

Preferred Provider Agreements for Phase I Services



ISR recently conducted its annual CRO Benchmarking research in which Phase I outsourcers were asked whether their companies had preferred providers for Phase I services. 42% of respondents indicated that their company has formal agreements in place. There is a notable difference in PPA use when viewed through the lens of company size. Two-thirds of respondents at large companies reported that they have preferred provider agreements in place (66%), but that proportion drops to only 7% among survey participants at organizations spending less than \$100M on R&D. Across all company sizes, those with PPAs reported having agreements with 3-4 providers on average.

“Does your company have formal preferred provider agreements for Phase I services?”

% of Respondents Whose Companies Have PPAs

