



PharmaNet/i3
Strategic Resourcing

 INVENTIV HEALTH CLINICAL

How to Get the Most Out of Your Clinical FSP

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June 25, 2012

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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

Defining FSP

A functional service provider is a specialist or niche outsourcing provider who fully manages a specific function.

Benefits of a FSP

- ▶ Best in Class Expertise
- ▶ Flexible Managed Models
- ▶ Sponsor has real-time visibility into services provided
- ▶ Scalability
- ▶ Cost savings
- ▶ Resources are the “face” of the client sponsor
- ▶ Enhanced quality control
- ▶ Consistency in systems and SOPs

Best Practices

- ▶ Form a collaborative partnership – an embedded FSP is truly aligned with the sponsor’s strategic goals – contributing to, participating in and evolving with the sponsor’s organization over time
- ▶ Use standardized processes and technology – greater efficiency and connectivity by leveraging common platforms
- ▶ Form effective communications – not only between sponsor and FSP, but also among functional partners, as all partners establish common ground and speak the same language
- ▶ Fully dedicated resources – enhances sense of loyalty and servicing for sponsor. Resources are hired and trained specifically for each engagement
- ▶ Ownership creates accountability - The FSP is the subject matter expert and managing their own resources results in higher degree of ownership.

Ensuring Accountability from FSP

- ▶ Recommend and develop meaningful metrics for dashboard reporting:
 - ▶ Data flow and query rates
 - ▶ Project delivery
 - ▶ Compliance
 - ▶ Retention
 - ▶ Efficiencies
 - ▶ Quality
 - ▶ Resource utilization (to identify and address inefficiencies)
- ▶ Metrics and reporting are important, but it's the analysis and action that are key

Case Study: Evolution of a Monitoring FSP

- ▶ Situation: Client decided to transform the monitoring relationship from a mirrored model concept to a stand alone outsourced managed model
- ▶ Solution: Highlights of the enhancements included:
 - ▶ Program and individual CRA-level scorecards
 - ▶ Dedicated team of study start-up leads to speed site selection process
 - ▶ Lead CRA Line
 - ▶ Comprehensive oncology certification training program
 - ▶ Technology solutions including capacity planning and forecasting, centralized resourcing, site-level and protocol-level databases
 - ▶ Quality review and management process including CAPA
- ▶ Outcome: Stand alone monitoring program with nearly 300 field employees and an integrated management and operations infrastructure
 - ▶ met 100% of site selection deadlines; achieved a 50% reduction in site selection cycle time

Thank you

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