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Not So Fast Emerging Markets: Results from KMR's Site Contracts Study

CHICAGO, Illinois, November 14, 2012 – KMR Group, a leader in analyzing R&D performance data for the biopharmaceutical R&D industry, recently concluded an assessment of Industry site contract cycle times. This is the third study of site contract cycle times by KMR since 2006; this round also incorporated global contracts. Almost 9000 recently-executed contracts from leading biopharmaceutical companies were analyzed.

North America has the overall shortest contract cycle times with a median 1.3 months and performs the best by a significant margin. At the opposite end of the spectrum, emerging market regions take 3 to 4 times longer than North America. For example Brazil, India and Taiwan all have median cycle times of over 5 months. Although there is high interest to conduct studies in low cost emerging market regions, the delay in these cycle times is a factor to be considered in trial planning.

The study examined site contract performance in many ways, comparing study phase, type of site (independent, institution), therapy area, region and country level performance, and use of master agreements. Regulatory document completion times were also assessed. The survey not only showed each company how its performance ranked against other major companies in the Industry, it also provided context on more qualitative site contracting practices such as payment strategies, timing, and terms.

“This study gives participants reliable benchmarks and detailed company performance information that can be directly incorporated into site contracting strategies. This type of information is invaluable for setting timelines, which translates into faster study start-up. We are encouraged that each time we run this study there are new insights which are used to improve our clients’ performance,” commented Linda Martin, Principal of KMR Group.

For further information on future rounds of the Site Contracts Study contact:

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About KMR

KMR Group has worked exclusively in the biopharmaceutical R&D industry since the early 1990s. We are industry leaders in benchmarking, analytics and performance management as well as development of on-line analytics tools that give users access to confidential and rich datasets. KMR's clinical platform contains the most reliable source for trial performance, recruitment and site metrics data, with over 15,000 global clinical trials. Clients rely on these tools for trial, enrollment and investigator site benchmarks to help them define recruitment strategies, shape enrollment plans and forecast recruitment as well as to find untried sites and select the best performing sites. These tools and analyses help companies make better decisions so that they can get their products to



market faster and more effectively. For more information or for a demonstration of any of KMR's tools, please contact us.

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