS was established in Lund by Swedish Daniel Spasic, who at that time was indeed a very far-sighted man, as today the company has grown to comprise over 100 employees. Likewise, TFS is now present in Sweden (corporate headquarters), Denmark, Norway, Finland, the United Kingdom, Estonia and Russia, and thus covers the whole of Northern and Eastern Europe.

One of our strong points lies in the diverse nature of our employees. Many types of education are represented which make us good at supplementing each other - and everyone is equally important, says Birgitte Telmer, country manager, Denmark.

## **Committed employees make a difference**

When the enterprises of the drug industry face the choice of CRO, it may prove a difficult choice, as many CROs tend to be similar.

At TFS the extensive expertise of the staff members is certainly of great importance, and likewise the educational background as doctors, pharmacists, nurses and researchers in the fields of chemistry, biomedicine, biostatistics, data management and quality control are nearly a matter of course. But at TFS the broad experience, overview and commitment of the staff often result in the "extra" aspect that is decisive.

- And we believe that the quality services we offer our

clients combined with a unique personal touch have been the very foundation of our success. We will certainly continue in that spirit, adds Dr Telmer.

Birgitte Telmer has a background as a doctor at Rigshospitalet (the Danish National Hospital) followed by 7 years in the pharmaceutical industry prior to her being in charge of setting up TFS in Denmark. In this three-month-period the enterprise will comprise 10-12 staff.

- As an employee in a CRO organisation you quickly learn the necessity of keeping both the customers and the doctors involved in the studies satisfied. Thus, we must have a thorough understanding of the cultures and backgrounds of all parties. That puts high demands on each individual employee in terms of being service-minded, and a "humorous approach to life" is definitely a plus, Dr Telmer says.

## **Both purely consultancy services - and addition of resources**

According to Dr Telmer the reasons for involving a CRO partner can be numerous.

Over the past 6-8 years the pharmaceutical industry has made increasing use of CRO enterprises, which is due to not least growing recognition that in this field a number of expertises are ready for use.

- I do not think that the issue is either in-house or outsourcing, it must be a matter of "both - and". Some studies are

most practicably conducted in-house, whereas others can advantageously be outsourced; either due to lack of resources or as the required know-how actually is found in a CRO with many years of experience within the specific therapeutic field, she says.

## **Full service CRO**

Right from the beginning TFS has chosen a broad approach to conducting clinical trials. With its long-standing commitment in the sector, TFS has escaped actual specialisation and today offers to carry out clinical trials within a very broad field. Thus, it is far easier to live up to the vision to act as the customers' strategic sparring partner and not just another "temp agency" that assists at peak loads.

- Our clients involve our expertises at an earlier stage, and thus we can have a better say as regards the conduct of the studies, Dr Telmer states.

## **Phase I unit at Karolinska Hospital**

18 months ago, TFS together with Karolinska University Hospital set up a phase I unit at the hospital, and Dr Telmer expects much of that.

- Due to the profound respect that Karolinska University Hospital enjoys worldwide, the Phase I unit opens up some possibilities in all the countries where we are represented. Because now we can almost follow a drug from its birth in the laboratory and until it is marketed, Dr Telmer concludes.

## Info

### MAIN ACTIVITIES

TFS is a full-service Contract Research Organisation (CRO) working in Northern and Eastern Europe with a wide range of clinical trial services covering the whole clinical trial programme from phase I to IV.

Our customers are international and national companies performing clinical research within the pharmaceutical, biotechnological and medical device sectors.

### HAPPY TO RECEIVE JOB APPLICATIONS

Yes

### EXPECTED NUMBER OF NEW EMPLOYEES IN 2005

2-4

### WE LOOK FOR EMPLOYEES WITH AN EDUCATIONAL BACKGROUND FROM

Master degree in pharmacy or Registered nurses

### FIND OUR AVAILABLE JOBS AT

[www.trialformsupport.com](http://www.trialformsupport.com) or send us your CV



TRIAL FORM SUPPORT

### HR CONTACT DETAILS

Trial Form Support ApS  
Vedbæk Strandvej 425  
DK-2950 Vedbæk  
Phone: +45 45652050  
Fax: +45 45652055  
e-mail:  
[tfs@trialformsupport.dk](mailto:tfs@trialformsupport.dk)  
[www.trialformsupport.com](http://www.trialformsupport.com)