



RepClear has developed a series of case studies designed to help sales leadership clearly understand the value of credentialing support for their representatives.

CASE STUDY #2: National Biopharma Launch Team Keeps Credentialing on Track

Client: Large Biopharmaceutical Company

Team: 25-person product launch team across 17 states

Challenges:

- Aggressive launch timeline for specialty therapy
- Credentialing delays threatened the launch schedule
- Frequent hospital policy changes

RepClear Solution:

- Managed onboarding and credential setup across vendors
- Dedicated RepClear manager as single point of contact
- Rapid-response tracking of policy changes
- Daily compliance snapshots for leadership

Outcomes:

- 96% full access before product drop date
- No need for rep training on multiple systems
- Avoided \$750,000 in potential launch delay losses

Cost Justification:

- 25 reps generating \$30,000/month each = \$750,000/month at risk
- Timely credentialing avoided revenue loss