



Similarities and Differences in Statistical Programming Among CRO and Pharmaceutical Industries

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Agenda

- **Definitions**
 - Pharmaceutical (Sponsor) and CRO
- **Industry relationships**
 - Sponsors and CRO
 - The 2 similarities that make them both different
- **Influences of Career Activities**
 - Financial Knowledge
 - Sourcing Model
- **Summary – and your best fit**
 - Consider options



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Disclaimer

The discussion today is from the author's experience only and does not necessarily reflect any fact/statistics that would otherwise contradict or support industry data

About the author

- 21 years experience
- Started at Sponsor, currently at CRO
- In strategic role for past 11 years
- Co-Lead on PhUSE Emerging Trends/Technologies - SCE



- **Sponsor**
 - Pharmaceutical or Biotechnology company
 - Responsible for all work, but may outsource
- **Contract Research Organization (CRO)**
 - Responsible for one or more tasks
 - May be hired by Sponsor or other CRO



Relationships – Sponsor and CRO

- **Symbiotic**
 - Different interests, but a common goal
 - Exist and evolve
- **Example relationship models**
 - Deliverable-based
 - Fixed-price / staff augmentation
 - Hybrid
- **Risk-based relationships** (80/20 rule)
 - Sponsor shouldn't give one CRO >80% of its business
 - Sponsor shouldn't give >20% of own business to one CRO



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CRO and Sponsor – Same or Different?

- **It's a business**
 - Revenue, Earnings, Growth, Sustainability
 - Financial Impact
- **The same work is performed**
 - Programming remains essential
 - CRO works inside the sponsor system
 - CRO does not work inside the sponsor system



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Financial Influence

- **Financial Awareness**
 - CRO programmer is the revenue
 - Sponsor programmer is not the revenue
- **Financial Forecasting/Analysis**
 - Sponsor FTE representation and cost of CRO
 - CRO has FTE+ Utilization...Realization...Margin...and so on
- **Bid Defenses**
 - Business Acumen skillset for CRO
 - Sponsor: opportunity to see best industry/CRO practices



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Financial Influence – cont'd

- **Training and Development**
 - More than just SOPs
 - Conferences, workshops, seminars
- **Pay and Benefits**
 - Depends on the corporate strategy
 - Remains Competitive
- **Job Security and Outlook**
 - Outsourcing is cyclical
 - Statistical programming remains essential



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Financial Influence – Summary

Category	Advantage	Why
Financial Awareness	Sponsor Programmer	Less focus on where your hours are worked
Financial Forecasting/analysis	CRO Programmer	More opportunity for business skills development
Bid Defenses	CRO Programmer	More opportunity for business skills development
Training and Development	Sponsor Programmer	Less restrictions on training
Pay and Benefits	Both	Industries remain competitive
Job Security	None	Essential, but not guaranteed



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Sourcing Model Influence: CRO in the Sponsor Systems

- CRO perspective
 - Limited Leadership opportunities
 - Pressure to Perform – Less flexibility
 - Less freedom to code
 - Integrated in the Sponsor culture
 - Spider web inward-out perspective
- Sponsor perspective
 - High Leadership opportunities
 - Influences how the work gets done
 - Less coding and more direction
 - Spider web outward-in perspective



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Sourcing Model Influence: CRO not in the Sponsor Systems

- CRO perspective
 - High Leadership opportunities
 - Pressure to Perform – more flexibility
 - More freedom to code
 - Work with multiple Sponsors simultaneously
- Sponsor perspective
 - High Leadership opportunities
 - Less influence on how the work gets done
 - Trusting skills to the test



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Your Best Fit: Summary

- Statistical Programmers can move into different types of organizations during their careers
- What's perfect for you now may not be in the future
- How do your strengths and motivation match with different organizations
- Consider all your options
- Excellent Career





Thank You

Questions?

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