optimizing your journey to market
SEIZING EACH AND EVERY OPPORTUNITY TO IMPROVE THE JOURNEY, SIMPLIFIES.
At PAREXEL, we’re more than contractors, we’re passionate collaborators. We’re committed to solving problems before they arise. To making the process smarter and more efficient. To being a true partner to our clients, in every sense. For over 30 years we have helped our clients get their new and innovative drug treatments into the hands that need them most by simplifying their journey to market. Today that means going above and beyond—at every step along the way.
NAVIGATING THE JOURNEY TO MARKET REQUIRES A SPECIAL TYPE OF PARTNER.

At Parexel we bring together the most talented minds, operational excellence and technology in ways no one else can match. We are committed to simplifying the journey at every step, with an emphasis on four key areas:

**Simplifying Trial Design and Execution**
We use innovative methodologies to improve initial designs, for better startups and quality studies of all sizes that meet both endpoint budgets and timelines.

**Simplifying Data Analytics and Insights**
Our experts excel at figuring out how to collect the right data for any study and extract critical insights that enable timelier and better-informed decisions.

**Simplifying Access to Knowledge**
Our proactive, solution-oriented project leaders work closely with our experts on the ground in each market, to help you navigate the complexities of the ever-changing regulatory and commercial environments across the development journey.

**Simplifying the Relationship**
We assemble the right talent—teams of dedicated and motivated professionals who treat the sponsor’s goals as their own and are fully committed to their success.
FROM GLOBAL FOOTPRINT TO GLOBAL MINDSET.

While no two journeys are exactly alike, our clients share similar desires to access diverse patient populations, reduce study costs, conduct high-quality clinical research and gather the appropriate evidence to prove product value in today’s competitive marketplace. This requires intelligence that only a fully integrated global network can provide.
We are 18,000 employees across 84 offices and 51 countries, and still growing. Our offices are staffed by experts with local knowledge—experts who are prepared to advise on everything from the right patients to the right investigators and sites for your needs. They are also acutely aware of local regulatory requirements, so you can address any potential challenges early in the process. But what truly sets us apart is how we enable the teams across our global network to support you as one. We have invested significantly in global harmonization, which means we ensure your studies are conducted to the same standards of excellence, from Boston to Beijing.

Strategic Partnerships enable deep collaboration.

Over the past five years, we have supported over 7,400 clinical projects in 20+ therapeutic areas. We can conduct trials in more than 100 countries. Over the past five years, worked with all of the top 25 large biopharmaceutical companies and nearly 500 emerging biopharmaceutical companies.
Every step of the journey is an opportunity to work smarter.

Though we are well known for our clinical research services, our breadth of expertise encompasses the continuum of product development and commercialization, from early planning through regulatory and post-approval. We view each step as an opportunity to work smarter, more efficiently and more effectively. We don’t fear complexity, we embrace it. This mindset, backed up by achievement, has also enabled us to do pioneering work in emerging fields like biosimilars. Work that is paving the way forward for our clients and the industry.
PLANNING
The best-laid plans have contingencies built in.
Clinical trials management is only half of our story. We are equally strong in planning clinical development. Our consulting offerings cover the entire continuum of product development and commercialization. We bring upfront strategic thinking to the table, with an eye on your end objective, considering the needs of your many stakeholders including regulators, payers, providers, and—most importantly of all—the patients.

THE CLINICAL PATHWAY
Early Phase
Each clinical trial phase requires increased investment, but the early phases are the foundation on which everything else builds. PAREXEL has a dedicated team that specializes in Early Product Development. We also have dedicated Early Phase facilities in five global centers and all of the expertise required to create cost-efficient development strategies that help our clients make better early-stage decisions.

Mid-Late Phases
As the scope of each study increases, so do the challenges. PAREXEL rises to meet them with the largest integrated patient recruiting capability in the industry, logistics and technology support that are second to none, and a global network that works seamlessly together to make sure your global study executions are as smart as your plans.

Peri/Post-Approval
Peri/Post-approval studies are on the rise. Effective studies can assist not only in fulfilling regulatory requirements and gaining market approval, they can also help maximize return on investment by bridging drug development and commercialization. PAREXEL supports clients with systems and strategies specifically developed for late stage studies that can ultimately help extend product lifecycle, expand prescribing communities and increase product exposure.

THE COMMERCIAL PATHWAY
A new starting line.
The rigors of clinical development are matched only by the demands of stakeholders for evidence demonstrating product safety, effectiveness, and value. The most efficient way to manage these challenges is to build a plan for market access throughout the development and the product lifecycle. PAREXEL provides a complete set of services to identify, generate, evaluate and communicate evidence of product value to support market access and improved decision making.
PAREXEL is committed to creating partnerships that deliver value, drive performance and bring new drugs to market faster. We continue to develop new models that blend client and service-provider resources for maximum efficiency. We are also redefining industry standards for service and what one can expect to gain from the right partnership. Whatever your needs, PAREXEL is committed to delivering solutions that make sense and to forming a productive relationship that works for you.

STRATEGIC PARTNERSHIPS
A shift in the industry.
As the needs of our customers have evolved, so has PAREXEL. Increasingly, biopharmaceutical companies are moving away from tactical engagements with us in favor of longer Strategic Partnerships, which are designed to deliver greater value throughout the development lifecycle. Strategic Partnerships can help accelerate development cycles while significantly reducing overall costs. A Strategic Partnership with PAREXEL is characterized by a deeper sense of partnership and a mutual investment in the relationship, as well as the inclusion of longer-term planning, which together help our clients achieve efficiencies across the board.

Our Strategic Partners are able to:
• Leverage overhead and infrastructure
• Complement internal knowledge with external expertise
• Improve the predictability of their R&D efforts
• Rapidly expand global reach
• Increase operational efficiencies
• Streamline the development process

FUNCTIONAL SERVICES
A la carte solutions that complete your picture.
We don’t believe in one-size-fits-all solutions when it comes to our working relationships. Our Functional Services unit enables clients of all sizes to take advantage of our world-class support for specific functions—without committing to a full research program. In addition to getting just what they need, clients who leverage this model continue to benefit from our continuous process improvements and innovations.

PAREXEL BIOPHARM UNIT
A dedicated unit especially for emerging biopharmaceutical companies.
When the stakes are high, the PAREXEL BioPharm Unit makes sure you are always the priority. We assign a dedicated team, including a proactive senior management leader who will identify and mobilize the right resources from across our organization. We focus on delivering innovative and effective study execution, based on aligned incentives, so you can be confident about meeting each critical development milestone.

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*Source: Industry Standard Research (ISR)
Today, the top 15 biopharmaceutical companies use our technology solutions. The secret to our success, as with all of our services, lies in our integrated approach. In addition to retaining over 2,300 dedicated technology and informatics professionals, our technology solution designs are informed by experts from across our organization, including Clinical Research Services, Access and Consulting. Experts who have decades of experience, and who understand what’s really needed at each step of the journey.
WHEREVER YOUR JOURNEY TAKES YOU, WE’RE CLOSE BY.

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We are always available for a conversation.