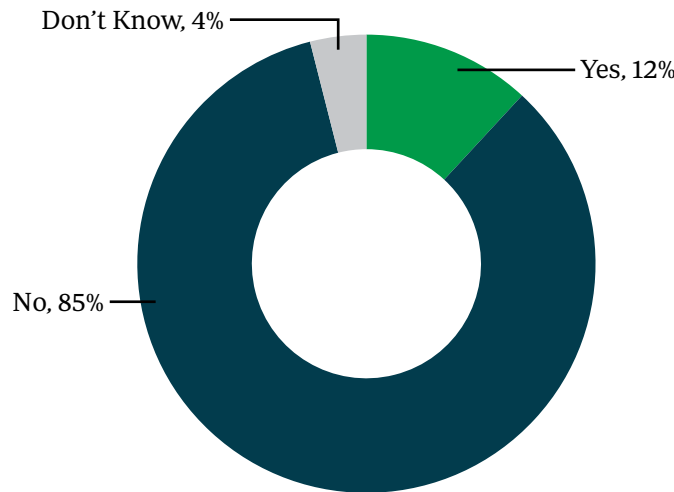


# PPA Differences Between Small And Large Sponsors



The overwhelming majority of respondents (85%) at small and emerging biopharma companies do not have preferred provider agreements (PPAs) for phase 2/3 outsourcing. This is a striking comparison to the wider audience of clinical development outsourcers—83% of large sponsors and 47% of mid-size sponsors said they have PPAs in place. What does this mean? With just one-in-ten respondents bound by PPAs, it is a CRO’s market.

*“Does your company have formal preferred provider agreements for Phase 2/3 services?” (n=52, only asked of respondents from small and emerging biopharma companies with with annual R&D spend less than \$100 million.)*



*“Does your company have formal preferred provider agreements for Phase 2/3 services?” (n=233)*

