THE PHASE IV ENVIOLENT

A SURVEY OF 230 DECISION-MAKERS

IN THE PAST 18 MONTHS, HAVE YOU WORKED
WITH A PHASE IV SERVICE PROVIDER THAT HAS

BEEN GOING THROUGH A MERGER OR RECENTLY

COMPLETE A MERGER?

MERGERS

YES 33%

NO 67%

EXTREMELY DISRUPTIVE 0%

VERY DISRUPTIVE 1%

SOMEWHAT DISRUPTIVE 39%

NOT VERY DISRUPTIVE 37%

NOT AT ALL DISRUPTIVE 22%

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

77

IN YOUR EXPERIENCE.

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

PERFORMANCE CHANGE

GREATLY IMPROVED 4%

SOMEWHAT IMPROVED 28%

STAYED ABOUT THE SAME 54%

SOMEWHAT DECLINED 13%

GREATLY DECLINED 1%

POTENTIAL CHANGE IN CRO USE

44

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 SOMEWHAT LIKELY TO CHANGE SLIGHTLY LIKELY TO CHANGE NOT AT ALL LIKELY TO CHANGE

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