Trends In Phase IV

Selection Drivers



As part of our yearly service provider quality benchmarking, Industry Standard Research asks late phase decision-makers to select their top 5 most important attributes when outsourcing with no preferred providers. Below, we track how the 5 most prevalent attributes from the past 5 years have changed in importance over time.

Low	COST

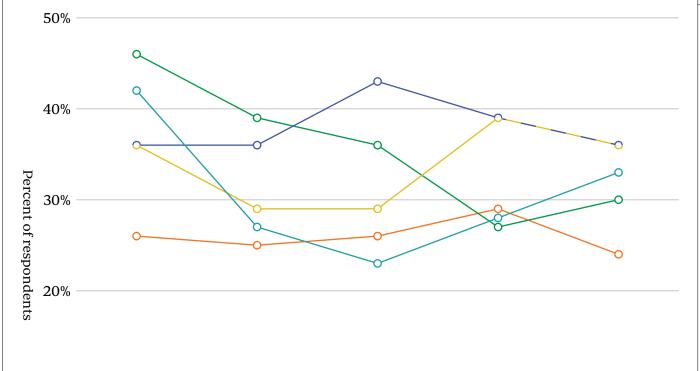
Experience with similar study types

Operational excellence

Therapeutic expertise

Patient recruitment strategy

2015	2016	2017	2018	2019
46% (#1)	39% (#1)	36% (#2)	27%	30% (#5)
42% (#2)	27%	23%	28% (#5)	33% (#2)
36% (#3)	36% (#2)	43% (#1)	39% (#1)	36% (#1)
36% (#4)	29%	29% (#3)	39% (#2)	36% (#1)
26%	25%	26% (#5)	29% (#4)	24%







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