

2011 Trending Outsourcing in Life Sciences

Executive Summary

Outsourcing has become an integral part of Life Sciences overall business strategy. Traditional Life Sciences Research & Development operating models are bending under higher costs, increased competition, emerging global distribution channels, and increased government and political demands.

Life Science firms are adopting alternatives to the fluctuation in available workforces within their respective organizations. They are refocusing on their company strategy and key strengths while relying on preferred providers to assist in innovation, flexibility and enhancement of total value, without having to rely on many suppliers through multiple channels. Companies making this successful transition recognize that they are not simply buying a product, but initiating a collaboration centered on a specific set of requirements. This approach is defined by the strategy of forming fewer and deeper relationships with suppliers who can manage an entire process, rather than using internal resources to manage each stage and communication requirement. Best practices call for a robust process spanning multiple stages of the supply chain, while relying on suppliers to bring industry experience and reliability.

In an analysis of internally managed vs. outsource project management done by Life Science companies, biases were revealed toward internal manufacturing that captures only marginal savings, despite the cost savings associated with outsourcing. Early adapters of the outsource model are now seeing the benefits of a more thoughtful approach. With high staff turnovers and increased shareholder, regulatory and customer pressures bearing down on R&D, there is a critical need to rethink the approach to strategic partnerships. Outsourcing allows companies to focus on core competencies while expediting the entire study process.

“2011 Trending: Outsourcing in Life Sciences”
by Jon Rupert, MM

The Life Science industry is facing acceleration of these trends due to improved technologies, globalization, healthcare budget cuts and economic turmoil. Profitability can be achieved through strategic vendors who manage multiple stages to help improve timelines and reduce risks. These collaborative relationships can help provide innovative solutions while leveraging both global capabilities and a technology infrastructure to support the effectiveness of clinical development programs. Implementing a supplier best practices model can produce significant value by focusing on increasing efficiency through reduced overall costs and improved study timelines.

Relying on a partner's industry experience, global expertise, and knowledge of the clinical trial process provides Study Management the ability to concentrate on core competencies, while allowing the entire process to flow unencumbered from inception to distribution and study closeout.

Whether leveraging help in many areas or just one, added efficiency and peace of mind positively impact clinical trial operations. A highly qualified supplier positioned to integrate key capabilities within Study Management can assist in improving efficiencies in areas such as:

- Strategy development
- Site optimization
- Study branding
- Medical writing of site materials
- Translations
- Creation of study materials
- Storage and fulfilment
- Global logistics
- eArchiving at study closeout
- Information management

Trusting a partner with a comprehensive suite of services has been proven to provide Study Teams with a competitive edge in the clinical trials process by controlling costs, managing risks and improving study timelines.