



Solving Global Validation and Traceability Gaps for Leica Biosystems

Deal Overview

Industry: Healthcare and Life Sciences

Deal Size: \$50K+ ACV

Delivery: SaaS hosted on AWS in 3 regions

Challenge

Leica Biosystems needed a faster, more organized way to manage their testing and validation activities. Their teams were stuck using manual steps and disconnected tools, making it difficult to stay aligned across global teams and meet compliance expectations.

Solution

Inflectra centralized Leica's requirements, testing, and documentation on AWS, helping global teams work faster, stay organized, and maintain clear compliance. In addition, they could feed in the test results from their array of sophisticated sensors and IoT devices for the first time.

Impact

- ✓ **Centralized dashboards** improved cross-team productivity and stakeholder alignment
- ✓ **AI-led traceability** improved accuracy and simplified audit preparation
- ✓ **Global teams** collaborated more efficiently with reliable AWS-backed performance
- ✓ **Validation processes** became more structured, consistent, and audit-ready all the time



"SpiraPlan is an excellent integrated tool for managing both new and ongoing projects. It centralizes all important data, facilitating easy access and consensus among stakeholders."

– Carey S., V&V Manager, Leica Biosystems

Joint Sales Team Collaboration

Rick Baucom

Global Head of Sales Operations, ensured customer satisfaction

Camille Baumann

APAC Regional Manager, drove expansion beyond EMEA/NAMER

Samy El Hassani

EMEA Account Executive, primary account manager, worked to ensure customer delight and satisfaction



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