

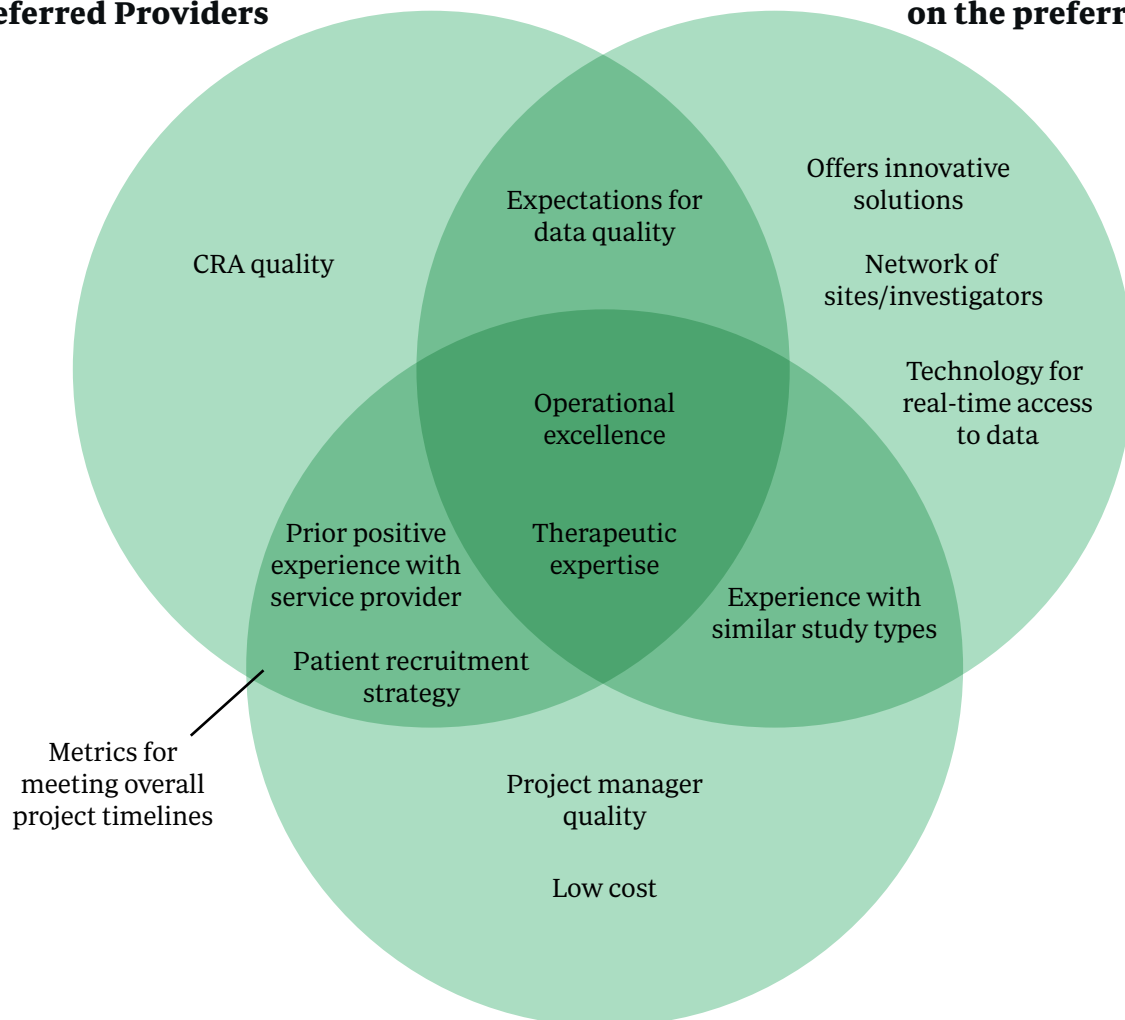


# Preferred Attributes When Selecting A Phase 2/3 CRO

The service provider selection process is a complicated one. Many factors come into play during this process. One critical factor is undoubtedly the presence of preferred provider agreements. Companies can spend a great deal of time negotiating these agreements and their presence, or lack thereof, can make or break which CROs are shortlisted or awarded a Phase II/III study. ISR asked respondents to share their selection criteria in a manner that reflects the role preferred provider agreements can play in the decision-making process.

## Choosing among Preferred Providers

## Choosing a provider not on the preferred list



## Choosing with no Preferred Provider list