# FSP ENGAGEMENTS GROW IN POPULARITY FOR ABILITY TO ENSURE TIMELY, EFFECTIVE DRUG DEVELOPMENT

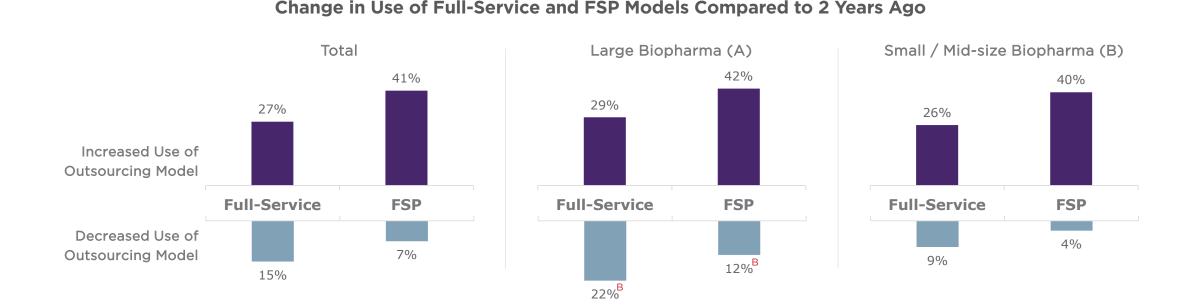
Exploring FSP trends across the industry, based on insights from more than 150 pharmaceutical

companies around the globe

# The State of Clinical Development Outsourcing

#### FSP outsourcing is growing faster than FSO

More respondents have increased their use of functional service provider (FSP) outsourcing than have increased their use of full-service outsourcing (FSO).

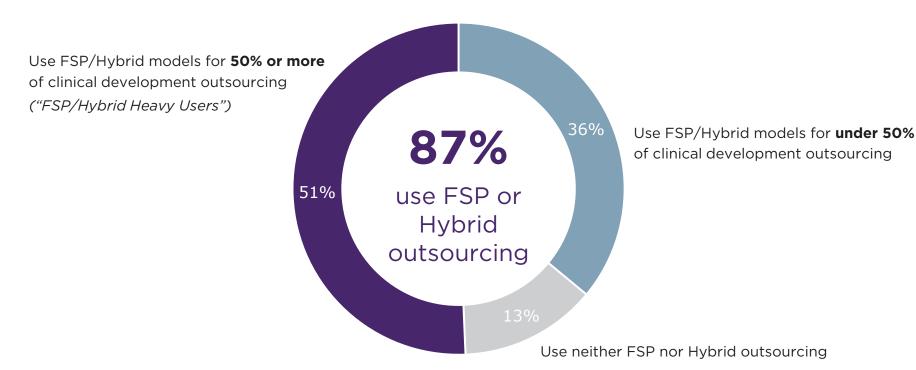


## Use of FSP and Hybrid FSP/FSO Models

# Large majority of drug developers utilize FSP and hybrid FSP/FSO models, half are "heavy users"

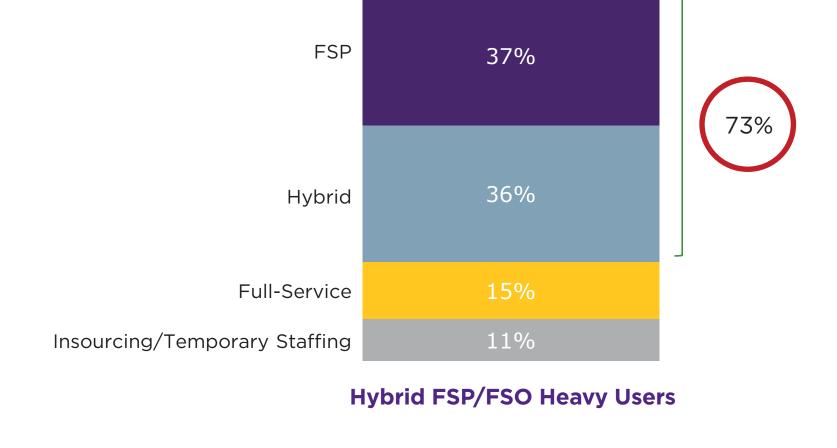
Almost 9 out of 10 participants report using one or both models for most of their clinical development outsourcing.





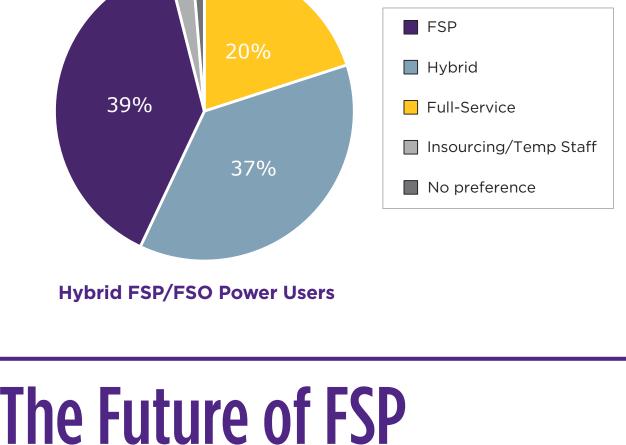
Heavy users leverage these models for nearly three-quarters of their outsourcing.

Outsourcing Models Share of Current Clinical Development Work



Heavy users are evenly split when it comes to a preference for FSP or hybrid FSP/FSO.

Most Preferred Outsourcing Model for Clinical Development



New FSP capabilities and trends are

# Propelling efficient, on-time delivery Bespoke recruitment strategies Global operations and resourcing

Follow-the-sun models

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