Everest Group® RESEARCH

State of the Market Report | Life Sciences IT Services

Clinical Development Platforms Market Overview

November 2020 : Complimentary Abstract / Table of Contents

EGR-2020-46-CA-4052

Our research offerings for global services

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

Application Services	Finance & Accounting
BPS | Banking & Financial Services	Human Resources
BPS | Healthcare & Life Sciences	ITS | Banking & Financial Services
BPS | Insurance	ITS | Healthcare
Catalyst™	ITS | Insurance
Cloud & Infrastructure	IT Services Executive Insights™
Customer Experience Management Services	ITS | Life Sciences
Contingent Workforce Management	Locations Insider™
Data & Analytics	PricePoint™
Digital Services	Procurement
Engineering Services	Recruitment Process Outsourcing
Enterprise Platform Services	Service Optimization Technologies

Membership information

- This report is included in the following research program(s)
  – Life Sciences IT Services (ITS)
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More about membership

In addition to a suite of published research, a membership may include

- Accelerators™
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- Pinnacle Model® reports
- PriceBook
- 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

Contents

For more information on this and other research published by Everest Group, please contact us:

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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 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

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 being conducted – the focus is increasingly more 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 regulatory and safety affairs. The benefits of a single-platform estate that are claimed are 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 offering such platforms and presents the executive sentiment and insights for such platforms.

This report looks at:

- Clinical trial products market size
- Everest Group view of a unified clinical development platform landscape
- Enterprise view of unified clinical development platforms and challenges to adoption of such platforms

Scope of this report:

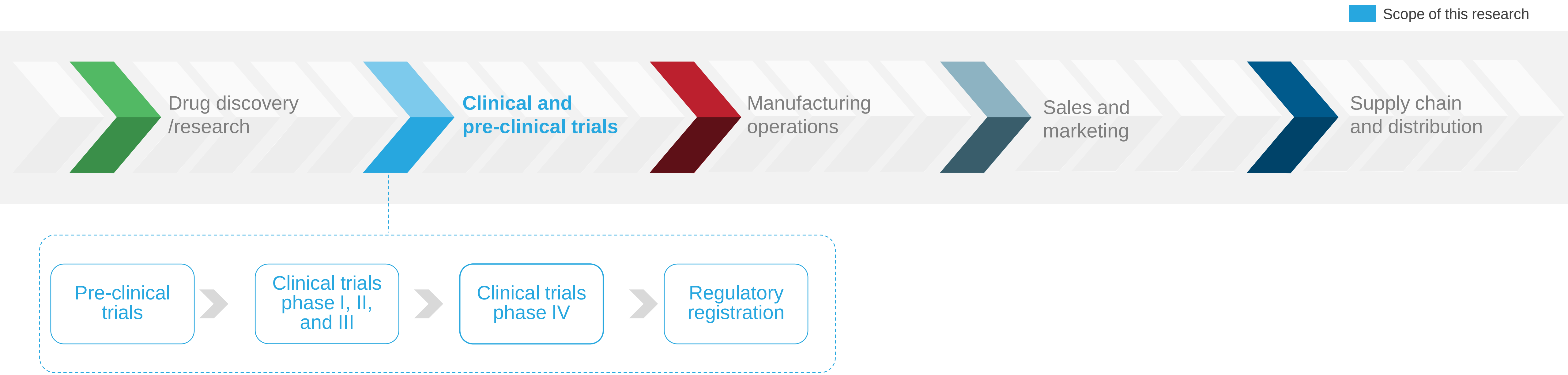
Geography
Global

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

Vendor offering
Clinical development platforms

Scope of the research

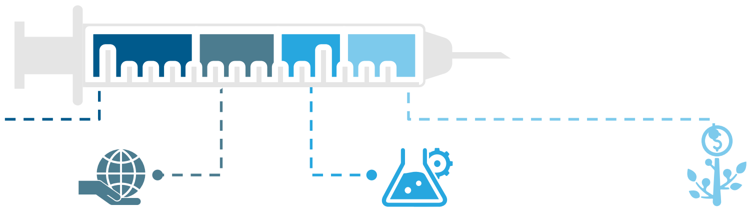
In this report, Everest Group focuses on the clinical & pre-clinical trials phase of the life sciences value chain



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 – State of the Market report provides a deep dive into the clinical development platforms market; the exhibits below illustrate the depth of the report

Clinical trials technology landscape



Large ISVs
BIOCLINICA, medidata, ORACLE, Veeva

Service providers
accenture, Cognizant, TATA CONSULTANCY SERVICES

CROs
ICON, IQVIA, parexel, PPD

Mid-tier and start-ups
ERT, DEEP 6 AI, MEDnet, protocols.io, trials.ai

Pharma enterprises face multiple challenges

40-50%
Ability to integrate multiple data sources into a centralized database

20-30%
Duplicative efforts and siloed processes, which give rise to inefficiencies

15-20%
Lack of robust analytics capabilities to drive decision making

10-15%
Complex environment of multiple technology tools

10-15%
Ability to enable adaptive protocols

Platform vendors need to focus on convincing pharma enterprises

Recalibrate GTM and focus on case studies of a platform-led approach. Articulate business benefits over technology roadmaps, showcasing outcomes such as short study start-up and improved productivity

Explore improvements in platform flexibility and modularity, instead of pushing forward monolithic technology stacks

Pivot pricing options to more agile constructs in order to align with message of platform modularity and flexibility

Focus areas for today's clinical development platforms

1. Accelerating patient-centric investments for virtual trials
2. Enabling adoption of adaptive trials to speed trial timelines
3. Advanced analytics and AI investments for improved clinical decision making
4. Automation for reducing manual intervention in pharmacovigilance

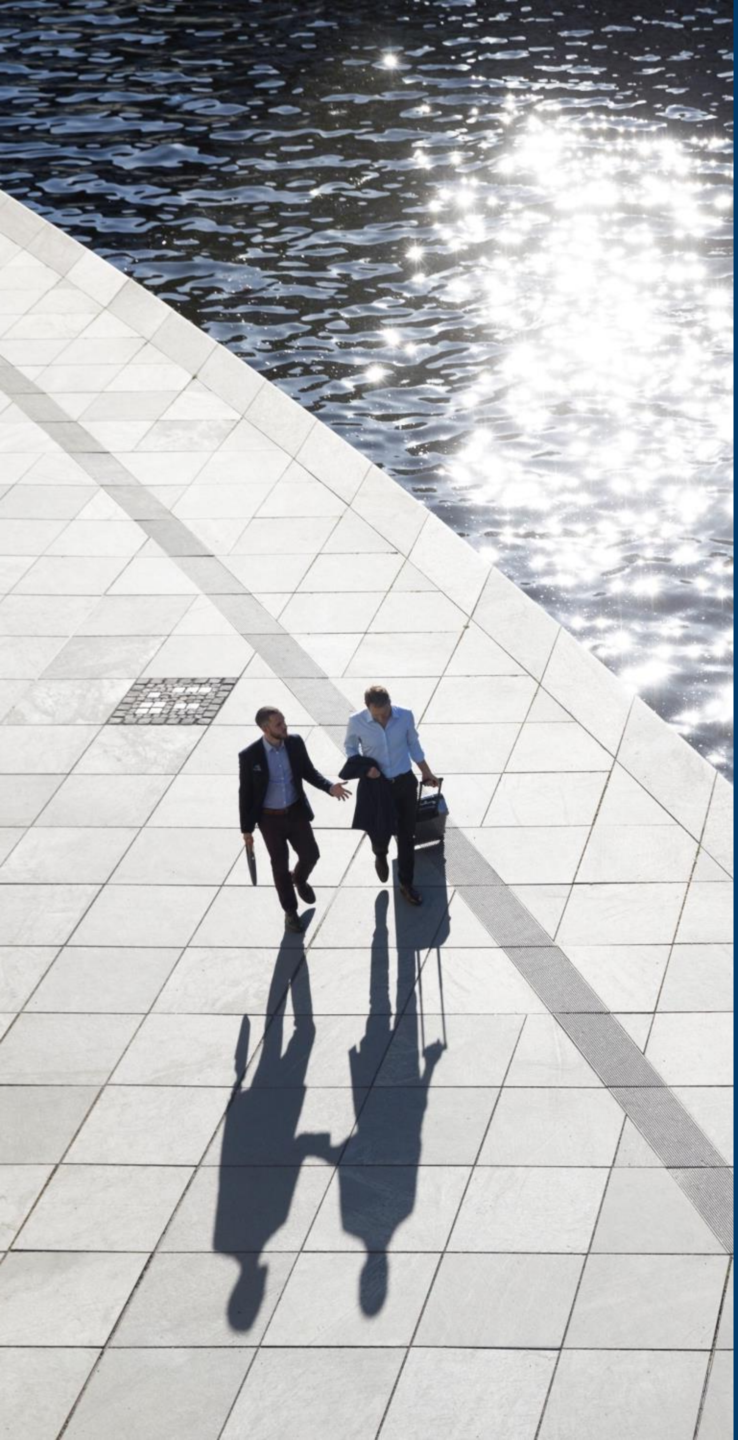
Research calendar
Life sciences IT services

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 – Vendor Provider Profiles Compendium	October 2020
Clinical Development Platforms Market Overview	**November 2020**
Life Sciences Digital Services PEAK Matrix® Assessment 2021	November 2020
Life Sciences Digital Services – Service Provider Profiles Compendium	December 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 IT reports, please refer to our website page



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