



PPD®

- **The AQSCI Method behind CRO Evaluation and Application to Pharmaceutical Company Needs.**

- James Gallagher(Novartis) & Roy Ward(PPD)

Final 1.0

- PHUSE Austria 2015

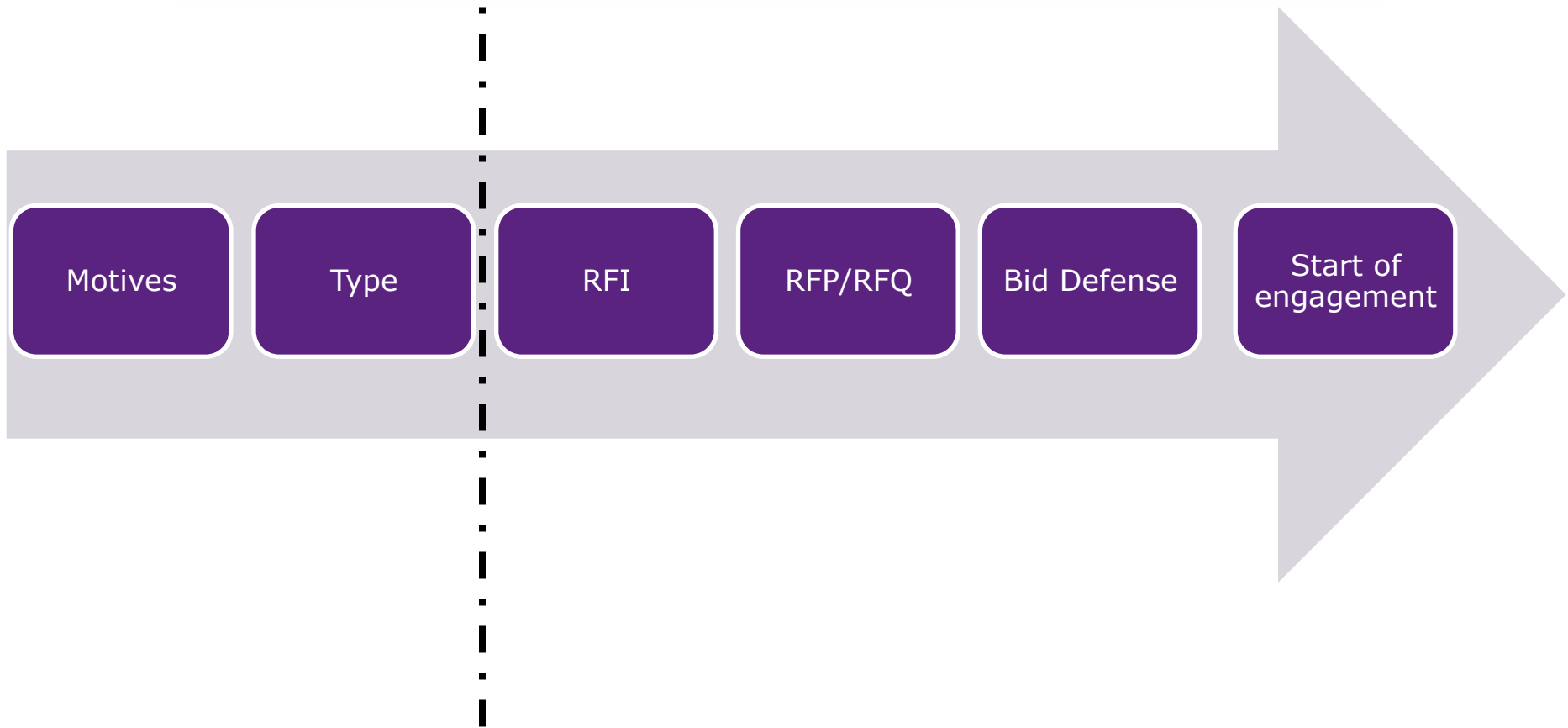

NOVARTIS

Introduction – What is the AQSCI method

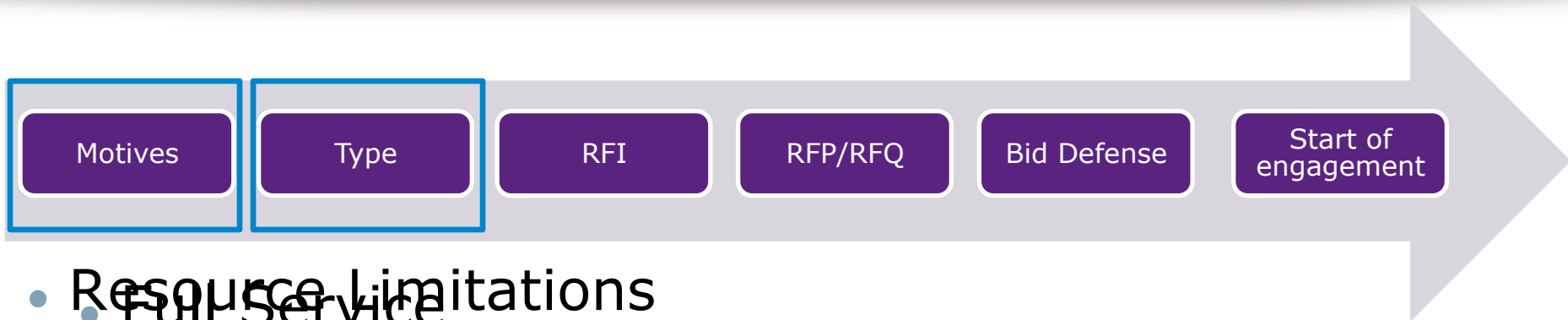
- Method to evaluate Vendors for selection using 5 'pillars'



Where does it fit in – The Bigger Picture

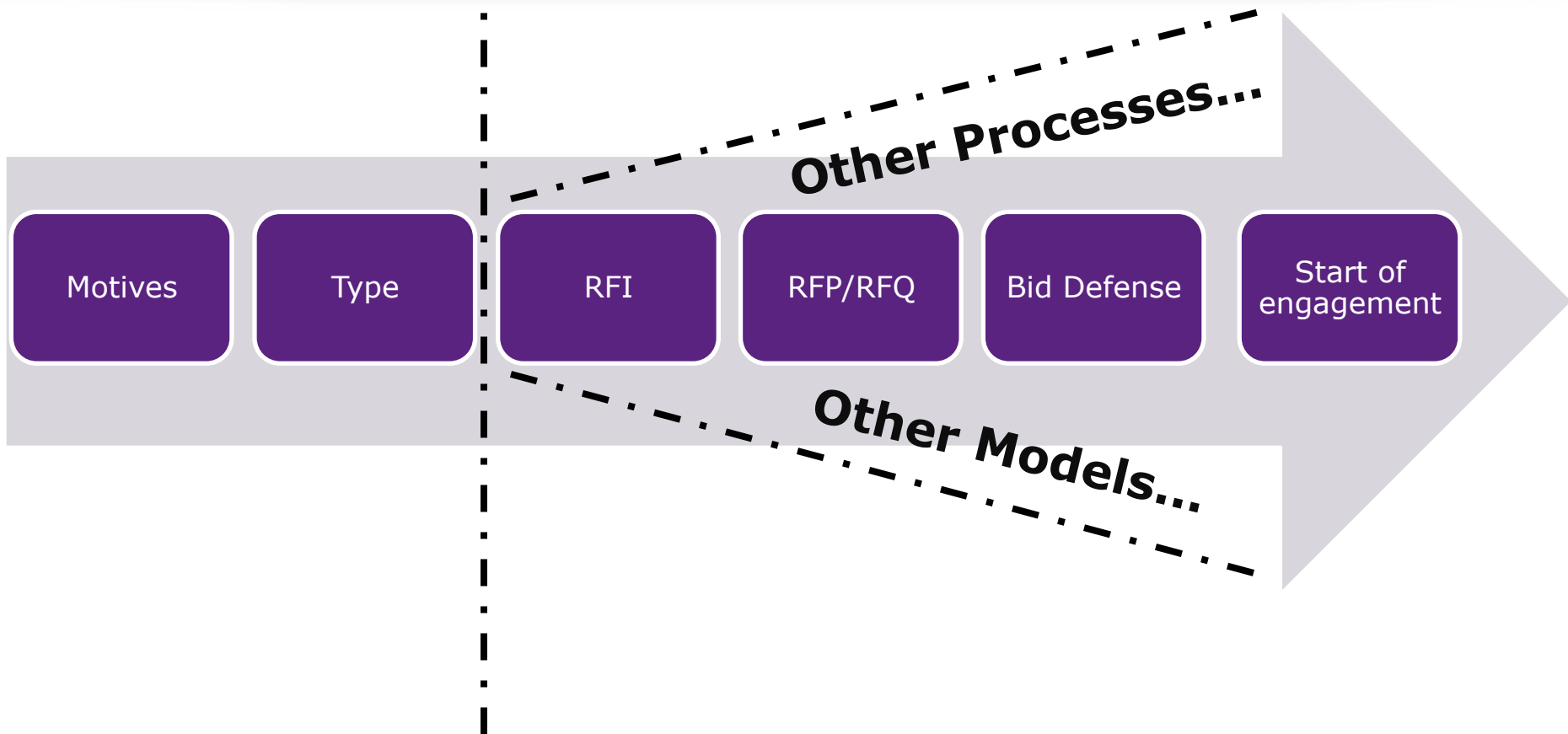


Where does it fit in – The Bigger Picture

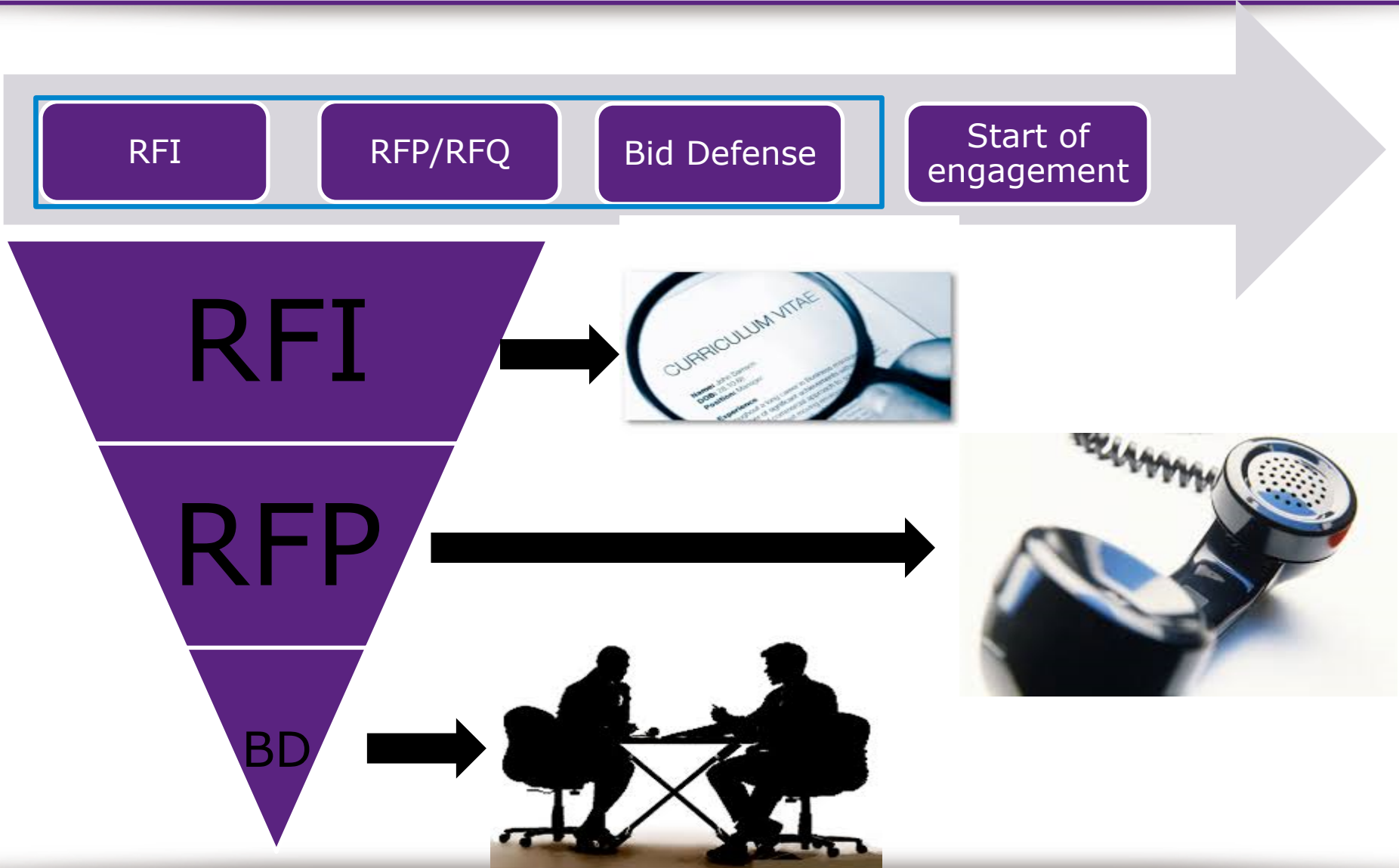


- Resource Limitations
 - Full Service
 - Cost
 - Functional
 - Expertise
 - Functional Service Provider
 - Others....
 - Full Time Equivalent
- } 'Hybrid' Model

Where does it fit in – The Bigger Picture



Where does it fit in – The Bigger Picture



Where does it fit in – The Bigger Picture

RFI

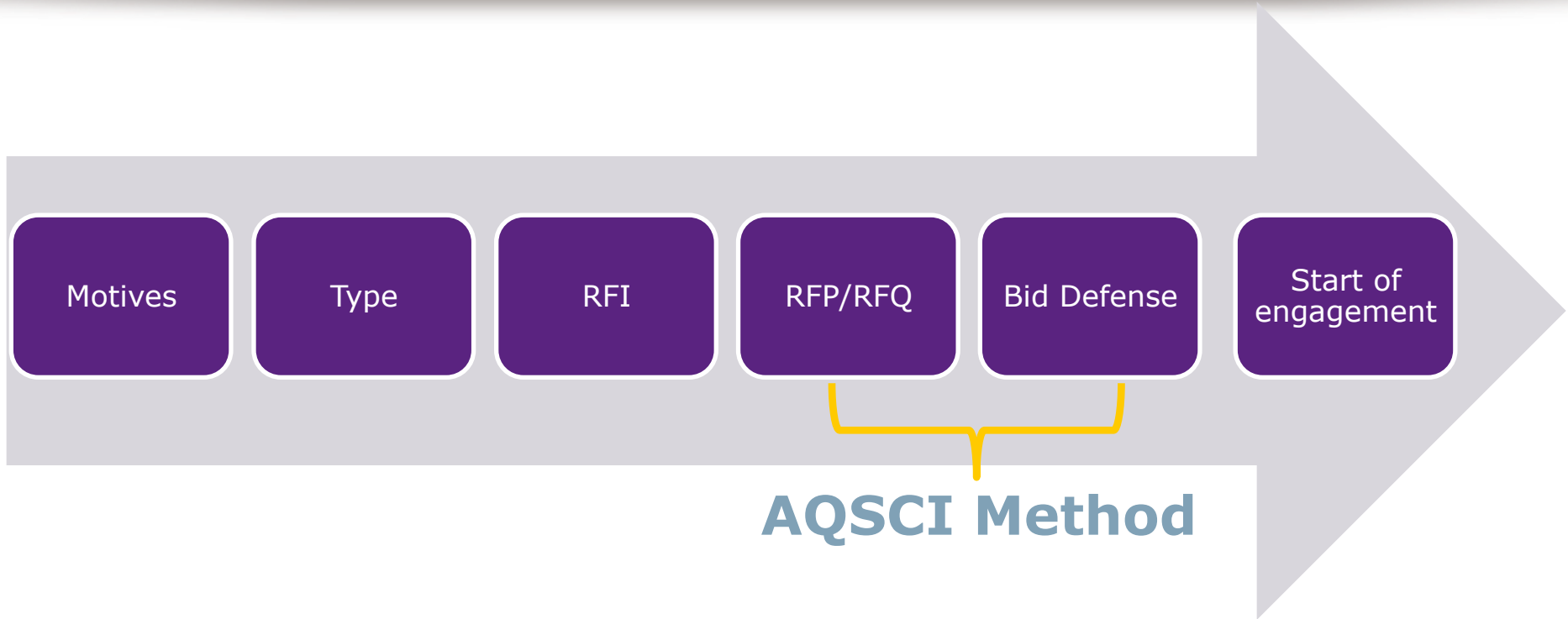
RFP/RFQ

Bid Defense

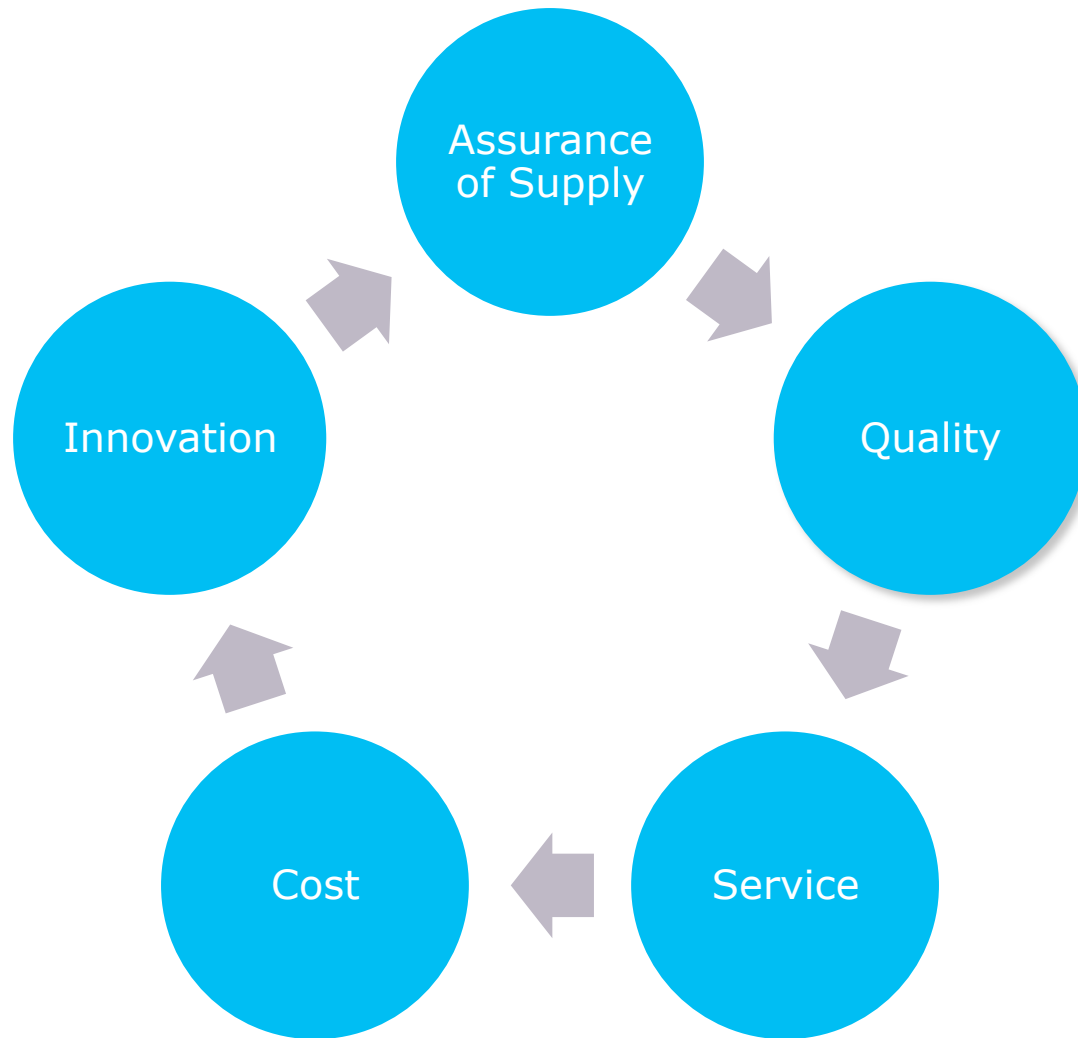
Start of
engagement

Good practices...listed later in presentation

Where does it fit in – The Bigger Picture



The AQSCI Method : The Pillars



The AQSCI Method :



The AQSCI Method :



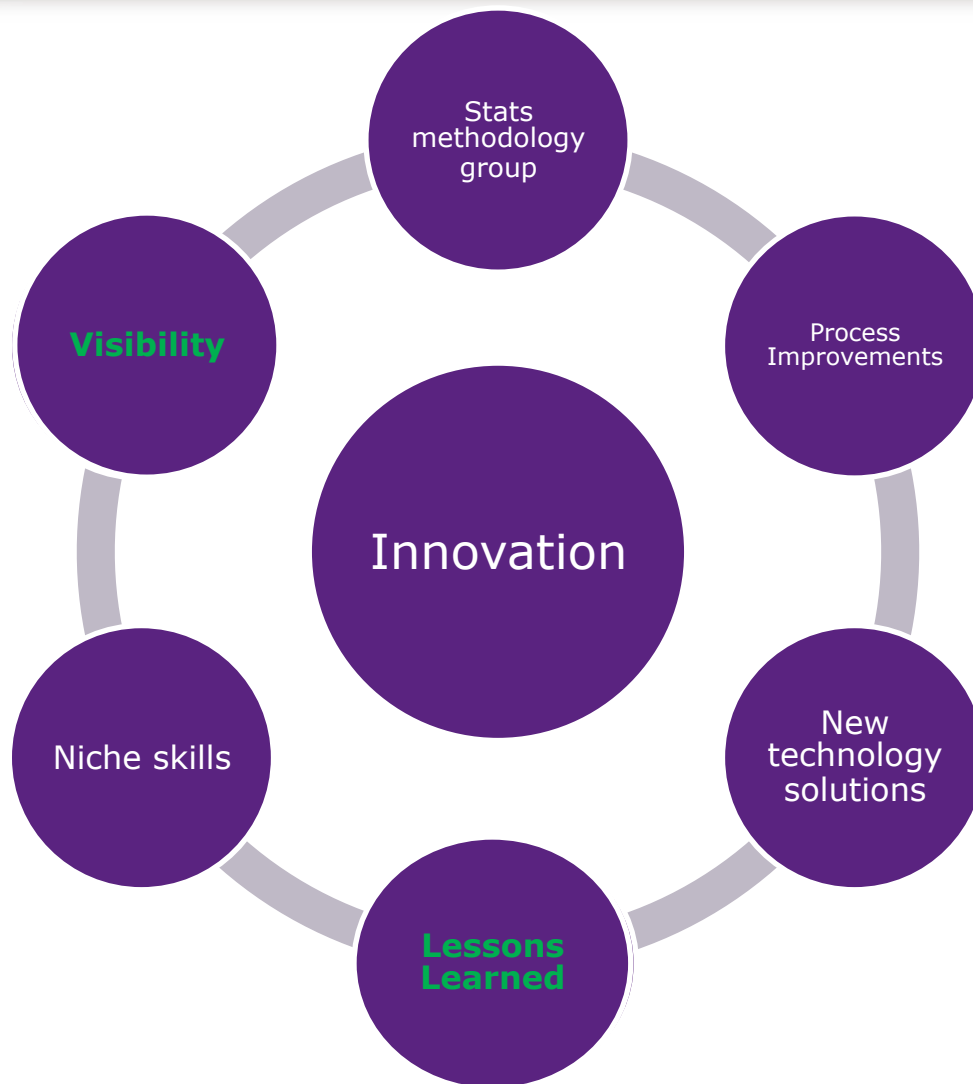
The AQSCI Method :



The AQSCI Method :



The AQSCI Method :



The AQSCI Method

#	Question	Weight	Vendor 1	Vendor 2	Vendor 3	Vendor 4
			0.00	0.00	0.00	0.00
1	Question 1 Text....	5.00%				
2	Question 2 Text....	15.00%				
3	Question 3 Text....	20.00%				
4	Question 4 Text....	10.00%				
5	Question 5 Text....	5.00%				
6	Question 6 Text....	5.00%				
7	Question 7 Text....	10.00%				
8	Question 8 Text....	10.00%				
9	Question 9 Text....	5.00%				
10	Question 10 Text....	15.00%				

5	Exceeds Expectations
4	Meets Expectations
3	Somewhat meet expect
2	Below Expectation
1	Does not Meet the expe

▶ ▶	RFP Response Summary	Evaluation Summary	Eval_Person 1	Eval_Person 2	Eval Person3	Eval Person4	Vendor - SW
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The AQSCI Method

Quality	Vendor 1	Vendor 2	Vendor 3
Systems & Processes	4.1	2.0	4.8
HA findings	3.9	3.8	3.8
Governance	2.8	2.9	1.9
Mean	3.6	2.9	3.5

The AQSCI Method

Pillars	Vendor 1	Vendor 2	Vendor 3
Assurance of Supply	2.1	4.0	4.3
<i>Quality</i>	3.6	2.9	3.5
Service	3.6	1.9	4.1
Cost	4.6	3.3	2.0
Innovation	3.1	2.4	4.6
Mean	3.4	2.9	3.7

Good Practices for start of engagement

Motives

Type

RFI

RFP/RFQ

Bid Defense

Start of
engagement

- Face-2-Face Kick-off meeting
- Governance & Escalation
- Key Performance Indicators
- Regular Work Schedule Demand
- Training & System Access
- Operational Manual

Conclusion

- Adaptable
- Framework
- Other factors should not be ignored

Acknowledgements

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Questions...



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