

# Are Outsourcers Interested In Changing Their CRO Mix?



ISR recently surveyed decision-makers across all phases of clinical development to gain insight on sponsor/CRO dynamics. More than half of these respondents indicated some level of agreement that their organization would switch up their mix of CROs. Superior HEOR or real-world expertise is the most likely to prompt change.

“Please indicate your level of agreement with each of the following statements:” (n=508)

- Strongly agree
- Moderately agree
- Slightly agree
- Slightly disagree
- Moderately disagree
- Strongly disagree

My organization will spread its outsourced work over a larger number of CROs over the next two years



“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.” (n=508)

- Very likely to change
- Somewhat likely to change
- Slightly likely to change
- Not at all likely to change

Provider has superior HEOR or Real-world data (RWD)/Real-world evidence (RWE) expertise



Provider has improved clinical technology integration



Provider has advancements in biomarker technology

