


# Technical Consulting for Biomedical Consulting Group

## PROJECT DETAILS

 IT Consulting & SI



 Less than \$10,000



*"They provide transparent and effective project management that exceeds expectations."*

## PROJECT SUMMARY

Blackburn Labs partnered with a biomedical informatics company on a cell-sequencing technology. They offered research and consulting services on the best available technology stacks for the project infrastructure.

## PROJECT FEEDBACK

Internal stakeholders are pleased with the quality of Blackburn Labs' work. Customers can expect transparent and effective project management that exceeds expectations.



## The Client


Introduce your business and what you do there.


I'm the CEO of Talerics Consulting, a biomedical informatics company. We provide consulting services for academic medical centers and other biotechnical organizations.


## The Challenge

What challenge were you trying to address with Blackburn Labs?

We're currently partnering with an Ivy League medical school, and needed an outside partner to provide technical consulting.

 **Dana Vuzman**  
Founder, Talerics Consulting

 **Healthcare**

 **1-10 Employees**

 **Boston, Massachusetts**

### CLIENT RATING

**5.0**

Overall Score

Quality: 5.0

Schedule: 5.0

Cost: 5.0

Would Refer: 5.0



## The Approach

### What was the scope of their involvement?

Blackburn Labs supported our project with the medical school, which involves single-cell analysis to serve the school's cell-sequencing technology.

Essentially, Blackburn Labs' function was to provide consulting services on infrastructures that are already available to execute this type of project. Rob (CTO, Blackburn Labs), conducted a great deal of market research, reviewing a range of stack technologies.

### What is the team composition?

We worked exclusively with Rob.

### How did you come to work with Blackburn Labs?

I'd engaged with Rob in a previous project, and I really admired his work. I was impressed by his skills, presentation style, and ability to listen to users and gather requirements for software development. Based on that experience, I thought he would be a great fit for this project.

### How much have you invested with them?

We spent between \$5,000-\$10,000 on the engagement.

### What is the status of this engagement?

The project took place between November–December 2019.



## The Outcome

### What evidence can you share that demonstrates the impact of the engagement?

Rob delivered the highest level of results, going beyond our expectations. He's greatly impacted our ability to plan the project, and though we haven't started the implementation process yet, we're extremely pleased with the work he's done. He's had a significant impact on the project.

### How did Blackburn Labs perform from a project management standpoint?

Our project manager is an expert in what he does. We had weekly meetings with Rob, where he presented his work through PowerPoint, and we, in turn, provided feedback and asked additional questions. These meetings helped us build an overview of available technologies, as well as construct plans involving timelines and cost for the next phase of our project. It was very effective.

He provided a transparent tracking system so that we could track his work every step of the way. They provide transparent and effective project management that exceeds expectations.

### What did you find most impressive about them?

The aspect of Rob's work we appreciated the most was his willingness to teach us about his process. He always explained why he recommended a certain technology over another in a clear, concise way that was very helpful to us. It's one of the reasons why I'd like to continue working with Rob in future engagements.

### Are there any areas they could improve?

There's nothing that comes to mind.





## Do you have any advice for potential customers?

Provide as much information as possible. Rob can work independently, but the more he knows the better to ensure you're both aligned. His work is very thorough, and it would cause a fair amount of inefficiency if he went in a different direction than you wanted.

