

Clinical Development Platforms Product Vendor Compendium 2020

October 2020: Complimentary Abstract / Table of Contents



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▶ Market Vista™ Global services tracking across functions, sourcing models, locations, and service providers – industry tracking reports also available	
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- Virtual Roundtables
- Workshops

Custom research capabilities

- Benchmarking | Pricing, delivery model, skill portfolio
- Peer analysis | Scope, sourcing models, locations
- Locations | Cost, skills, sustainability, portfolio – plus a tracking tool
- Tracking services | Service providers, locations, risk
- Other | Market intelligence, service provider capabilities, technologies, contract assessment

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This report is based on four key sources of proprietary information

- Proprietary database of IT services contracts of major IT service providers and product vendors, with life science IT services in scope of work (updated annually)
- The database tracks the following elements of each contract:
 - Buyer details including size and signing region
 - Contract details including service provider, contract type, TCV & ACV, service provider FTEs, start & end dates, duration, and delivery locations
 - Scope details including share of individual buyer locations being served in each contract, Line of Business (LOB) served, and pricing model employed
- Proprietary database of IT service providers and product vendors (updated annually)
- The database tracks the following for each service provider / product vendor:
 - Revenue and number of FTEs
 - Number of clients
 - FTE split by different lines of business
 - Revenue split by region
 - Location and size of delivery centers
 - Technology solutions developed
- **Service provider and vendor briefings**
 - Vision and strategy
 - Annual performance and future outlook
 - Key strengths and improvement areas
 - Emerging areas of investment
- **Buyer reference interviews, ongoing buyer surveys, and interactions**
 - Drivers and challenges for adopting workplace services
 - Assessment of service provider performance
 - Emerging priorities
 - Lessons learnt and best practices

Product vendors assessed¹



¹ Assessments for Bioclinica, Bio-Optronics, Castor, CliniOps, Covance, Datatrak, eClinicalHealth, Ennov, IBM, Navitas Life Sciences, Parexel, PRA Health Sciences, and Veeva Systems excludes product vendor inputs and are based on Everest Group's proprietary Transaction Intelligence (TI) database, product vendor public disclosures, and Everest Group's interactions with pharmaceutical firms that are buyers of clinical development platforms or products
The source of all content is Everest Group unless otherwise specified

Confidentiality: Everest Group takes its confidentiality pledge very seriously. Any information we collect that is contract specific will only be presented back to the industry in an aggregated fashion

Background of the research

The rising cost of drug development, coupled with increasing regulatory pressures, has led life sciences organizations to rethink the way clinical trials are conducted – the focus is increasingly on failing fast and failing cheap. However, clinical trial challenges, such as siloed data management, delayed timelines due to patient recruitment concerns, and a complex environment of multiple technology solutions, aggravate a pharma organization’s woes further. Digital technologies and products have been deployed across the clinical trial landscape to solve for these challenges and bring in efficiencies and automation to reduce manual errors in the process.

Recently, product vendors have started integrating these siloed point solutions into an integrated, modular, and interoperable end-to-end clinical development platform – one platform to address the pharma organization’s needs right from study start-up to study closeout. The benefits of a single-platform estate that are claimed include efficient data management, reduced total cost of ownership, and improved visibility of operations. Pharma executives, however, are yet to be convinced about a unified platform approach as they look for success stories and business casing to really move the needle from a best-of-breed approach to a consolidated approach.

In this report, we assess the capabilities of 21 IT vendors specific to clinical development platforms and products. These vendors are mapped on the Everest Group PEAK Matrix®, which is a composite index of a range of distinct metrics related to a vendor’s capability and market impact. We focus on:

- Assessment of the product vendors on several capability and market success-related dimensions
- Detailed profiles of each vendor, featuring their case studies and recent developments

Scope of this report:



Geography
Global



Industry
Life sciences
(biopharmaceuticals, medical
devices, and Contract Research
Organizations (CROs))



Vendor offering
Clinical development
platforms

Scope of the research

In this report, Everest Group focuses on the clinical & pre-clinical trials phase of the life sciences value chain

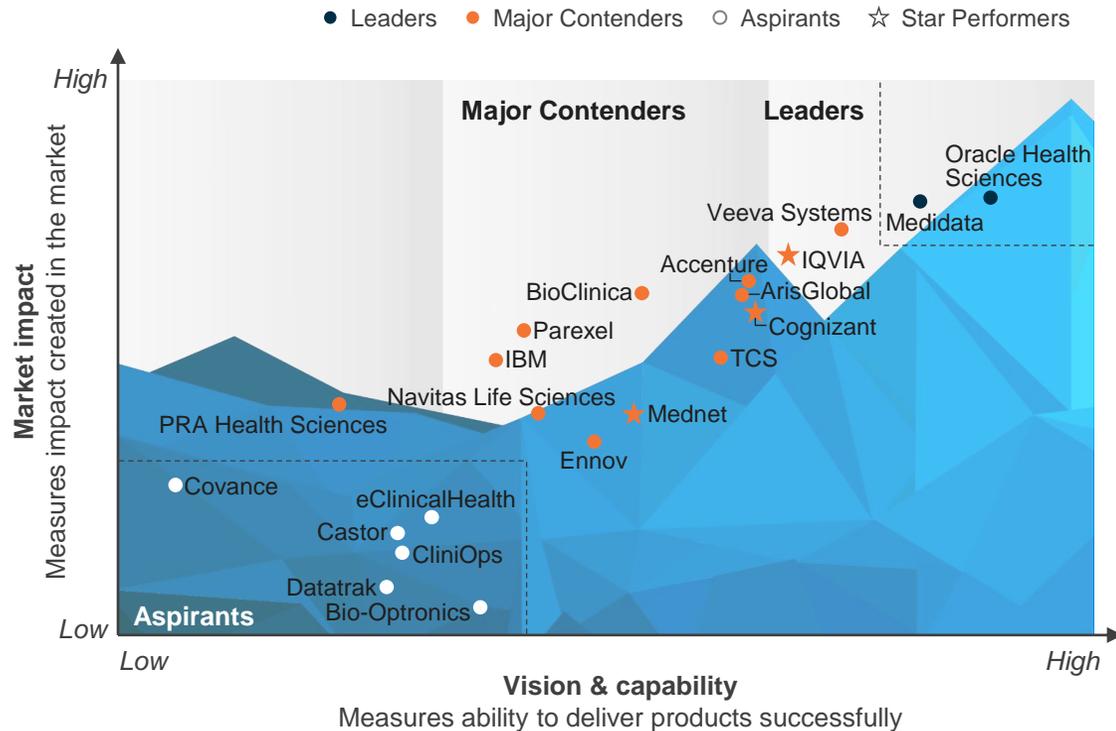
Scope of this research



Building blocks of clinical development systems (Not exhaustive)			
Electronic Data Capture (EDC)	Clinical Trial Management Systems (CTMS)	Randomization and Trial Supply Management (RTSM)	Clinical Data Management (CDM)
Regulatory systems	Electronic Patient Reported Outcomes (ePRO)	Pharmacovigilance (PV)	Risk-based Monitoring (RBM)

The Clinical Development Platforms – Products report has profiles and buyer case studies for 21 product vendors

Clinical Development Platforms Products PEAK Matrix® Assessment 2020



- 1 PEAK Matrix specific to clinical development platforms
- 2 Assessments for Bioclinica, Bio-Optronics, Castor, CliniOps, Covance, Datatrak, eClinicalHealth, Ennov, IBM, Navitas Life Sciences, Parexel, PRA Health Sciences, and Veeva Systems excludes product vendor inputs and are based on Everest Group's proprietary Transaction Intelligence (TI) database, product vendor public disclosures, and Everest Group's interactions with pharmaceutical firms that are buyers of clinical development platforms or products

XXX | clinical development platforms profile

Illustrative example

Company mission/vision statement for clinical development platforms

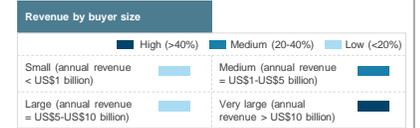
The company works with clients from early research to delivery of patient care, to help them achieve their vision to improve the health of patients around the globe. It brings together scientific and industry capabilities with insights and digital engagement tools to facilitate a personalized experience from researcher to the patient. The company's life sciences group connects more than 15,000 skilled professionals in 50+ countries, who help the company's clients achieve their business objectives and deliver better health and economic outcomes.

Overview of the client base

The company works with eight of the top global life sciences companies in delivering custom applications, infrastructure services, and strategic consulting services. For its clinical platform, it partners with some of the top 10 pharma companies. Large global, medium, and small-sized life sciences companies also utilize the platform.

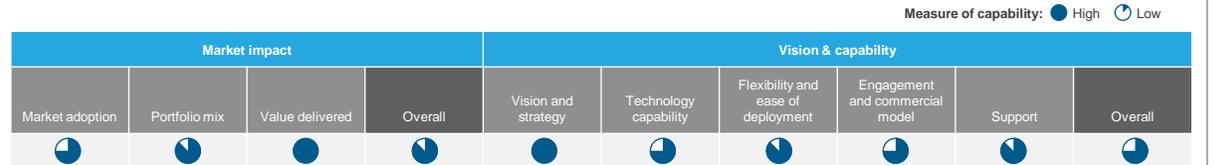
Clinical trial platforms revenue (excluding services)

<US\$50 million **US\$50-150 million** US\$150-\$350 million >US\$350 million



Everest Group's remarks on clinical development product vendors

Illustrative example



Strengths

- Product vendor 1, has a robust delivery presence in Asia Pacific with multiple delivery centers in India, Australia, the Philippines, and China, enabling it to service client requirements efficiently
- It has a good number of multi-country as well as single-country clients across the world

Areas of improvement

- Product vendor 1 has limited focus on remote monitoring and virtual trials
- It should try to expand into larger multi-country deals and also scout for engagements in other Asia Pacific markets to strengthen its presence in the region

Research calendar

Life sciences IT services

■ Published
 ■ Planned
 ■ Current release

Flagship Life Sciences IT services reports

	Release date
Life Sciences Sales and Marketing Data & Analytics Services PEAK Matrix® Assessment 2020	December 2019
Life Sciences State of the Market Report – Trends, Service Provider Performance in 2019, and Outlook for 2020	February 2020
Medical Devices Digital Services PEAK Matrix® Assessment 2020	June 2020
Life Sciences Medical Devices Digital Services – State of the Market Report	July 2020
Life Sciences Medical Devices Digital Services – Service Provider Profiles Compendium	July 2020
Clinical Development Platforms – Vendor Landscape with Products PEAK Matrix® Assessment 2020	September 2020
Clinical Development Platforms Product Vendor Compendium 2020	October 2020
Clinical Development Platforms – State of the Market Report	Q4 2020

Thematic Life Sciences IT services reports

	Release date
Effective Value-Based Contracting in Life Sciences	February 2020
Regulatory Overhaul of the EU Medical Device Market	April 2020
Future Readiness of Life Sciences Enterprise Supply Chains	June 2020
Insourcing in Life Sciences – The Quest for Talent Supremacy	Q4 2020
Intelligent Manufacturing for Life Sciences Enterprises	Q4 2020

Note: For a list of all of our published **Life Sciences ITS** reports, please refer to our [website page](#)



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