



**PharmaNet/i3**  
**Strategic Resourcing**

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 INVENTIV HEALTH CLINICAL

# Strategic Resourcing and the New R&D Model

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# Introducing PharmaNet/i3 Strategic Resourcing

A new unified provider of staffing and functional service provider (FSP) services

## Who Are We

- ▶ Offer capabilities of strong brands in one organization
- ▶ More than 40 years of combined experience
- ▶ More than 3,000 employees and 200,000 professional candidates

## Why Now

- ▶ Urgent and competing demands are challenging clinical development resources
- ▶ Increasing pressure to enhance innovation, accelerate pipelines and improve efficiencies and quality, at lower costs

## Why Us

- ▶ Connect the right resources across the clinical development spectrum
- ▶ Tailored resourcing solutions anticipate and alleviate pressures and help clients achieve clinical and financial objectives
- ▶ Restores the element of control that sponsors are looking for through partnerships

**By unifying industry leading brands, we can offer stronger, more robust, global services that meet the needs of our customers**

# Historical R&D Model

## Environment

- ▶ Large blockbuster drugs
- ▶ Tolerance for inefficiencies
- ▶ Core competency = everything

## Cost Reduction

- ▶ Rate reductions
- ▶ Volume rebates
- ▶ Some low cost geographies

## CRO Partnering

- ▶ Hands and feet
- ▶ High quality
- ▶ T&M contracts
- ▶ Overflow capacity
- ▶ Multiple vendors

# New R&D Model

## Environment

- ▶ Fewer blockbusters
- ▶ Fuller pipelines thanks to increased research
- ▶ Drive compounds through pipeline faster
- ▶ Productivity, efficiency are key
- ▶ Core competency = focused areas

## Cost Reduction

- ▶ Rate reductions
- ▶ Volume rebates
- ▶ Lower cost geographies
- ▶ Efficiency & innovation gains
- ▶ Vendor consolidation
- ▶ Penalty / bonus contracts (skin in the game)
- ▶ Deliverables / outcomes pricing
- ▶ Asset transfers

## CRO Partnering

- ▶ Hands and feet but brains too
- ▶ Enhanced quality
- ▶ Flexible, scalable
- ▶ Proactive / best practices / metrics
- ▶ Bring innovation to the table
- ▶ Fewer, more strategic partners

# Covering the Continuum



Flexible & scalable resourcing solutions for your new business needs



**Staff  
augmentation**



**Managed  
staffing**



**FSP**



**Strategic  
partnerships**

# Thank you !



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