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NEWSLETTER · IN CONVERSATION WITH STEVE SANGHERA

The device problem no one talks about

Steve Sanghera — CEO of Inventus — on why the phones and tablets a trial runs on are a bigger headache than anyone admits, and building device provisioning that just works.

Steve Sanghera came to clinical research from mobile telecoms and finance, and about five years ago pointed his entrepreneurial streak at a problem hiding in plain sight. As CEO of Inventus, he delivers secure, provisioned smartphones and tablets purpose-built for life sciences — the unglamorous plumbing that decides whether a decentralised or device-dependent trial actually runs.



The technology should disappear, so the trial can just get on with it.

— Steve Sanghera, on Pharma Prescribed

The plumbing behind the trial

Every trial that hands a patient a device to record symptoms, or a site a tablet to capture data, has a device-provisioning problem: security, configuration, support, scale. It's rarely discussed and frequently underestimated. Steve's bet

is that getting this boring layer right is what lets the interesting layers — the science, the patient experience — work at all.

An outsider's advantage

Coming from telecoms rather than pharma turns out to be a feature. He treats provisioning as the solved-elsewhere logistics problem it is, partnering with global tech leaders to make research more agile, secure and scalable. Sometimes the fresh eyes fix what insiders had simply learned to tolerate.

Entrepreneur, second act

Inventus is the continuation of an entrepreneurial journey rather than a first leap, and it shows in the pragmatism: less grand vision, more make-the-annoying-thing-reliable. In a domain that loves to talk transformation, there's a lot to be said for someone focused on the part that's currently breaking.



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Steve Sanghera is the CEO of Inventus, which provides secure, provisioned mobile devices purpose-built for clinical research.