

## Case Study

# From Point Product to Enterprise Class ELN Solution

Scalable and Flexible: The Benefits of a Configurable No Code, All-in-One  
Electronic Lab Notebook for Biotech



ImmuneBridge

### About the Project

#### Client Application

NK cell-based  
immunotherapies for  
cancer treatment

#### Product

Sapio ELN

#### Website

[www.immunebridge.com](http://www.immunebridge.com)



## Snapshot

ImmuneBridge is a leading biotechnology company developing a new generation of allogeneic cellular immunotherapies to fight cancer. To optimize its operations and accelerate its research efforts, the company sought to modernize its data management systems by transitioning from its legacy electronic laboratory notebook (ELN) to a modern, unified platform from Sapio Sciences. The new ELN has enabled ImmuneBridge to:



Manage, share and analyze critical scientific data at scale.



Work closely with Sapio's expert team of customer support professionals.



Addressed feedback in a timely manner to configure the solution meet immediate and future needs.



Provided consistent support from business analysts, solution architects, and project managers to tailor MVP buildout.

## The Customer

Founded in 2018, ImmuneBridge is a leading biotech company developing allogeneic, off-the-shelf cellular immunotherapies to treat cancer. Its initial approach deploys natural killer (NK) immunotherapies originating from CD34+ hematopoietic stem cells. These NK cells have a unique ability to recognize and attack tumor cells in healthy immune systems, and initial data suggest they are a promising cellular path for safe, scalable, next-generation immunotherapies. The company intends to use its cellular discovery platform and expansion technology in collaboration with organizations that share its mission to scale cell therapy and save lives faster.

## The Challenge

As a forward-thinking, science-driven organization, ImmuneBridge is constantly seeking ways to optimize its operations and accelerate its research efforts, so it decided to transition from its legacy ELN vendor to the innovative ELN solution offered by Sapiro Sciences. ImmuneBridge's former ELN, while initially lower cost, needed more functionality to meet

ImmuneBridge's unique needs as an early-stage startup and support its growth into the clinic. In particular, ImmuneBridge was disappointed with the solutions capabilities to support its needs and that it wasn't receiving adequate customer support from its prior ELN vendor to help them configure and adapt the system as its scientific needs changed.

“Sapiro’s solution is backed by an expert team that understood our requirements and ensured the system will be able to scale with us as we grow. It’s a true laboratory platform that allows our scientists to confidently track sample life history and processing across different teams.”

**Jesse Cotari, Ph.D.,**  
Chief Scientific Officer and Co-Founder,  
ImmuneBridge



## The Solution

ImmuneBridge evaluated multiple options to replace its legacy system and chose the Sapiro Sciences ELN - a unified platform that can handle all its current data management needs with no-code configurability to adapt as experiments change. ImmuneBridge was especially impressed, both during evaluation and as the system was configured and rolled out to scientists, with Sapiro's expert customer support team of business analysts, solution architects, and project managers. The combined team guided ImmuneBridge's scientists and IT team through the process of configuring and implementing the solution, taking the time to understand ImmuneBridge's unique science and workflows.

“Sapiro’s solution is backed by an expert team that understood our requirements and ensured the system will be able to scale with us as we grow,” said Jesse Cotari, chief scientific officer and co-founder of ImmuneBridge. “It’s a true laboratory platform that allows our scientists to confidently track sample life history and processing across different teams.”

### Other critical functionality delivered by the Sapiro ELN includes:

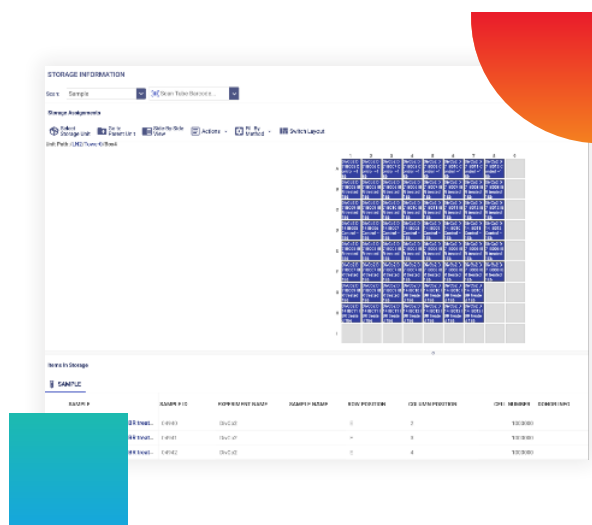
- No-code configurability that makes the ELN easily usable by scientists for data management, data access/search, experiment tracking, and data visibility and enables analysis.
- Sample and materials management
- Easy integration of various technologies, including different software systems and instrumentation such as label printers, without changing the ELN's core platform.
- Built-in science-aware™ tools and scientific data structures that can capture data regardless of its volume or velocity.
- Prebuilt, out-of-the-box apps and tools for bioanalysis, in vivo study tracking, flow cytometry and more.

## The Results

Sapio's ELN provided ImmuneBridge with excellent customer support, a unified platform, flexibility, and a dynamic system that handles the company's needs as it grows. "We chose Sapio because it provides a no-code ELN that quickly flexes and scales to our needs with an expert team to support us on our way," said Cotari.

"Sapio was also very responsive to our requirements," said Cotari. In particular, Sapio's system has streamlined sample management and tracking. Built-in sample management capabilities enable scientists to track the samples used and created within experiments across multiple teams and processes. "A visual, out-of-the-box view of our entire inventory means we can quickly see the entire history of any given sample with a simple keyword search that takes seconds to retrieve results," said Cotari. "The sample management functionality is saving us time and helping us maintain quality and accuracy while reducing inventory costs."

The fast, customizable iterations made possible by the Sapio ELN has enabled ImmuneBridge to rapidly change or add functionality without changing the core product. "In some cases, Sapio's customer success team has been able to address new requirements for us in less than one week," said Cotari. As a result, ImmuneBridge scientists have been able to add new metrics or tweak experiments, data tables, and protocols on the fly. This has helped improve the productivity and quality of ImmuneBridge's research projects. With Sapio's ELN, scientists can easily capture data off instruments and match it with information in ImmuneBridge's computational database to facilitate data analysis, improve lab efficiency, and motivate scientists in their work.



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