

Decentralized Clinical Trial Products Market Overview

September 2021: Complimentary Abstract / Table of Contents



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Benchmarking

Contract assessment

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Market intelligence

Tracking: service providers,
locations, risk, technologies

Locations: costs, skills,
sustainability, portfolios

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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 with workplace 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 (updated annually)
- The database tracks the following for each service provider:
 - 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 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 learned and best practices

Product vendors assessed^{1,2}



1 Assessments for Covance, Delve Health, eClinicalHealth, ERT, and Signant Health 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 DCT product buyers

2 Analysis for Signant Health is based on capabilities after its acquisition of Virtrial, analysis for ERT is based on capabilities after its merger with BioClinica, and analysis for Covance is based on capabilities after its acquisition with SnaploT

Source: 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

Decentralized Clinical Trials (DCTs), in which clinical trial data is collected through sensors or remote monitoring devices that are carried by a patient without the need to visit a site, can deliver many benefits to pharmaceutical companies, including cost savings, better patient recruitment and retention, and improved data quality. Although the technology and literature to support DCTs existed even before the COVID-19 pandemic, there were only a few pilots being conducted, as enterprises grappled with regulatory uncertainties, the need for upfront capital investment in sensors and products, and limited functionalities to decentralize clinical trials. In recent times, DCTs have proved to be a saving grace to restart paused clinical trials. Additionally, recent technological advances, the proliferation of wearables, and FDA's push to the industry to adopt DCTs following the COVID-19 situation have made the DCT landscape ripe for disruption.

Numerous start-ups that address DCT requirements have emerged in recent times. The landscape has also experienced heavy fundraising and mergers and acquisition (M&A) activities. Through co-innovation, continuous product improvement, and market education, DCT vendors are focusing on increasing trust, expediting trial timelines, and delivering a smooth experience in running DCTs. Everest Group's Decentralized Clinical Trial Products PEAK Matrix® Assessment 2021 looks at the current vendor landscape offering such platforms and presents the executive sentiment and insights for such platforms.

This report looks at:

- DCT adoption
- Everest Group view of an end-to-end unified DCT platform
- DCT vendor landscape and key focus areas for enterprises from DCT vendors

Scope of this report:



Geography
Global



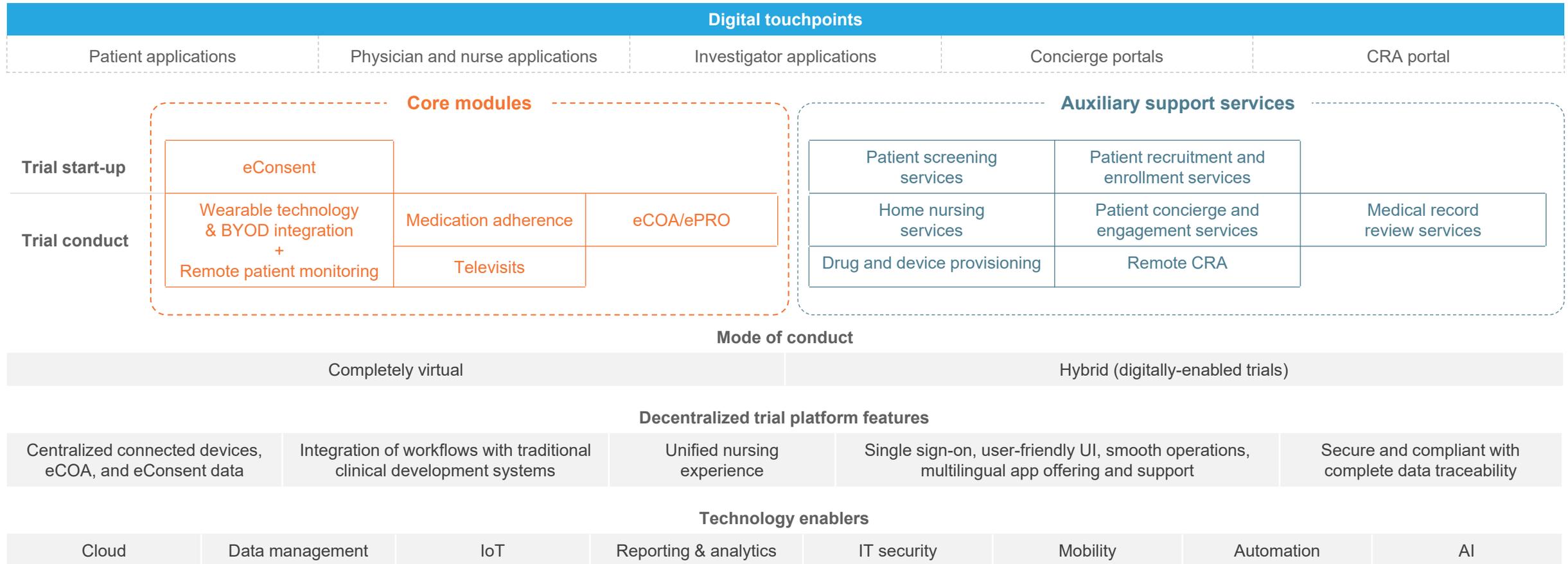
Industry
Life sciences (biopharmaceuticals, medical devices,
and Contract Research Organizations or CROs)



Vendor offering
Decentralized clinical trial products

This report focuses on technology products and auxiliary services that enable DCT and offers insights into the key market trends

 Scope of assessment



Source: Everest Group (2021)

Overview and summary of key messages

This report examines the global DCT products vendor landscape and its impact on the DCT market. It focuses on the changing market dynamics and emerging product vendor trends, expectations of enterprise buyers, and the future of decentralized trials.

The key findings of this report include:

Changing market dynamics

- The DCT product vendor market consists of start-ups, clinical research organizations (CROs), and traditional clinical technology vendors. There has been increased investment activity in the DCT space with vendors restarting clinical trials paused after the COVID-19 pandemic
- Both end-to-end and best-of-breed solutions see equal adoptions with large enterprises preferring the former while mid and small ones opting for the later

Emerging product vendor trends

- DCT vendor Leaders offer end-to-end clinical development platforms, while Major Contenders offer point solutions for running DCTs
- Vendors are focusing on leadership hiring, improvements to DCT product suites, and partnerships with auxiliary service providers to offer clients the best combination of products and services to run their DCTs

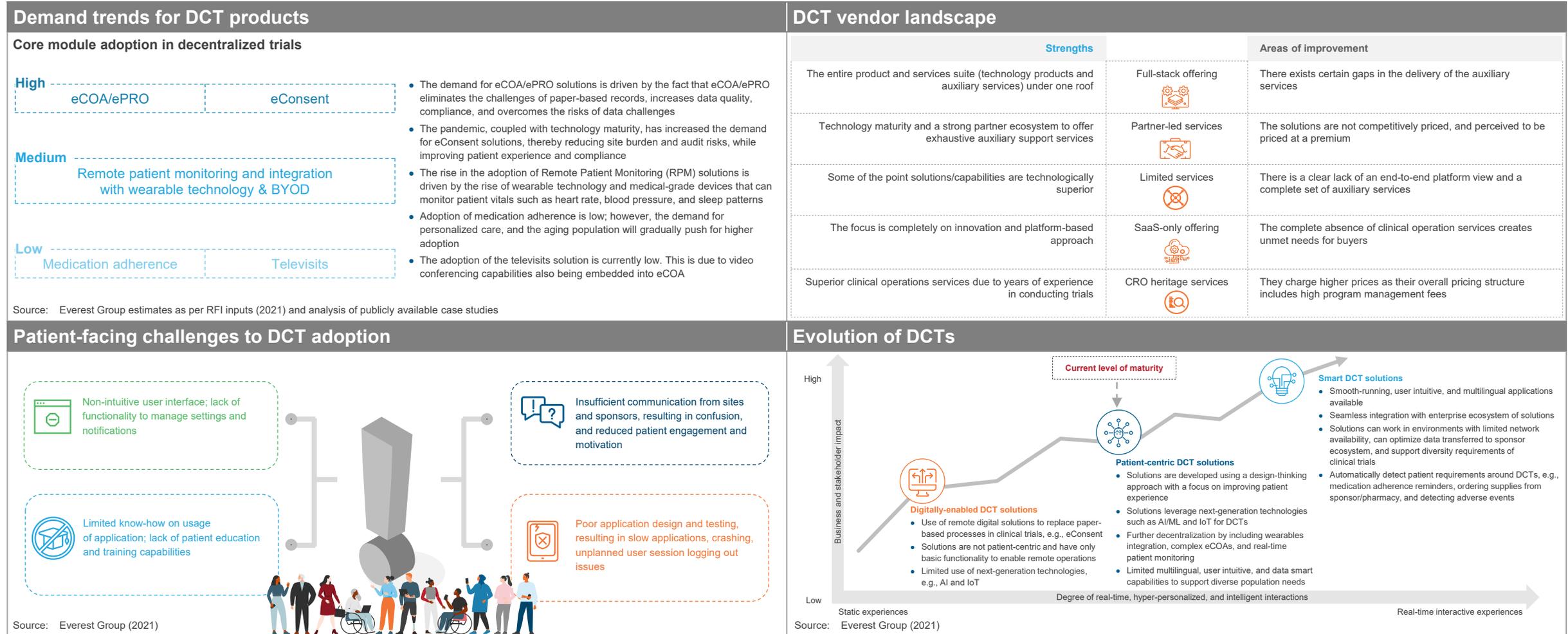
Expectations of enterprise buyers

- Enterprise clients demand patient-centric solutions that enhance the patient experience, including smooth operations, robust training and education, timely communication, and comprehensive support
- While large biopharma companies prioritize end-to-end unified platforms, small and mid-sized companies focus on costs and vendor responsiveness

Future of DCTs

- The present suite of DCT solutions leverage Artificial Intelligence (AI) / Machine Learning (ML) and Internet of Things (IoT) solutions to overcome adoption challenges and improve patient experience
- The future lies in smart DCT solutions that are patient-intuitive and offer seamless integration with enterprises' solution ecosystems

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



Research calendar

Life Sciences IT Services

■ Published
 ■ Planned
 ■ Current release

Flagship reports

Release date

Life Sciences Digital Services – Service Provider Landscape with PEAK Matrix® Assessment 2021	December 2020
Veeva Services PEAK Matrix® Assessment 2021	March 2021
Veeva Services – Service Provider Profiles Compendium	May 2021
Veeva Services Market Overview	July 2021
Decentralized Clinical Trial Products PEAK Matrix® Assessment 2021	July 2021
Decentralized Clinical Trial Products – Vendor Provider Profiles Compendium	August 2021
Decentralized Clinical Trial Products Market Overview	September 2021
Connected Medical Devices PEAK Matrix® Assessment 2021	Q4 2021
Connected Medical Devices Market Overview	Q4 2021
Life Sciences Specialists PEAK Matrix assessment 2021	Q4 2021
Life sciences Clinical Development Platform PEAK Matrix assessment 2022	Q1 2022

Thematic reports

Release date

Regulatory Overhaul of the EU Medical Device Market	April 2020
Future Readiness of Life Sciences Enterprise Supply Chains	June 2020
Connecting Life Sciences Manufacturing Using Industrial IoT	March 2021
Evolution from robotic surgery to digital surgery	June 2021
Decentralized Clinical Trials Adoption Playbook	Q4 2021

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