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Ways
Spreadsheets
Threaten Cost,
Quality,
Productivity and
Process
Sustainability





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Managers with responsibilities for satisfying the dynamic requirements placed on them by users of their services are recognizing and breaking free everyday from the dangers of spreadsheets



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Spreadsheets impose severe limitations and risks when your operations outgrow static reporting tools. Its finally clear that enough is enough.

Tools for process management eliminate risks associated with the use of spreadsheets and provide both immediate and long-term benefits.





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It's hard to focus on satisfying the needs of your users with all of the time spent updating spreadsheets and looking for missing information that multi-user software could easily manage for you.

Spreadsheets commit you to **wasted time** and **unnecessary risks**.



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Managers often tell us the reasons they left spreadsheets behind -- and how **multi-user software** set them free to do great work.



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Does your data management suffer from the limitations of spreadsheets?

Here are 27 ways spreadsheets threaten cost, quality, and sustainability of your operations that indicate the need to replace spreadsheets with a professionally developed multi-user system.



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SPREADSHEETS DON'T ALLOW FOR MORE THAN ONE PERSON'S USE AT A TIME



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eSphere insures timely, error free, and uniform data by allowing many users simultaneous access to a single, master database



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SPREADSHEETS ARE NOT PROTECTED AND ARE A THREAT TO DATA SECURITY AND INFORMATION PRIVACY



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eSphere's protections for system access and individualized permissions and privileges secure data so that only authorized owners have access to data



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SPREADSHEETS ARE “FLAT FILES” THAT FORCE USERS TO EITHER USE MORE COLUMNS THAN ARE USABLE ON A SINGLE SHEET OR ATTEMPT TO MAINTAIN LINKS BETWEEN DATA ROWS ACROSS MULTIPLE SHEETS





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eSphere's hierarchical database allows for flexible creation of reusable models as well as custom private models that link together every piece of data that is collected and saved



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SPREADSHEETS DON'T KEEP ALL OF YOUR DATA TOGETHER IN ONE PLACE



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eSphere integrates demographic, inventory, storage, event, and administrative data in one database to make access to information easy and instant

Data are never entered twice, eliminating errors of identification and errors of transcription



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SPREADSHEETS CANNOT SCHEDULE



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eSphere schedules tasks based on outcomes and triggers to automatically and just-in-time notify staff of their responsibilities so that nothing gets omitted and all work gets done.

Avoids errors of omission!!



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SPREADSHEETS DON'T ALERT YOU



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Documentation is performed as part of the normal workflow. Data entry automatically schedules tasks and updates inventory records.

Automatically communicates notification of exceptional events!!



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SPREADSHEETS CAN'T MANAGE OR FACILITATE THE INVENTORY LIFE CYCLE



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eSphere automatically updates inventory status with no extra steps.

From ordering to receiving, processing, storing, withdrawing and shipping.

A total inventory system!!



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SPREADSHEETS CAN'T EASILY CAPTURE INTER-RELATIONSHIPS AMONG DATA



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A process management system is ***more than a database***. It keeps “events” in mind supporting comparison of “before” and “after” an event and to the results of the event, (e.g., coordination of biospecimen collection before and after neoadjuvant therapy or other clinical event.)

Fully integrates clinical events with biospecimen inventory life cycle.



**SPREADSHEETS ARE A “FIXED”
TECHNOLOGY. THEY ARE IMPOSSIBLE
TO MODIFY TO REDUCE THE TIME STAFF
SPEND ENTERING DATA WITHOUT
SACRIFICING QUANTITY OR QUALITY**



eSphere uses wizards, batch processing, and process methods to automate repetitive functions. Apps are associated with specific processes to eliminate confusion and provide an avenue for realizing gains in productivity, quantity and quality.

Accommodate increases in workload demand with computer automation instead of adding more staff!!



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SPREADSHEETS CAN'T TRACK ACCOUNTABILITY



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eSphere keeps a chain of custody record.
Entries can be time-stamped: who entered,
who changed it, who viewed it, and when.



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THE MAIN REASON FOR USING
SPREADSHEETS IS BECAUSE STAFF
CAN DO THEM THEMSELVES WITHOUT
THE NEED TO PAY FOR PROGRAMMERS



eSphere uses metadata to collect and store all information about subjects, events, specimens, samples and organisms.

Current staff can adjust settings that manage the storing of all information with no more training than it takes to use spreadsheets and no need for programmers.



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SPREADSHEETS BECOME FILLED WITH
IDIOSYNCRATIC NOTATIONS AND LACK
SPACE FOR RECORDING SPECIAL
CHARACTERISTICS OF SAMPLES



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eSphere provides an extensive user defined metadata structure that maintains unlimited private and custom attributes



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SPREADSHEETS VENDORS DON'T SUPPORT YOU



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Esprit Health has amazing customer service.
Anytime you have a question or concern you
can either call and talk to somebody or e-mail
and get an immediate response



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SPREADSHEETS DON'T GIVE FREQUENT PRODUCT UPDATES TO IMPROVE YOUR OPERATIONS



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The nature of process management is to encounter needs that require new structures and functionality. eSphere is continually improving to deliver better value



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SPREADSHEETS ARE UNRELIABLE



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eSphere maintains a database where fields have only one definition with no need to store information in fields meant for other purposes. Data relationships stay true and reliable. Data need neither interpretation, merger nor conversion.



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IT'S DIFFICULT TRYING TO PULL INFORMATION FROM SPREADSHEETS



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eSphere keeps data in a hierarchical structure that never duplicates entries and keeps its link within the context of a study or collaboration with others. Retrieval is always relevant with no N/A or loose ends of data.



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**SPREADSHEETS ARE HARD TO
UNDERSTAND, DIFFICULT TO TRAIN, AND
NON-INTUITIVE MAKING THEM NOT
EASY TO USE**



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eSphere's logical data relationships make it easy to look at like information. No need to scroll through numerous columns just to look at relationships



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SPREADSHEETS CAN'T GIVE YOUR STAFF AND RESEARCHERS SELF- SERVICE



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eSphere's extensive use of permissions and privilege settings allows the granting of users' access to only their authorized data. There are significant gains in time savings and user satisfaction by allowing your staff and other users to manage their own access.



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SPREADSHEETS AREN'T EASILY SHAREABLE



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eSphere is multiuser software. There is no need to make copies to have available at different workstations or send to collaborators. Avoids creating datasets that will require merging to integrate. Avoids corrupted and mismatched files.



SPREADSHEETS REQUIRE YOU TO UPDATE THE SAME INFORMATION OVER AND OVER



It becomes too much work to try and keep up with requirements across multiple processes. It is truly frustrating trying to remember what has been entered and what missed being entered with the rapid accumulation of so many spreadsheets and so many places to enter or change information. With eSphere, everything is in one place and prompted for just-in-time entry.



SPREADSHEETS ARE DIFFICULT TO SECURE, KEEP NO RECORD OF WHO HAS ACCESSED THEIR INFORMATION, AND ARE SUBJECT TO HAVING MULTIPLE COPIES - EACH WITH DIFFERENT VERSIONS OF INFORMATION





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No need to ever create copies of data to distribute. Permissions and privileges control who has access; who records; who makes updates.



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FREE-FORM DATA ENTRY; MULTIPLE ENTRIES IN SPREADSHEET CELLS IN THE SAME COLUMN; THE SPREADING OF DATA OVER MULTIPLE SPREADSHEETS AND EVEN ACROSS MULTIPLE FILES ALL PREVENT SPREADSHEETS FROM PROVIDING REQUIRED REPORTING.





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eSphere maintains dictionaries in a user-defined structured data paradigm. All dictionaries can be mapped in order to import and export data from other sources



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DOCUMENTATION OF SPREADSHEETS IS AN EXTRA TASK PERFORMED AFTER THE EVENT. THE TIME LAG BETWEEN THE PERFORMANCE OF A BANKING TASK AND ITS DOCUMENTATION MAKES IT NEAR IMPOSSIBLE TO KEEP THE RECORDS UP-TO-DATE





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eSphere documentation is entered real-time
as part of the workflow.



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SPREADSHEETS HAVE NO AWARENESS OF STANDARDIZED PROCEDURES OR WORKFLOW





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eSphere easily implements standardized process-specific data entry and triggering of the next task.



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**SPREADSHEETS MAY REQUIRE WEEKS
OR MONTHS TO FULFILL WITHDRAWAL
REQUESTS FOR ALL BUT THE SIMPLEST
WITHDRAWALS**



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eSphere's up-to-date inventory status and comprehensive inclusion of epidemiological and pathology data accommodates rapid fulfillment of withdrawal requests, production of manifests and shipment tracking



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SPREADSHEETS HAVE LIMITED REAL-TIME GRAPHICS CAPABILITIES MAKING DATA DIFFICULT TO ACCESS FOR STAFF UNFAMILIAR WITH THE SPREADSHEET AND HARD TO COMMUNICATE TO OTHER STAFF AND MANAGEMENT



eSphere provides real-time graphical display of the inventory and avoids using spreadsheet attributes such as color or fonts to depict sample attributes. As such those characteristics are searchable and can be used as filters and sorts



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SPREADSHEETS DO NOT SUPPORT ACTIVE DATA EXCHANGE



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eSphere “talks” with other systems to share data, initiate processes, communicate outcomes, and exchange data with collaborators.



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WHAT'S AT RISK?

- Loss of control over your data causes loss of focus and ability to satisfy your users
- Poor data management leads to loss of control and waste
- Poor productivity leads to cost and expense
- Inefficiency and lack of standardization leads to delays, slow processes, and quality deficiencies
- Increases in staff without firm process controls results in non-standard ways of doing things
- Faulty data could be subject to regulatory problems. Accreditation could be at risk
- Application for grants may be delayed or lost. Either due to a lost opportunity or delays in retrieving information
- Potential collaboration efforts may be thwarted or compromised. This may lead to loss of research opportunities



HOW DOES ESPRIT HELP?

- We put you in control of your processes. Instead of being buried in the problems of the past you can focus on the needs of today
- We can provide a single system to manage both processes and data
- We can move your legacy spreadsheet data into the data repository
- We can analyze your current inventory process and propose a plan
- We can analyze your clinical, research or biospecimen workflows and propose a plan not dependent on individuals or memories
- We can perform analysis of manual logs and provide a pathway to electronic documentation
- We can analyze spreadsheets using our software to identify legacy problems in documentation
- We can consolidate spreadsheets
- We can provide counts and statistics of inventory by any parameter
- We can assist in standardizing processes across multiple disciplines.
- We can prepare proper documentation of your assets and processes





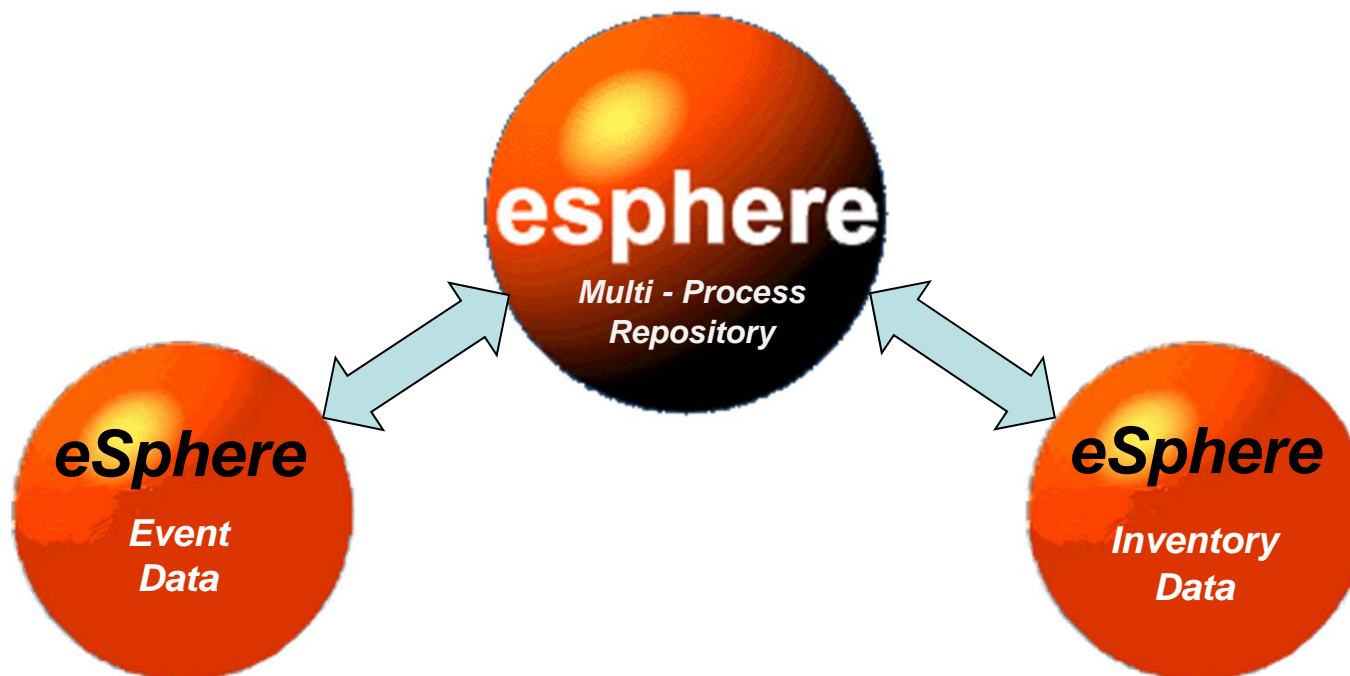
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LET MANAGEMENT OF YOUR PROCESSES TRANSFORM RIGHT BEFORE YOUR EYES.

Check out for yourself how easy it can be.



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