



The company of specialists.

i3 Provides Scientific Talent for More Than 400 Projects Over Two Years at Global Pharmaceutical Company

Business Context – Opportunities

Pharmaceutical companies face the difficult challenge of balancing their financial resources between drug development and the clinical trials that are necessary to bring new drugs to market. One of the world's leading developers of pharmaceuticals began looking for a CRO partner that could help it boost efficiencies and reduce costs, ultimately enabling an increased number of clinical studies to get through the pipeline. Instead of a traditional contract arrangement, the company sought a long-term functional alliance with a trusted partner with the flexibility to meet varying resourcing demands over time. This partner would need to supply a pipeline of experienced personnel who could immediately work on projects with minimal training.

Actions and Solutions

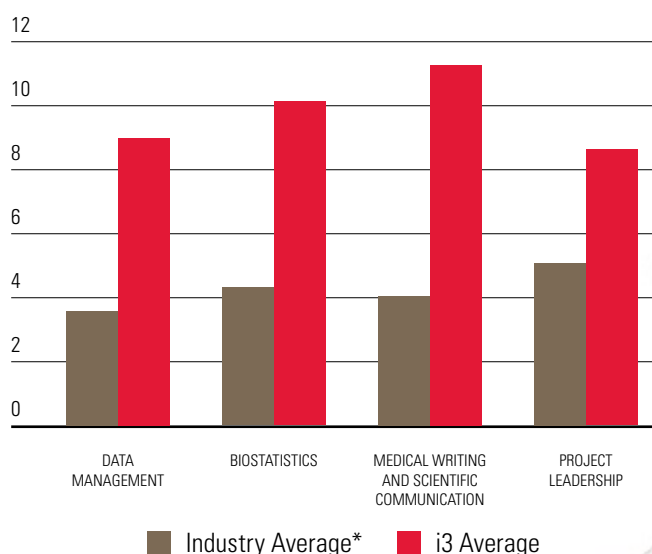
With facilities in nine countries and nearly 8,000 people engaged in research and development, the drug company needed a clinical and data services partner with the experience to improve data quality and streamline a wide range of processes on an international scope, while maintaining the flexibility to rapidly scale its scientific talent up or down. In addition, the company wanted to create a strategic partnership with a single company to manage clinical research across product lines, rather than consume precious internal resources by managing multiple partners.

In early 2006, the company turned to i3, a global pharmaceutical services company that provides integrated strategies and solutions throughout the product lifecycle. The selection of i3 was influenced by the drug company's successful history using i3 through its specialized businesses, i3 Research and i3 Statprobe, for clinical support and data services.

Within the partnership, i3 maintains a dedicated, experienced team of professionals who work strategically with the drug company to fulfill the client's needs, offering ideas and solutions to continuously improve services and achieve long-term goals and

objectives. i3 recruits expert staff, and provides both general and therapeutic area training and project-specific training as needed.

i3 Staff Experience vs. Industry Averages



To accommodate changing workloads, i3 provides a dedicated “core” group of experienced associates, and additional associates for periods of increased activity. In return, the drug company contains its costs by utilizing and paying for only the staff that it needs, without the overhead of managing and growing its staff and incurring the long-term costs of salaries and benefits. An added boon for the customer is i3's willingness to assimilate staff from the pharmaceutical company to help retain its knowledge. i3 provides expert professionals including medical writers, statistical programmers, biostatisticians, data management associates, project managers, QA professionals, and clinical research associates. In addition, i3's IT staff works closely with the pharmaceutical company to facilitate information exchanges between systems, and applies its experience gained through similar engagements to offer creative solutions to clients' technology challenges.

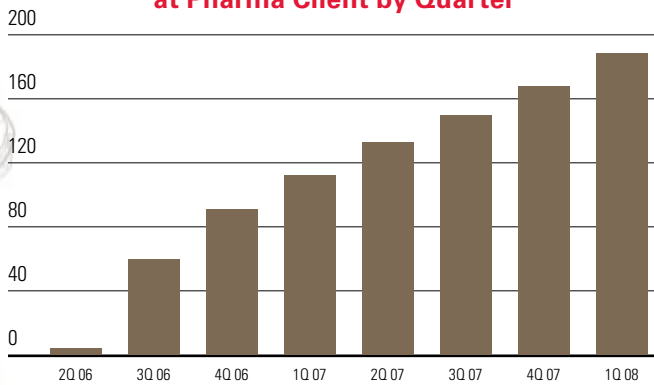
* Thomson CenterWatch Survey

Personnel from nine offices and many regional, home-based associates are utilized by i3 to support the drug company's projects. In the majority of cases, the hardware, software, and standard operating procedures are maintained and managed by i3, as are the interfaces to the drug company's databases and other clinical systems that electronically exchange information. However, i3 provides the flexibility to alter these configurations as needed, using a combination of the pharmaceutical company's hardware, software, or procedures.

Results Summary

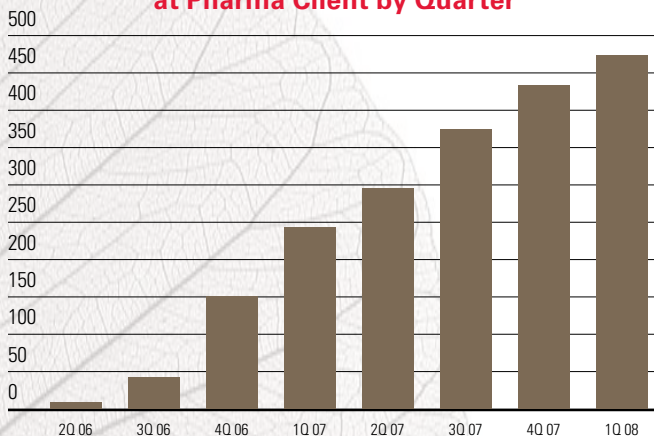
Since early 2006, the use of i3's staff by the pharmaceutical company has steadily grown, from zero to 188 resources in less than 24 months; see following graph.

Cumulative Number of i3 Staff Working at Pharma Client by Quarter



During this period, the i3 resources worked with the pharmaceutical company on 473 projects; see following graph.

Number of Studies Undertaken at Pharma Client by Quarter



The partnership has been a success on many levels:

- i3 has maintained a 92 percent staff retention rate during the first two years of the partnership.
- i3 averages only 26.5 days from the client's request to hire new employees.
- A specialized, focused i3 training program enables new hires to be fully utilized within four to six weeks—a stark contrast to the six-month training period that the pharmaceutical company typically provides to new hires before they become proficient in their work.
- The pharmaceutical company has realized a cost savings of almost 30 percent in salary and benefits by using i3's professionals, while saving substantially more in the six-month training costs of new employees. Furthermore, the additional resources have greatly increased the pharmaceutical company's ability to complete studies within its pipeline.

Final Thoughts

The value of the partnership, demonstrated in a combination of cost savings, efficiency, and exceptional talent, has prompted the expansion of the program. Plans are in place to add another 20 professionals within the next six months, and the pharmaceutical company is preparing to shift additional tasks to i3.

About i3

i3 provides integrated scientific strategies and solutions throughout the pharmaceutical product lifecycle. It is composed of i3 Research, a therapeutically specialized contract research organization; i3 Statprobe, a leader in comprehensive data services; i3 Drug Safety, engaged in pharmacovigilance and epidemiology; i3 Pharma Informatics, a data, science, and technology provider of market analytics; i3 Pharma Resourcing, a world-class staffing partner; and i3 Innovus, delivering the science and solutions to achieve marketplace success. i3 helps companies gain sharper insights that lead to better patient care. For more information, visit www.i3global.com.