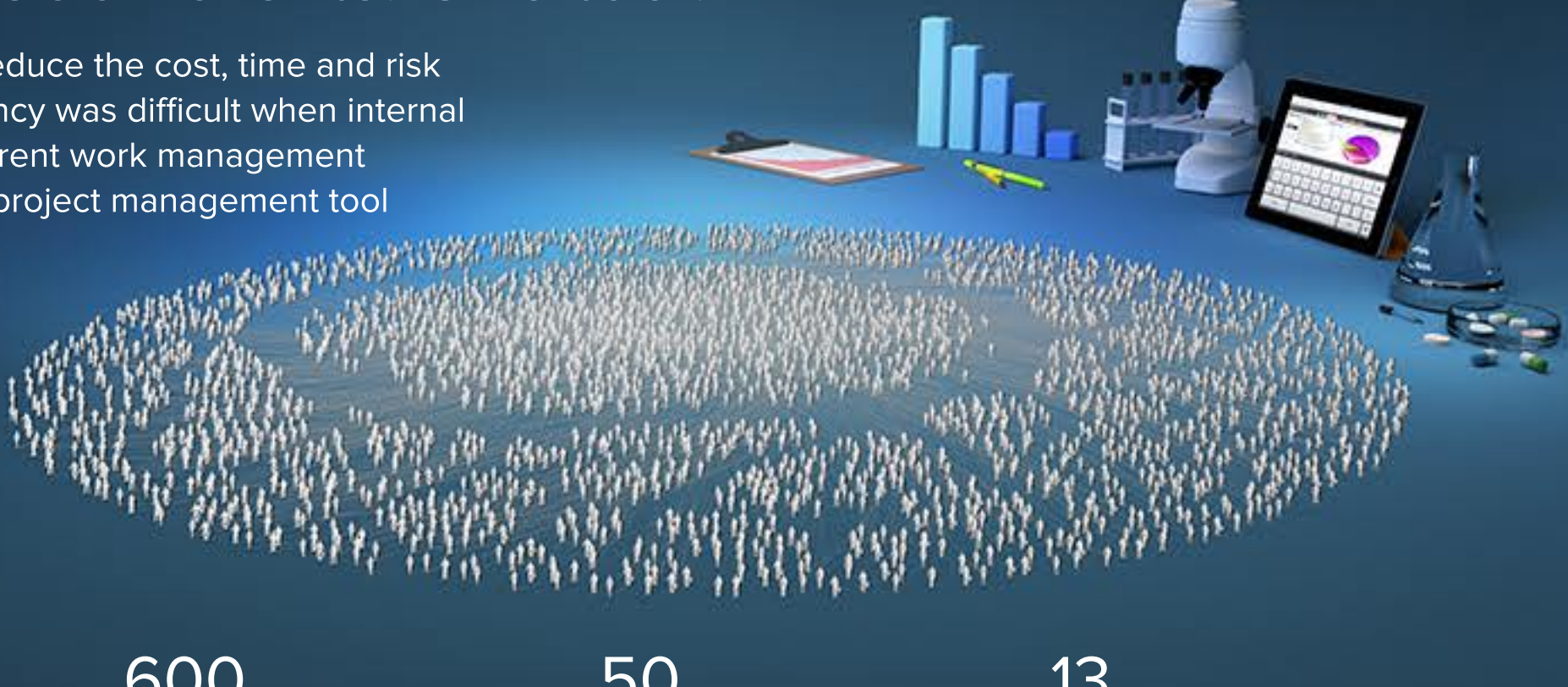


Coordinate Client Projects

1,200+ employees. 500+ clients. One tool.

Medidata provides SaaS solutions to reduce the cost, time and risk of clinical trials. Enterprise-wide efficiency was difficult when internal teams and external partners used different work management systems. Smartsheet became the one project management tool everyone could use.



600
Partners & Clients

50
Project Managers

13
Internal Teams

“We didn’t have a centralized repository of project plans or updated project timelines. Creating processes in Smartsheet meant we were no longer emailing for updates or questioning timeline versions.”

Keith DiAngelis,
Senior Director, Technical Services &
Business Process Optimization

Transparency Leads to Better Collaboration

“Smartsheet has revolutionized the way we manage our partnerships and collaborate internally.”

Sara Stauffer,
Sr. Manager Partner Accreditation

Need

Simplified Process

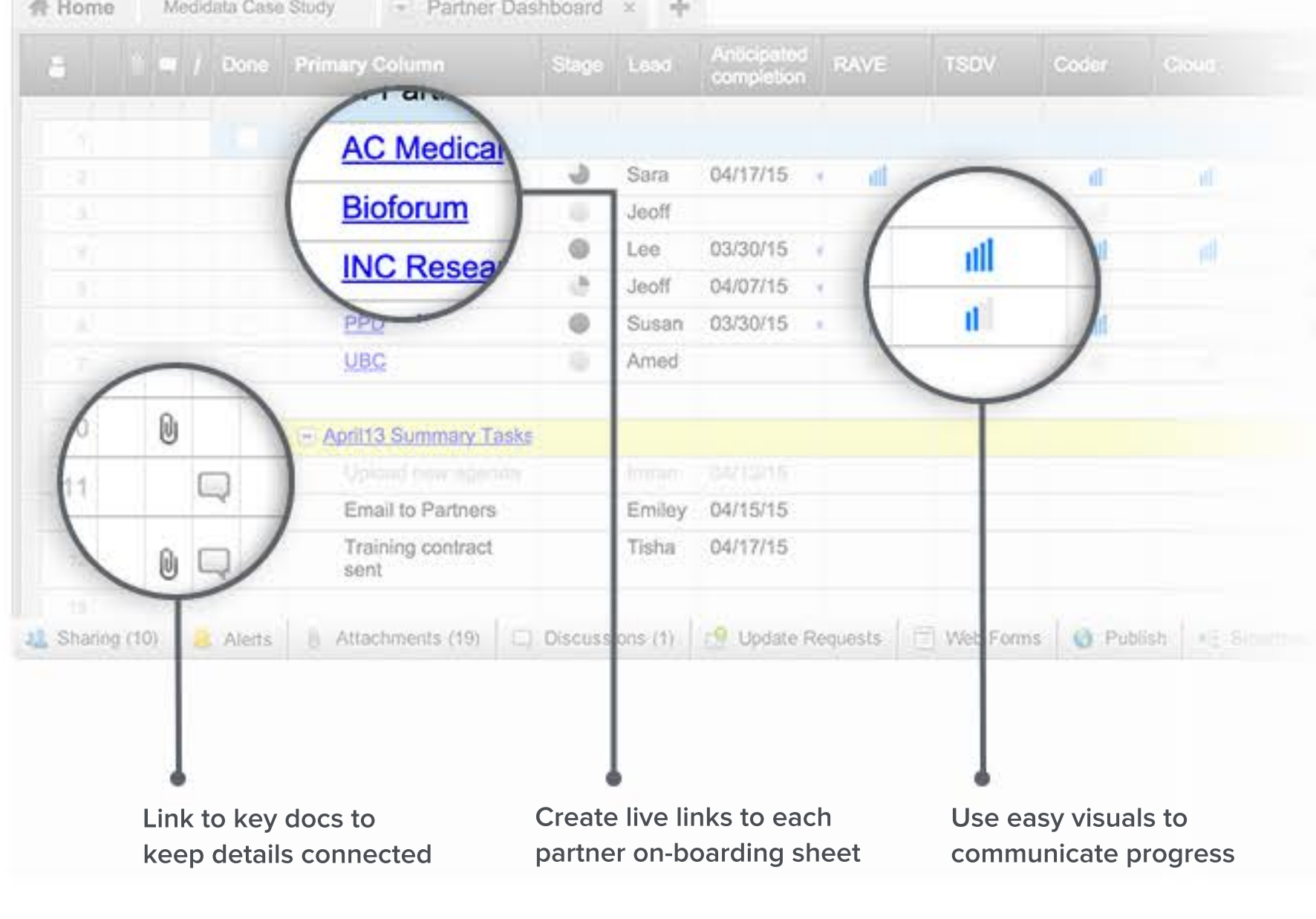
“We needed a dedicated effort to partner training. We wanted to provide visible structure and real-time access to our accreditation process.”

Sara Stauffer,
Sr. Manager Partner Accreditation

Solution

Visualize Progress

Sara’s first step was turning key sheets into templates to simplify and standardize the partner on-boarding process. She then visualized each partner’s progress in a dashboard she could share.



[View Smartsheet Templates](#)

Need

Fewer Email Conversations

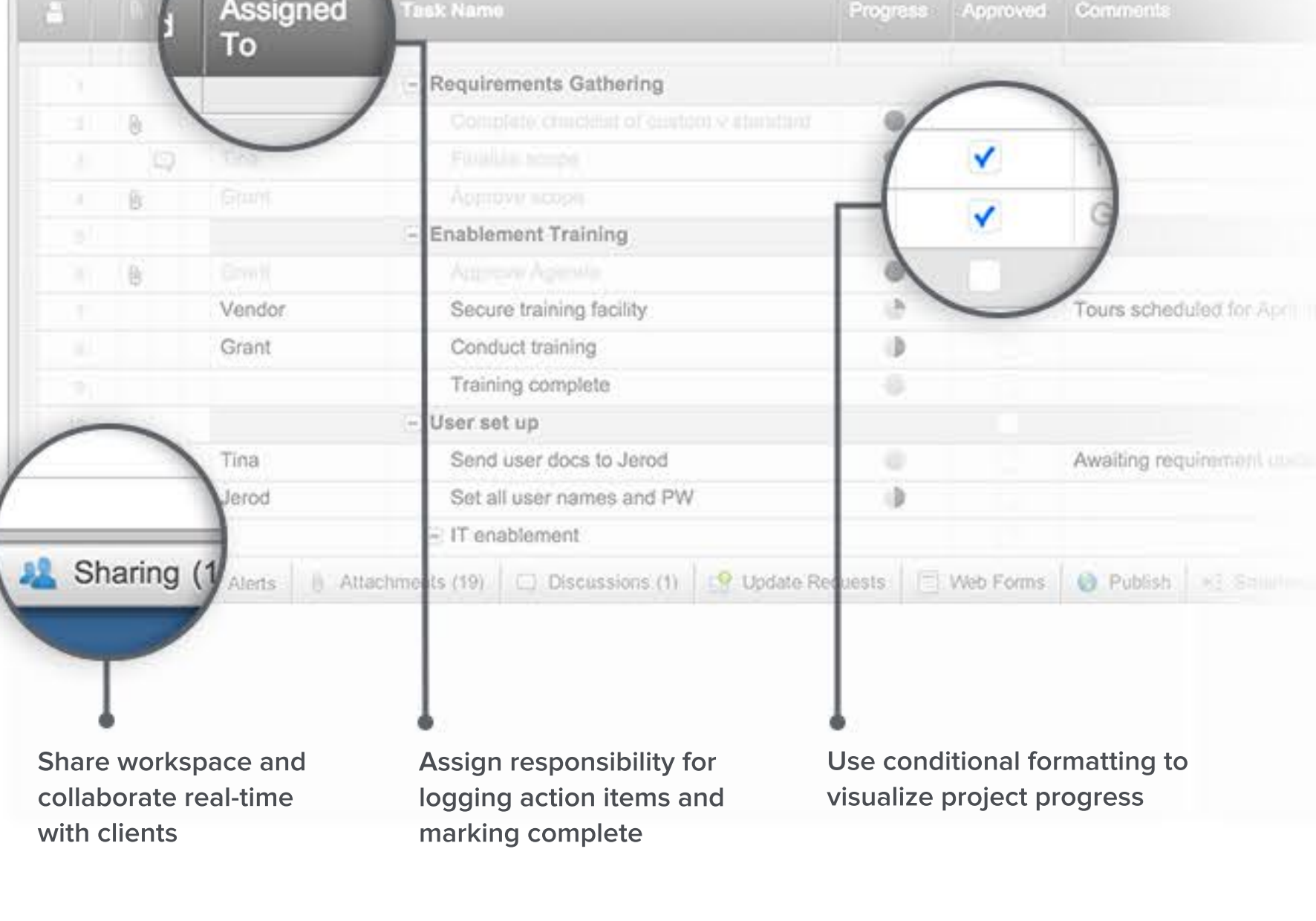
“Managing timelines in complicated project software was not client-friendly. I needed to reduce email volume and provide better project transparency to my clients.”

Tina Pagos,
Senior Project Manager,
Customer Enablement

Solution

Cloud-Based Project Plans

Tina’s first step was to import her project timelines, - Gantt and all, - into Smartsheet. She then shared the relevant project plan with each client and collaborated directly in the sheet. Clients could finally follow a project without having to request an update.



[View Smartsheet Templates](#)

Need

Simple Management of Complicated Projects

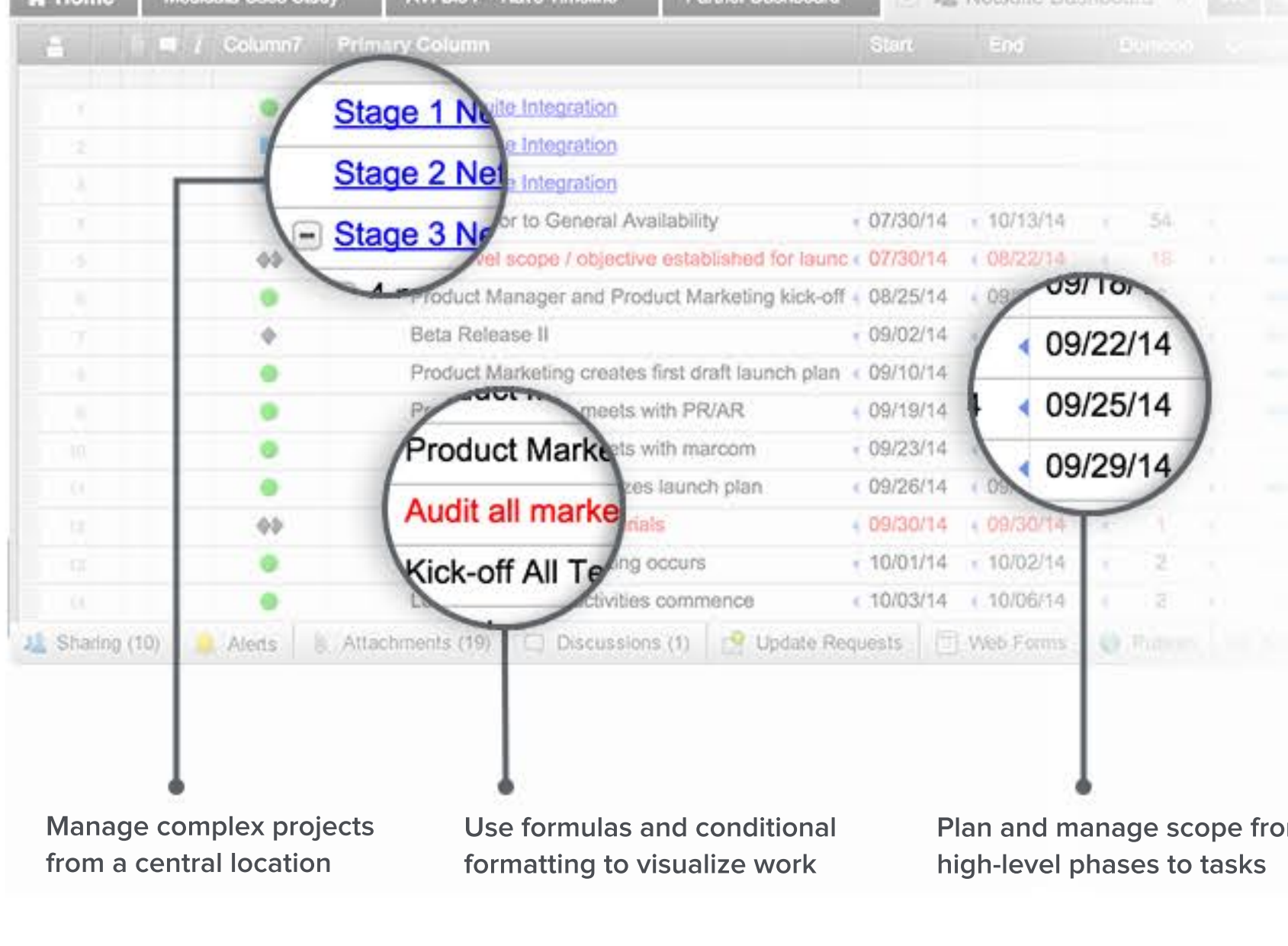
“Our global operations team manages complicated year- long projects and we needed a user friendly project management solution to keep everyone organized, coordinated and accountable.”

Justin McDonald,
Sr. Marketing Operations Manager

Solution

Create and Manage Checklists

Justin and his team were able to manage big milestones and task-level assignments by breaking a complex integration project into five smaller phases. What was anticipated to be a year-long project was finished in 8 months.

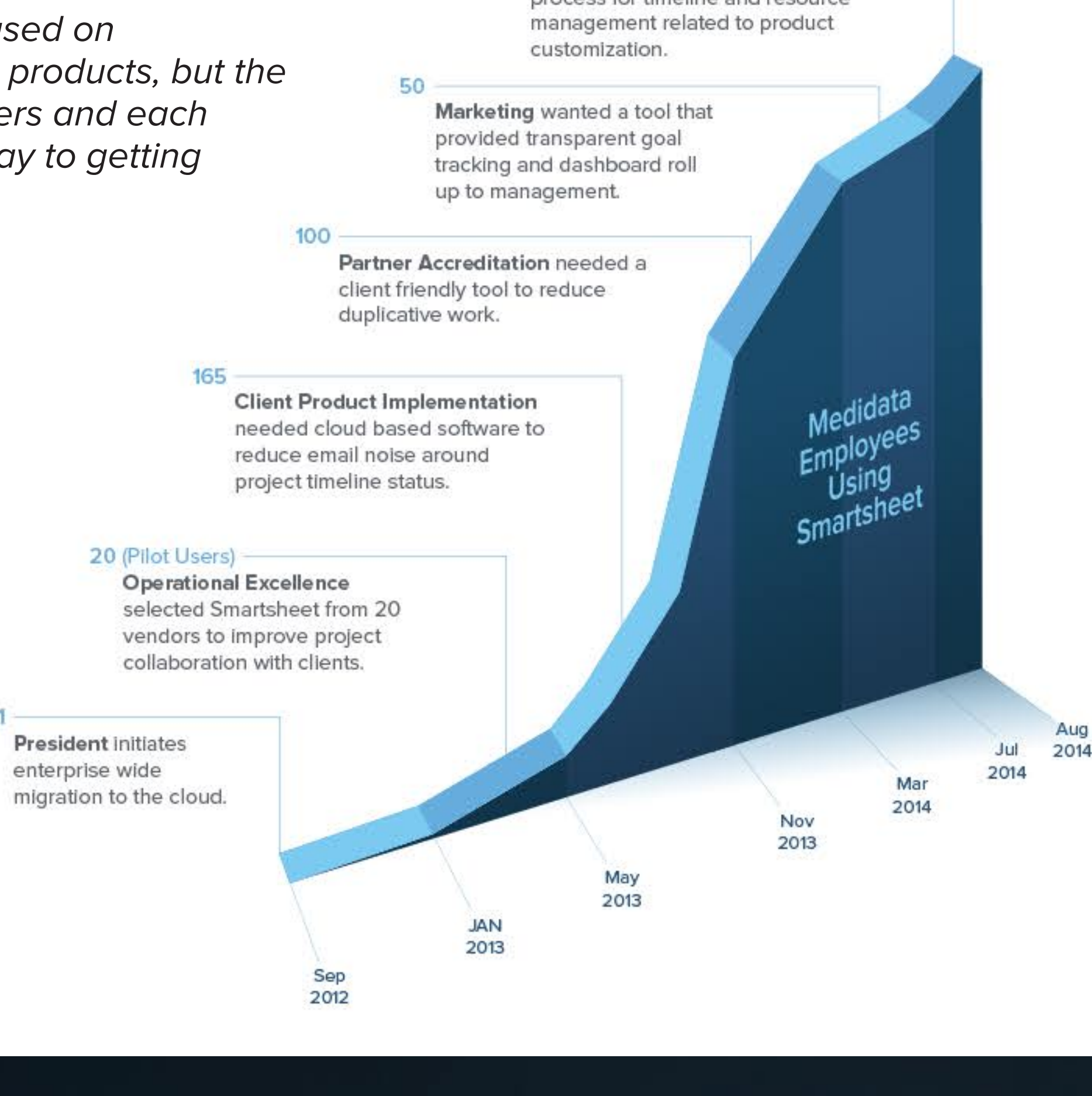


[View Smartsheet Templates](#)

Reaching Cloud-Based Business Goals

“In September 2012 our president started a cloud-based initiative focused on everything we do. Not just products, but the way we work with customers and each other. We’re well on our way to getting there.”

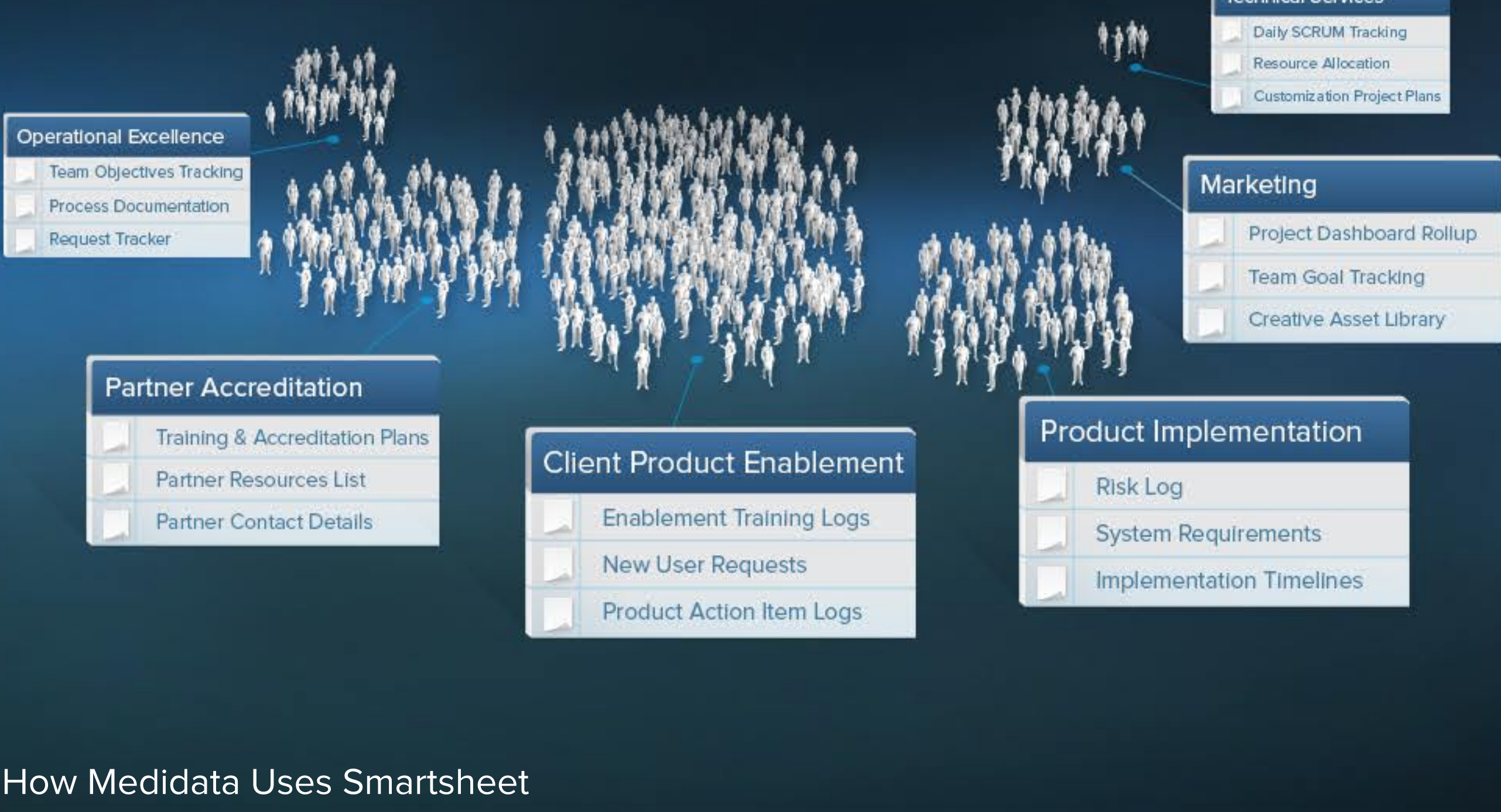
Keith DiAngelis,
Senior Director, Technical Services &
Business Process Optimization



Everyone Is Receptive – Even IT

“When I found Smartsheet, I knew we would be more efficient right away. It was immediately useful and easy for IT to maintain.”

Keith DiAngelis,
Senior Director, Technical Services &
Business Process Optimization



How Medidata Uses Smartsheet

Implementation	Enablement	Partner Accreditation
784 Clients managed	1,933 Enablement activities	6,142 Onboarding tasks managed
5,366 Customer & partner sheet views	261 Discussions tracked	2,985 Partner resources coordinated
8,243 Implementation tasks coordinated	52 Documents managed	779 Documents shared