

IQVIA Biotech: the CRO of choice for emerging biopharma and biotech companies

Building strong relationships and delivering scalable solutions

In the rapidly evolving landscape of clinical research, emerging biopharma and biotech companies are at the forefront of innovation. These companies, often laser-focused on developing breakthrough therapies, face unique challenges that require specialised support. This is where IQVIA Biotech steps in as the contract research organisation (CRO) of choice, offering full-service clinical development solutions and services tailored to meet the distinct needs of biotech sponsors.

Building strong sponsor-CRO relationships

Senior leaders at biotech companies, from CEOs to chief medical officers (CMOs) to Clinical Operations, need a CRO partner with a passion for the science and a deep understanding of the demands and complexities of this fast-moving business. IQVIA Biotech understands that trust and communication are paramount. By listening to the needs of sponsors and providing strategic guidance, we help to foster a collaborative environment where biotech companies can thrive. This partnership approach allows sponsors to focus on long-term strategic goals while we manage the complexities of clinical trial execution.

The head of clinical operations at a leading biotech company highlights the importance of this relationship: "Having the IQVIA Biotech project team's collective experience to manage our lead oncology therapy was a huge lift for our team. We were able to refocus on our long-term strategy and begin discussions with key thought leaders and advisory boards."

Leveraging deep expertise and scalable solutions

IQVIA Biotech is a biotech-specialised CRO, with unparalleled clinical expertise, global reach and a commitment to scaling innovation for more than 25 years. Our deep understanding of various therapeutic areas, coupled with advanced technology and analytics, enables us to overcome barriers to clinical trial completion. This expertise is particularly crucial in early-stage



development, where strategic planning and comprehensive clinical development plans are essential. For example, in oncology, our ability to develop comprehensive biomarker strategies and companion diagnostics ensures that trials are designed with precision and efficiency. This level of expertise not only enhances the quality of clinical delivery but also reduces timelines – a critical factor for biotech companies racing against the clock to bring new therapies to market.

Early engagement and planning

One of the key advantages of partnering with IQVIA Biotech is our emphasis on early engagement. By integrating services early in the development process, often before the Investigational New Drug (IND) submission, we help sponsors navigate potential pitfalls and streamline trial operations from the outset. This proactive approach minimises delays and maximises the probability of success.



“It is important to work with a team that shares the same voice as us. This way, the CRO team is readily available to have discussions around patient safety with site investigators or help pre-select target patients based on clinical and biomarker data insights,” head of clinical operations.

Scalable solutions for diverse needs

Our commitment to innovation and the team’s ability to provide scalable solutions tailored to the unique needs of each biotech sponsor is another key differentiator. Whether it’s implementing technology-based solutions for today’s needs, or evolving to meet future requirements, we’ve been on the forefront of this transformation – offering remote monitoring capabilities, telemedicine and other digital tools that ensure trial continuity even in challenging circumstances.

“During the pandemic, we were unsure of how we would continue to collect quality data with overburdened hospitals and no on-site clinical research associates. Working with IQVIA Biotech, the team quickly pivoted to coordinate with site institutions, through their established relationships, to determine needs such as at-home study coordinators and telemedicine,” head of clinical operations.

Conclusion

IQVIA Biotech stands out as the go-to CRO to help biotech sponsors meet study milestones, expand clinical development globally, bring innovation to market and maximise patient impact. In the high-stakes environment of biotech and emerging biopharma, choosing the right CRO partner can make all the difference. We offer deep expertise, scalable solutions and a commitment to building strong, trust-based relationships. Our proactive approach, adaptability and comprehensive service offerings ensure that biotech sponsors can navigate the complexities of clinical development with confidence and success. As the industry continues to evolve, IQVIA Biotech remains dedicated to supporting the innovative efforts of biotech companies, helping them bring much-needed therapies to patients around the world.



With decades of successful scale for biotech innovators globally, IQVIA Biotech is dedicated to simplifying your journey to success, inspired by your ambition to discover innovative ways to deliver treatments to patients. We proudly serve as the go-to CRO partner for visionaries whose breakthroughs may change the world, one patient at a time.

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