



## Enabling Scalable and Secure Innovation for a Clinical-Stage Biotech

**Company:** Clinical Stage Biotech

**Location:** Purchase, New York

**Industry:** Pharmaceuticals

**Company Size:** 25 Employees

**Managed Service Client Since:** 2026

### Background

Headquartered in Purchase, New York, the organization is a publicly traded clinical-stage biotech company advancing small-molecule therapies designed to protect neurons and slow diseases like Alzheimer's and Lewy Body Dementia. As they scale, they required a secure, SOC2-aligned cloud foundation, remediation of critical backup vulnerabilities, and a flagship Microsoft Copilot AI deployment to accelerate research, strengthen resilience, and support their next phase of innovation.

### Business Challenge

The organization had outgrown its incumbent IT provider, whose lack of urgency and limited innovation no longer aligned with company's drive to continuously improve. Instead of enabling progress, technology was becoming a constraint. Leadership needed a partner capable of elevating efficiency, strengthening reliability, and delivering the peace of mind that their environment was positioned to support, not hinder, their long-term success.

## Technical Challenge

The organization faced mounting technical obstacles that their incumbent provider was not equipped to manage. Service quality had deteriorated, identity management was inconsistent, and Office 365 accounts remained unmanaged without a unified SSO strategy. As a clinical-stage biotech firm, they also required a SOC2-compliant MSP with rigorous third-party audits. Their goals around Microsoft Copilot further highlighted the need for expert guidance.

## Financial Challenge

The Company's underperforming IT partnership was creating financial drag, as poor service quality and recurring technical issues consumed resources without delivering meaningful value. Inefficiencies, and compliance gaps increased operational risk and potential cost exposure. To support their growth as a clinical stage biotech firm, leadership needed a partner capable of improving efficiency, reducing risk, and ensuring technology investments delivered measurable, long term financial return.

## The Outcome

Focus Technology was selected as the preferred partner because it combined proven technical excellence with a partnership philosophy aligned to the client's expectations for a long-term, trusted advisor. Focus Technology advanced the partnership by demonstrating deep expertise and a relationship-driven, consultative model that supported the client's long-term vision. Through SOC2-compliant security, strategic leadership in AI adoption, and a commitment to operate as a seamless extension of the executive team, Focus Technology delivered a level of trust, rigor, and collaboration that elevated confidence. This partnership-first approach strengthened their security posture, accelerated innovation, and established a foundation for sustained operational resilience.

## Why Focus Technology?

Focus Technology is an award-winning MSP and trusted IT partner for business, technical, and financial leaders. Our engineers evaluate emerging technologies and simplify complex environments, strengthening security and modernizing infrastructure. We deliver clear business, technical, and financial outcomes that help organizations operate confidently and remain competitive. Contact us today at **(617) 303-0480** or **marketing@focustsi.com** for a no-obligation consultation and discover how Focus can add measurable value to your business.