

Outsourcing Version 4.0

The changing landscape of sponsor's expectations



01

- R&D Units – Internal
- Outsourcing a new concept ; acceptance level was low
- Least important activities were outsourced

03

- Technological advancement: Outsourcing enablers expediting time from discovery to market
- FSP , Dedicated, Ring Fenced : Business models prevalent
- Economic slowdown resulting in new drug pipeline shrinkage – wait and watch approach by Pharma Co.

02

- Gradual positive shift in acceptance towards outsourcing
- Business classification: True Core, Core and Non-core
- Comparison with In-house team: Specialization, Cost Effectiveness and Time-Zone Coverage

04

- Major Patent expiries; Blockbuster era approaching standstill
- Consolidation of vendors; Searching one stop shop – preferred vendor to reduce oversight time
- Partnership based models: Focus on experienced staff for ROI; cost, quality, productivity and value addition