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Inside Outsourcing is a special annual issue on outsourcing strategies brought to you by the editorial team of the most respected magazines serving the pharmaceutical and biopharmaceutical industries.

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*Publisher's Sworn Statement, Circulation Pro Forma, Inside Outsourcing, June 2011

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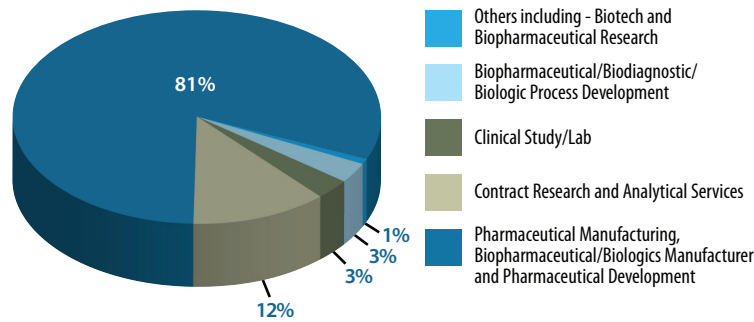
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EDITORIAL HIGHLIGHTS

- **Smoothing Out the Kinks:** Companies are facing challenges in implementing full-service partnerships (FSP) and integrated alliance relationships. Whereas organizations have embraced these relationships as strategically critical to their long term viability, the implementation of outsourcing strategies has not gone smoothly to date and needs to be refined. Where and what are the particle areas that are hitting a lot of resistance?
- **Where Relationships, Value, and Growth Need to intersect:** The Gap between CMOs and their Clients, including how big pharma's domestic suppliers in emerging markets (China and India) opens access.
- **Partnering Between Biopharm Companies and Diagnostic R&D:** The FDA Critical Path program and the Drug-Diagnostic Co-Development Concept Paper is encouraging biopharmaceutical company interest in biomarker research for the purpose of developing companion diagnostics. Has the time come for CDOs (contract diagnostics organizations)?
- **Strategic Partnering as the Solution:** Putting CROs and CMOs closer to the Center of Pharma's ecosystem frees companies to innovate and reduce costs: An in-depth look at three very different alliances—Otsuka / Covance Partnership; Celtic / PPD (Celtic is a virtual pharma company); BMS / Parexel / Icon.
- **Round Table: Five Experts Weigh in on Strategic Outsourcers as Change-Makers In Pharma's New Ecosystem**
- **CRO Usage: How much is it, really?** Endless amount of speculation exists as to the growth of Contract Research Organizations, but this is the first study to report actual current CRO usage based upon extensive individual clinical study level data, and represents a further enhancement to the information reported using survey data. The results may surprise you.
- **Yet Another Core Function Being Outsourced:** Pharma companies now routinely outsource core functions such as clinical trials and manufacturing, but a new trend is the outsourcing drug discovery. And it isn't just the virtual biotech. It's also larger companies who have hitherto been reluctant to relinquish control of sensitive property.
- **Strategic Outsourcing with Data Aggregators:** With the increased pressure on companies to actively monitor safety and the competitive implications of comparative effectiveness research, outsourcing with data aggregators affords them access to the data resources and clinical expertise that is required to perform active post-marketing surveillance.



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- » IIR Annual Partnerships in Clinical Trials 2012
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