Clinical Development Overview

Careers in Clinical Research

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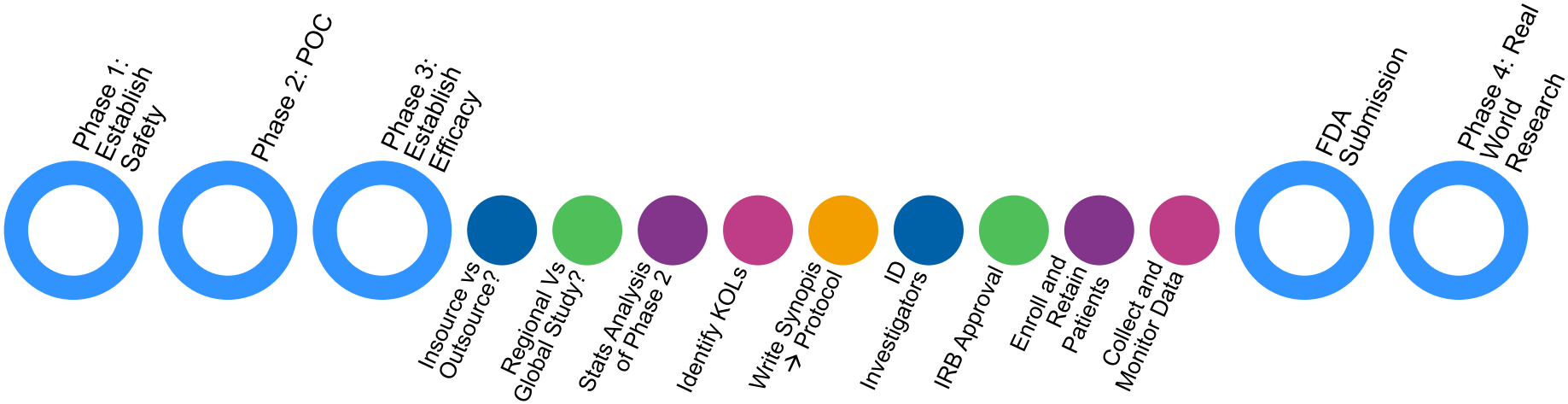
Opportunity



~$1 Billion
per clinical development program

~$8 Million
lost revenue per day a drug is not on the market

10+
years from bench to approval

QuintilesIMS Overview

(Marketing slide: let's focus on the career opportunities….)

50,000
people in
>100
countries

Award-winning
Safety Platform
>99%
on-time compliance to
regulatory authority

1,200
experts in
healthcare
informatics

530+
million global
anonymous
patient records

14
centers of
excellence

15+
petabytes of unique
healthcare data

~900+
clinical
educators

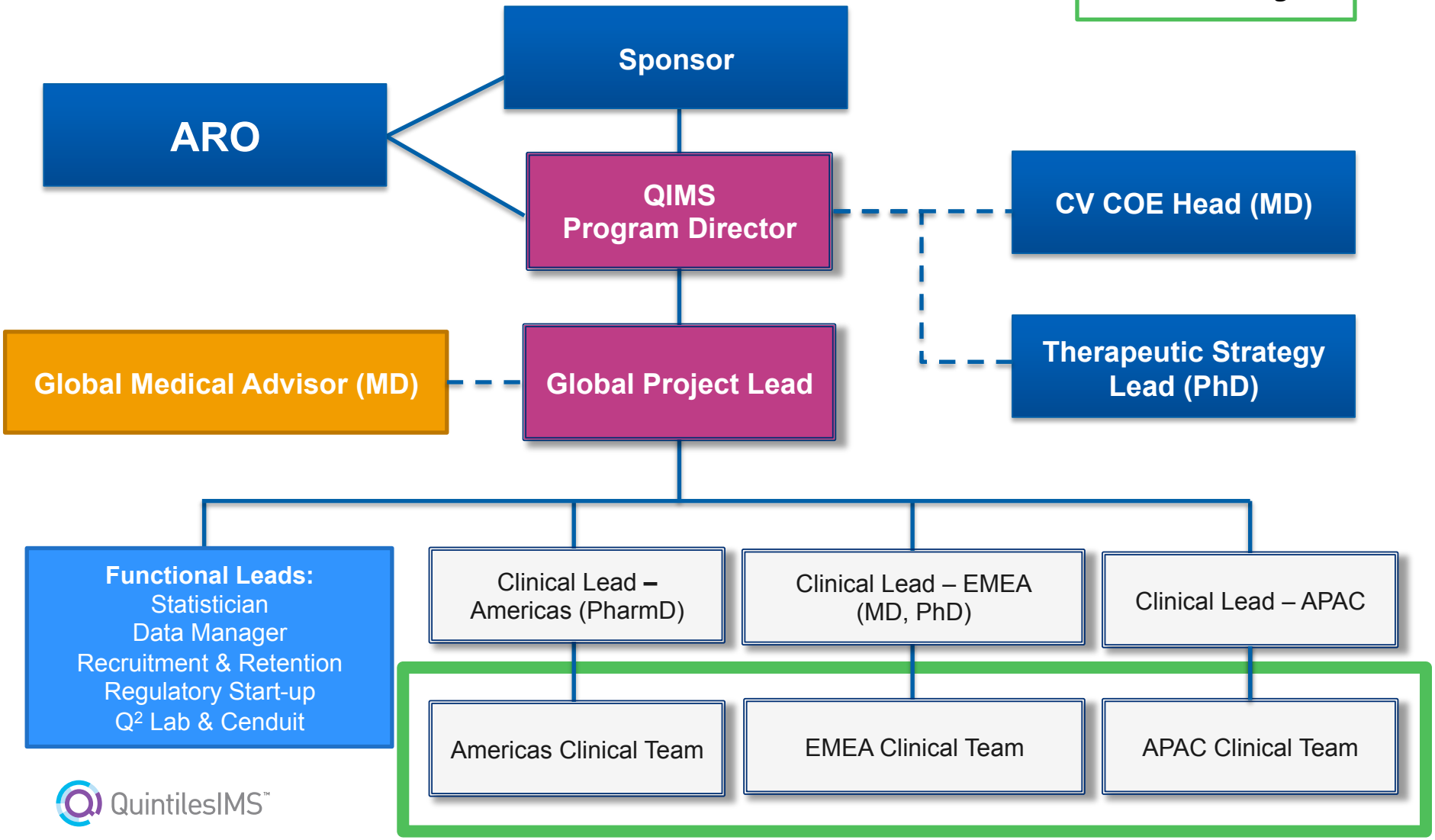
Elite 100
list in 2015 for Information
Technology Innovation

>1,100
medical doctors

Collection, Monitoring, and Oversight

Example Clinical Project Team

25 – 40% of study labor costs are monitoring



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Case Study: Phase 3 Cardiovascular Program

	Pivotal Study 1	Pivotal Study 2	Outcomes Trial
Countries	US & Canada	15 (EU)	24
Sites	240	260	600
Patients Screened	2250	2250	25000
Patients Enrolled	1000	1000	12000
Enrollment Period	10 Months	10 Months	30 Months
Total Study Duration	28 Months	27 Months	65 Months
Data Fields Entered	720,000	720,000	14,728,640
Monitoring Visits	750	600	7,000
Labor Fees	$18,000,000	$19,000,000	$120,000,000
Passthrough Costs	$20,000,000	$21,000,000	$140,000,000
Total	$38,000,000	$40,000,000	$260,000,000

2020 and Beyond

Development costs of >$1 billion are not sustainable

- Technology will Transform Development
  - Data driven monitoring strategies and remote monitoring technology
  - Incorporation of wearable technology
  - Adaptive study designs
  - Regulatory approvals at early stages
  - Increase study efficiency by using real world data:
    - Smarter site identification
    - Targeted patient identification
    - Drive faster less expensive trials with less waste
  - Early signal detection to reduce phases of development (i.e. oncology)
  - Personalized medicine
  - Increased use of biomarkers and genomic data