Market Report | Life Sciences IT Services

Clinical Development Platforms – Vendor Landscape with Products PEAK Matrix® Assessment 2020

September 2020: Complimentary Abstract / Table of Contents

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  – Life Sciences IT Services (ITS)
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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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Nitish Mittal, Vice President

Chunky Satija, Practice Director

Nisarg Shah, Senior Analyst

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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. Everest Group's Clinical Development Platforms – Products PEAK Matrix® Assessment 2020 looks at the current vendor landscape offerings, such platforms, and presents the executive sentiment and insights for such platforms

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:

- Market trends for clinical trials and the associated products market
- The landscape of vendors for clinical trial platforms and products
- Assessment of the vendors on several capability and market success-related dimensions

Scope of this report:

Geography
Global

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

Vendor offering
Clinical development platforms

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 assessed[1]

accenture, ArisGlobal, BIOCLINICA, bio-optronics, castor, CliniOps, Cognizant, COVANCE, DATATRAK, eClinicalHealth, ENNOV, IBM, IQVIA, medidata, MEDnet, NAVITAS Life Sciences, ORACLE, parexel, PRA Health Sciences, TATA CONSULTANCY SERVICES, Veeva

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

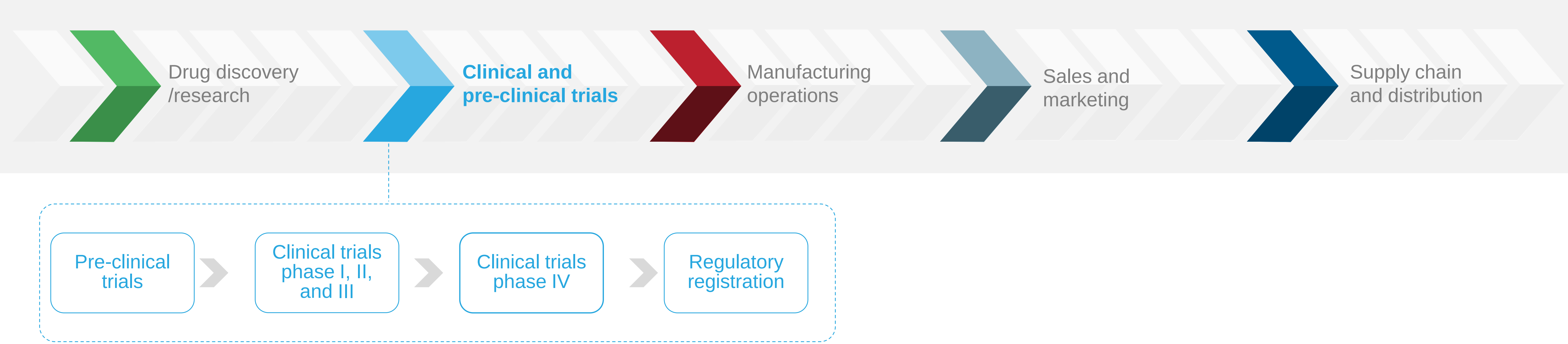
The source of all content is Everest Group unless otherwise specified

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

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)

Overview and abbreviated summary of key messages

This report examines the 2020 clinical development platform vendor landscape and their impact on the clinical development market. It focuses on product vendors position and growth in the clinical development market, changing market dynamics and emerging platform vendor trends, and assessment of platform capabilities

Some of the findings in this report, among others, are:

Clinical development platforms market

- The global clinical trials technology market is expected to grow at 6-8% CAGR over 2019-24, driven by the rise in clinical studies and increase in regulatory and safety standards
- The overall market opportunity is US$3 billion (2019) with products and solutions accounting for nearly three-fourths of that pie

Changing market dynamics

- While large ISVs dominate the clinical trial IT market, service providers are trying to establish themselves in this market, with several players bringing forward their own IP e.g. Accenture, Cognizant, and TCS
- Product vendors are increasingly taking an end-to-end clinical development platform theme to the market, to solve for some challenges. Its modular and interoperable nature enables clients to implement the platform in its entirety or opt for piecemeal implementation of required modules

Emerging service provider trends

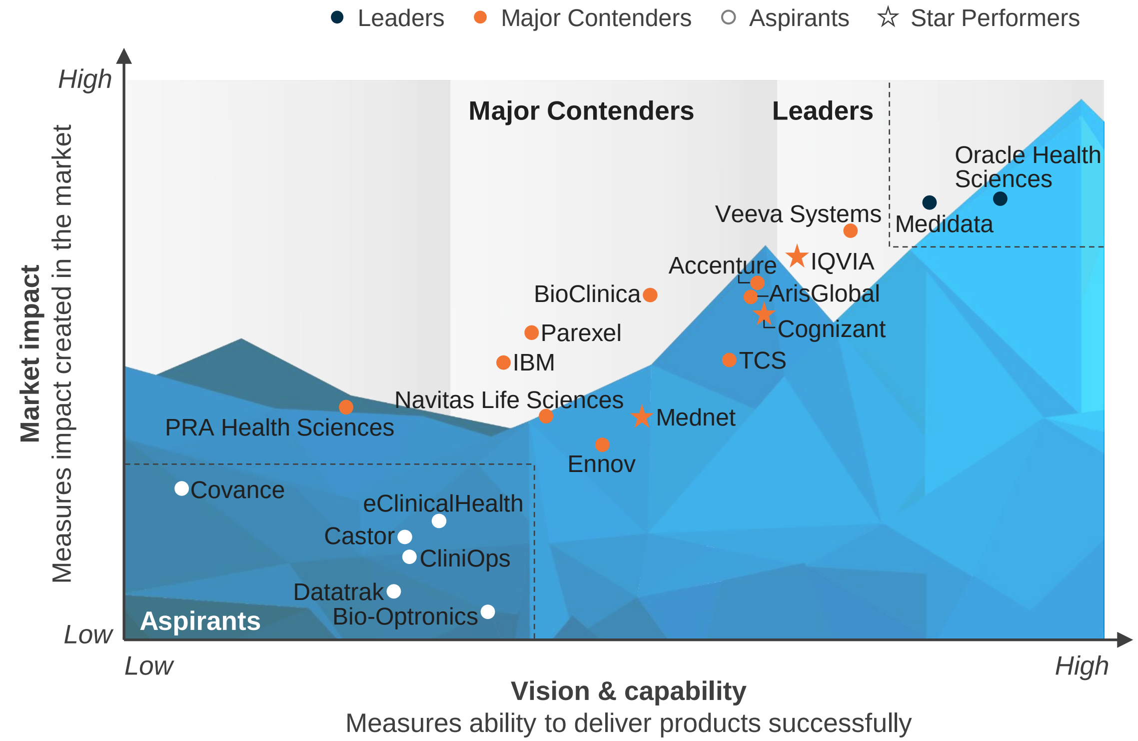
- Even though ISVs are trying to pitch for an end-to-end clinical development platform, life sciences enterprises are being change-averse, need more convincing about the value of a unified clinical platform
- Best of breed approach, lack of success in this space, aversion to rip-and-replace, existing long-term commitments, and interoperability concerns are the major reasons cited for maintaining status quo and not shifting to a single vendor approach

Product vendor delivery capability

- Clinical development platform vendors can be categorized into Leaders, Major Contenders, and Aspirants on a capability-market-share matrix
- Medidata and Oracle are the current leaders in the clinical development platforms market. However, several product vendors are emerging as major contenders

This study offers four distinct chapters providing a deep dive into key aspects of clinical development platforms market; below are three charts to illustrate the depth of the report

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

Capability assessment

Illustrative example

Measure of capability: High Low

Service provider	Market impact				Vision & capability					
	Market adoption	Portfolio mix	Value delivered	Overall	Vision and strategy	Technology capability	Flexibility and ease of deployment	Engagement and commercial model	Support	Overall
Service provider 1										
Service provider 2										
Service provider 3										
Service provider 4										
Service provider 5										
Service provider 6										
Service provider 7										
Service provider 8										

Everest Group's remarks on clinical development product vendors

Illustrative example

Measure of capability: High Low

Market impact				Vision & capability					
Market adoption	Portfolio mix	Value delivered	Overall	Vision and strategy	Technology capability	Flexibility and ease of deployment	Engagement and commercial model	Support	Overall

Strengths

- Service provider 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

- Service provider 1 should increase offerings of value-added services such as employer branding, talent communities and workforce planning
- 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

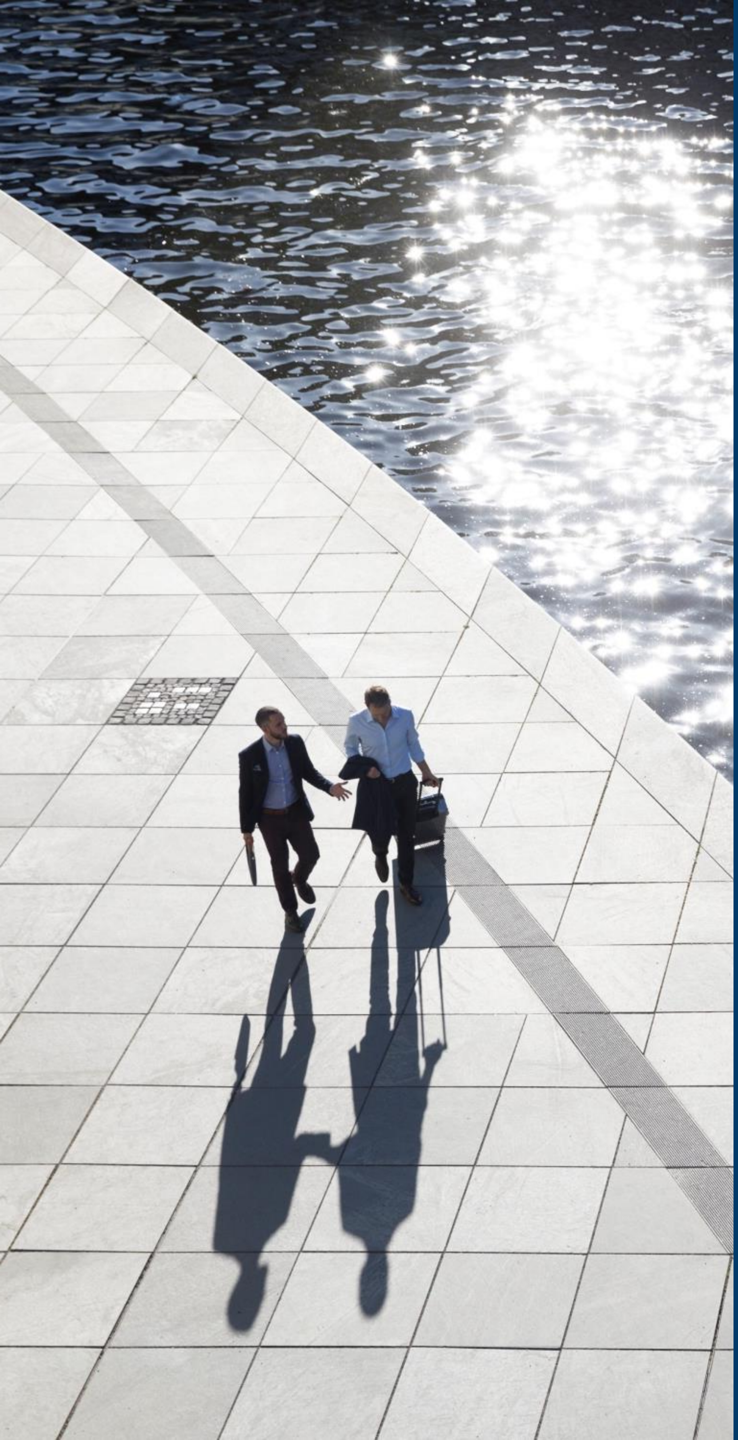
Life sciences IT services

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**
Life Sciences Clinical Development Platforms – State of the Market Report	Q3 2020
Life Sciences Clinical Development Platforms – Vendor Provider Profiles Compendium	Q3 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	Q3 2020
Intelligent Manufacturing for Life Sciences Enterprises	Q3 2020

Note: For a list of all of our published Life Sciences IT reports, please refer to our website page



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Dallas (Headquarters)
info@everestgrp.com
+1-214-451-3000

Bangalore
india@everestgrp.com
+91-80-61463500

Delhi
india@everestgrp.com
+91-124-496-1000

London
unitedkingdom@everestgrp.com
+44-207-129-1318

New York
info@everestgrp.com
+1-646-805-4000

Toronto
canada@everestgrp.com
+1-416-388-6765