# THE PHASE IIIII

A SURVEY OF 301 DECISION-MAKERS

44

IN THE PAST 18 MONTHS, HAVE YOU WORKED WITH A PHASE II/III SERVICE PROVIDER THAT HAS BEEN GOING THROUGH A MERGER OR RECENTLY COMPLETE A MERGER?

**MERGERS** 

**YES 31%** 

NO 69%

**EXTREMELY DISRUPTIVE 4%** 

**VERY DISRUPTIVE 2%** 

**SOMEWHAT DISRUPTIVE 35%** 

NOT VERY DISRUPTIVE 36%

**NOT AT ALL DISRUPTIVE 23%** 

HOW DISRUPTIVE HAS/HAVE
THE MERGER(S) BEEN FOR YOUR
OUTSOURCED PHASE II/III WORK?

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IN YOUR EXPERIENCE, HOW DO YOU FEEL
PHASE II/III SERVICE PROVIDER PERFORMANCE
HAS CHANGED OVER THE PAST FEW YEARS

# PERFORMANCE CHANGE

GREATLY IMPROVED 2%

SOMEWHAT IMPROVED 23%

STAYED ABOUT THE SAME 53%

SOMEWHAT DECLINED 17%

**GREATLY DECLINED 4%** 

POTENTIAL CHANGE IN CRO USE

USING THE SCENARIOS LISTED BELOW, PLEASE INDICATE
HOW LIKELY YOUR ORGANIZATION WOULD BE TO CHANGE THE
MIX OF CROS BASED ON THE SCENARIO. WE DEFINE "CHANGE
THE MIX OF CROS" NOT AS WHETHER YOUR OUTSOURCING WOULD
INCREASE OR DECREASE, BUT RATHER HOW YOUR OUTSOURCED
WORK MIGHT CHANGE ACROSS OR BETWEEN CROS.

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## IMPROVED CLINICAL TECHNOLOGY INTEGRATION

**15% 44**% **27**% **14**%

### PROVIDER HAS SUPERIOR HEOR OR REAL-WORLD DATA/REAL-WORLD EVIDENCE EXPERTISE

**22% 37**% **24**% **17**%

#### **ADVANCEMENTS IN BIOMARKER TECHNOLOGY**

**13**% 27% 23%

VERY LIKELY TO CHANGE SOM

SOMEWHAT LIKELY TO CHANGE

SLIGHTLY LIKELY TO CHANGE

NOT AT ALL LIKELY TO CHANGE

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