

Drug Product CDMO Selection Metrics Point Towards Pandemic-Induced Concerns



ISR's annual CDMO Benchmarking research asks participants to identify the CDMO attributes that factor into their service provider selection decision. This year's data points towards concerns about assurance of supply when it comes to sterile injectables among both small molecule and biologic drug product outsourcers. Having capacity to meet sponsors' demands and reliable, on-time delivery occupy the top of the lists. This is not surprising given the increase in demand for vaccine production brought about by the COVID-19 pandemic.

"Please review the following attributes and select the 5 most important to you when selecting a provider for [biologic / small molecule] drug product contract manufacturing services."

"Among the following attributes, please select the 1 most important to you when selecting a provider for [biologic / small molecule] drug product contract manufacturing services."

Small Molecule Drug Product

Top Five

Number One

Has capacity to meet our demands	45%	12%
Low cost	38%	12%
Reliable on-time delivery	37%	9%
Track record for meeting quality performance metrics	32%	13%
Strong regulatory track record	32%	4%

Biologic Drug Product

Top Five

Number One

Reliable on-time delivery	44%	9%
Has capacity to meet our demands	42%	7%
Strong regulatory track record	35%	7%
Scientific knowledge	32%	2%
Prior positive experience with service provider	32%	12%