



Global Services Providers Target Pharma and Biotech: Sourcing Options and Complexity Increase for Life Sciences Companies

Pharmaceutical and biotech companies are experiencing a period of dramatic industry change, reflected in a growing urgency to reduce costs and boost results in all aspects of operations, from basic research to consumer marketing.

HfS KNOWS YOUR NEEDS

Service providers who understand the pharmaceutical regulatory environment.

Robust clinical data management and regulatory submissions solutions.

Digital marketing solutions for physicians and patients.

Questions buyers should carefully consider when evaluating strategic vendor relationships.

Blockbuster drugs that provided comfortable and consistent revenue streams are coming off patent. R&D pipelines are weak, and pharmacogenetics is changing the very nature of drug discovery, but with relatively little success to date. At the same time, the approval process for new drugs is more rigorous – and the outcomes more uncertain – than ever before.

Pharma companies of all sizes are looking for ways to accelerate their results, while reducing costs throughout their operations. Global service providers are reacting with tailored, industry-specific solutions and aggressive pricing, while niche providers are increasing their integrated process and technology services. But that doesn't make it easier for you to navigate the changing landscape.

HfS analysts have hands-on experience as former buyers and providers of business and IT services in the pharmaceutical sector and can offer best practices and insider insights. Our community of industry leaders lets us keep our finger on the pulse of emerging trends, allowing us to share innovative approaches to global workforce and sourcing strategies.

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