

# What Drives CRO Preferred Provider Selection?



Using data from several market research reports, Industry Standard Research analyzed preferred provider arrangements across clinical development, eClinical, and contract manufacturing industries. Go to [ISRreports.com/free-industry-resources](http://ISRreports.com/free-industry-resources) to see the full infographic which includes data for the contract manufacturing and eClinical markets.

Expectations for data quality



Top 5 driver for

**30%**

of CRO respondents

Global footprint



Top 5 driver for

**34%**

of CRO respondents

Low cost



Top 5 driver for

**28%**

of CRO respondents

Metrics for meeting overall project timelines



Top 5 driver for

**17%**

of CRO respondents

Operational excellence



Top 5 driver for

**47%**

of CRO respondents

Prior positive experience with service provider



Top 5 driver for

**36%**

of CRO respondents

Project manager quality



Top 5 driver for

**28%**

of CRO respondents

Provider responsiveness



Top 5 driver for

**22%**

of CRO respondents

Therapeutic expertise



Top 5 driver for

**37%**

of CRO respondents