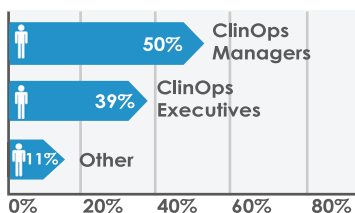


CRO Oversight Benchmark Report

Survey of Leading Life Sciences Companies

Challenges & Best Practice
in Continuous CRO Oversight

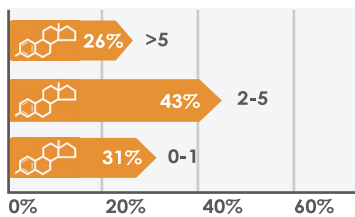
Respondents by Role



Over **100** ClinOps leaders from global life sciences companies responded to **50** questions in **3, 2016** ClinOps surveys.

Over half of the respondents outsource to three or more CROs.

Number of Trials



CRO oversight & collaboration has become imperative with the increasing growth of the clinical trials market.

FINDINGS

In the next year:

- **90%** plan to **increase their use of CROs**
- **100%** anticipate process changes due to **pending ICH E6 updates**



Have dedicated resources to CRO oversight

“Why is CRO Oversight a Priority For Your Team?”



Less than 15% believe they are efficient at CRO Oversight



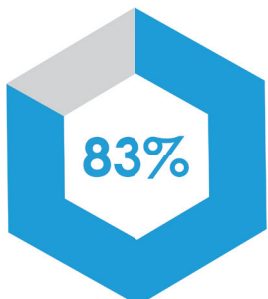
Use spreadsheets as their primary decision support system



Inability to investigate issues in real-time

Top 3 Metrics for CRO performance:

- | #1 | #2 | #3 |
|--|---------------------------------|--|
| CRO dashboard of quality metrics (plan vs. actual) | Issue resolution and cycle time | Staff turnover and resource allocation |

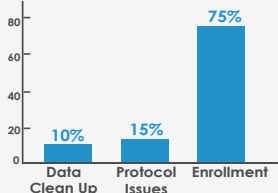


Top priorities for a successful CRO relationship: data transparency and real-time access to quality data

Reduce cycle times by **46%** with Clinical Intelligence:

- Enrollment funnel management
- Real-time monitoring of open queries
- Cross site performance analysis

“What is the most common cause of a milestone delay from FPI to LPO?”



Improve **speed and quality** with your CROs. Utilize **industry best practice** dashboards, KPIs, analytics and listings for **CRO oversight**.



Clinical Intelligence: sponsors and CROs can now work from the **same, accurate data in real-time** and can **manage issues with defined escalation paths**.



Interested in learning more?
Download the **Benchmark Report**.