

Phase II/III Service Provider Attributes Gaining in Selection Importance



In ISR’s recent CRO Benchmarking study, outsourcers of Phase II/III clinical development services were asked to identify attributes that have been rising in importance as CRO selection criteria over the past 12 months. The ten most frequently selected attributes among respondents who do not have preferred providers are shown below. *Operational excellence* tops the list, noted as having become more important by 29% of respondents. *Patient recruitment strategy* follows, selected by one-quarter of respondents. These two attributes also top a similar chart about attributes rising in importance for respondents who were selecting among preferred providers.

“Which of the following attributes has/have become more important as selection criteria for Phase II/III studies over the past 12 months? Select up to 3.” (n=102, only asked of respondents whose companies do not have preferred providers or respondents who don’t know)

