Outsourcing Clinical Trials Survey

Conducted: October 2013
Study Background & Purpose
In October 2013, Clinical Informatics News conducted a survey within the biotechnology and pharmaceutical sector on Outsourcing Clinical Trials. The purpose of the study was to determine which areas of clinical trials are outsourced, the challenges faced, and why companies make the decision to outsource.

With 368 respondents the study is projected to carry a margin-of-error under 2%.

Study Audience
Participants were from the following countries and reported the following job functions:
Overall Sample Size: 368

1. Which aspects of your clinical trials (planning and operations) do you outsource?

- Patient recruitment: 62.5%
- Trial monitoring: 37.5%
- Site selection: 37.5%
- Data management: 20%
- ePro: 10%
- Signal detection: 10%
- Investigator brochure: 0%

2. What aspect of clinical trials are you keeping in house?

- Patient recruitment: 37.5%
- Trial monitoring: 62.5%
- Site selection: 0%
- Data management: 0%
- ePro: 0%
- Signal detection: 0%
- Investigator brochure: 50%

3. Do you outsource the management of your clinical trials?

- Yes: 62.5%
- No: 37.5%
4. The respondents that answered yes, they do outsource the management of their clinical trials, were then asked the following questions:

a) In your outsourcing and management of global clinical trials are you focusing more on emerging regions?

- Yes: 15.4%
- No: 84.6%

b) On which emerging regions are you focusing?

- Brazil: 40%
- China: 50%
- India: 60%
- Russia: 10%

C) Have you encountered any challenges managing global project teams across cultures?

- Yes: 37.3%
- No: 62.7%
5. The respondents that answered yes, they have encountered challenges managing global project teams across cultures, were then asked the following questions:

a) How are you managing global project teams across various time zones?

b) Why is your organization outsourcing to emerging regions?

- My teams are all in the same time zone
- We convene conference calls at the most convenient time possible
- We rely on email and shared documents
- We travel to meet in person periodically
- Not applicable

- Cost savings
- Don’t have the internal staff
- Need specific patient populations
- On-the-ground knowledge of the geography
Tools Used to Outsource

6. Are you using any site comparison software?

- Yes: 8.7%
- No, we outsource site selection: 61.1%
- No, we have historic partners and we continue to work with those: 30.2%

7. If yes, which products are you using?

- CitelineSitetrove: 54.5%
- ViSResearch: 20.5%
- Adis Clinical Trial Insight: 25.0%
- BioPharm Clinical: 0%
- IMS Health SiteOptimizer: 0%

8. Is your company moving beyond outsourcing to Strategic Alliances

- Yes: 25.0%
- No: 20.5%
- We are hoping to/would like to/are planning to: 54.5%

9. If yes, what are the challenges in their implementation?

- Finding the right partners: 80%
- Cultural differences: 70%
- Language, time zones, or other logistic challenges: 60%
- Ensuring quality or oversight: 50%
- Resistance to knowledge-sharing: 40%
- IT incompatibility: 30%
10. In which research areas are your clinical trials?

- Lung Cancer
- Breast Cancer
- Pancreatic Cancer
- Pediatric Cancer
- Ovarian Cancer
- Cervical Cancer
- Colon Cancer
- Cardiovascular/Heart Failure
- CNS Diseases
- Respiratory Diseases
- Pain
- Dementia
- Alzheimer’s
- Parkinson’s
- Infectious Diseases/Vaccines
- Devices

11. How many employees are in your organization?

- Less than 50: 40.7%
- 51-150: 32.5%
- 151-250: 13.1%
- 251-500: 8.4%
- More than 500: 5.2%