

A man with a beard and glasses, wearing a dark suit, white shirt, and red tie, is shown from the chest up. He is looking towards the camera with a slight smile. His right hand is raised, palm facing forward, as if interacting with a transparent digital interface. The background is a dark, futuristic setting with glowing blue and green lines, suggesting a data center or a high-tech office. The overall lighting is cool and blue-toned.

# Investment Trends in Clinical Operations



## Clinical Operations STRATEGY MEETING EAST COAST USA 2024

Proventa's recent survey of clinical operations leaders highlight Vendor Selection and Management (VS&M) as a top investment priority. Key industry challenges primarily include Global Site Selection & Infrastructure Optimization, Patient Recruitment, Engagement, & Retention, and Regulatory Affairs Coordination. Understanding these trends is crucial for steering stakeholder decisions and effectively navigating the evolving Clinical Operations landscape.



**PROVENTA**  
INTERNATIONAL

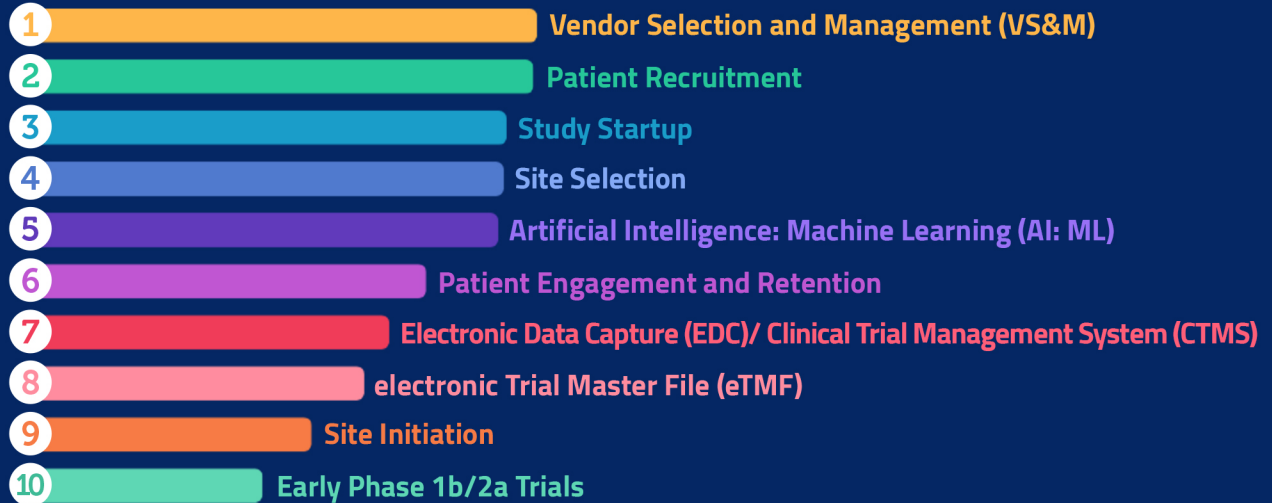
*11 years of Business Intelligence in Life Sciences*

# Top Investment Areas for 2024-2025

## VS&M Tops ClinOps Investment Landscape

Our recent Clinical Operations Strategy Meeting revealed that **Vendor Selection and Management** is the top priority for trial stakeholders. **27.5%** of delegates identified VS&M as a crucial investment area. Not too far behind is Patient Recruitment with just 2 decimal places amiss ClinOps' Rank 1. These Top 2 Priority Investment Areas highlight a unique opportunity for investors to support groundbreaking innovations in meticulously forging clinical trial partnerships while also ensuring a streamlined patient recruitment approach.

Discover the top investment areas shaping the clinical operations landscape and position yourself at the forefront of innovation.



## Top 10 Challenges 2024: What Peers are Focusing on



1 Global Site Selection and Infrastructure Optimization



6 Randomization and Trial Supply Management System (RTSM) vs Interactive Response Technology (IRT)



2 Patient Recruitment, Engagement, and Retention



7 Investigator Training and Education



3 Regulatory Affairs Coordination



8 Patient Safety Monitoring and Adverse Event Reporting



4 Clinical Monitoring and Site Management



9 Protocol Development and Feasibility Assessments



5 Electronic Data Capture (EDC) Systems & e-Clinical Solutions

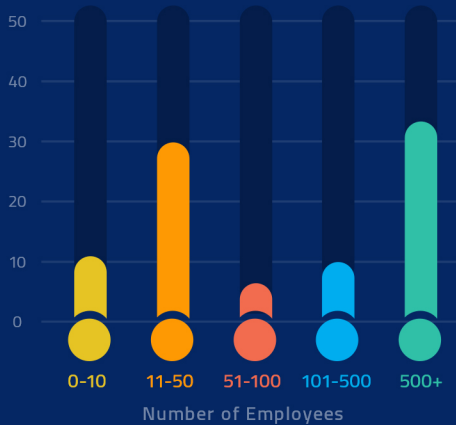


10 Data Management and Quality Control

# Key Investing Insights from Attendees

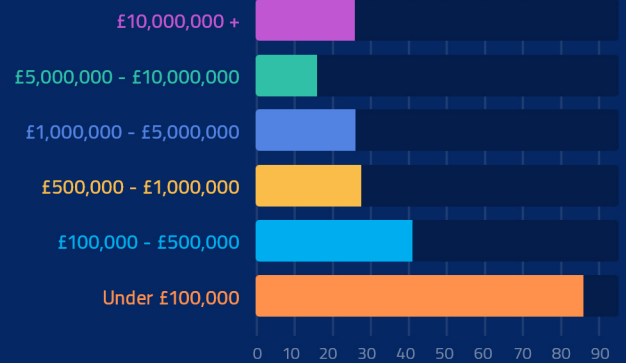
This section summarizes key insights from our recent strategy meeting, providing valuable information for solutions providers in the drug discovery space seeking qualified leads and RFP opportunities. You can connect with qualified leads and position your products and services to address their specific needs.

## Company Size



The strategy meeting attracted a diverse range of companies actively looking to invest in new solutions. The majority (85%) fall within the 101-500 employee range, indicating a strong mix of established and emerging players.

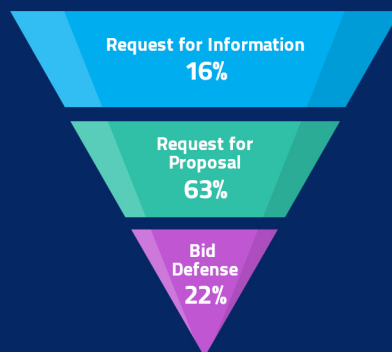
## Investment Budget



Nearly half of the attendees have investment budgets ranging from under £100,000, indicating a strong focus on targeted solutions.

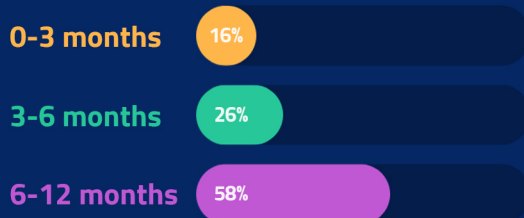
Notably a small but impactful segment (7%) is looking to invest in £5,000,000 - £10,000,000.

## Buying Stage



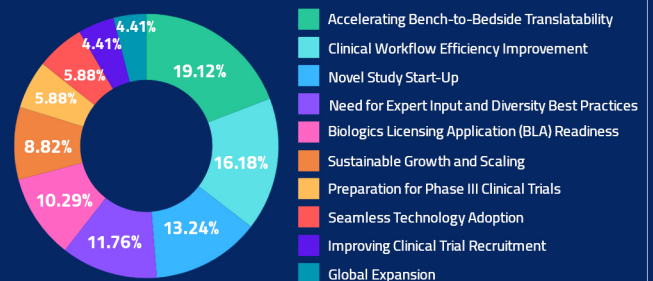
Don't miss out on prime RFP-ready opportunities! 85% of companies are actively evaluating solutions, presenting prime opportunities for engagement through roundtable discussions and targeted 1-on-1 meetings. Secure leads at every stage with Proventa's Strategy Meetings.

## Timeline for Investing



58% of companies plan to invest within 6-12 months, 42% in the next 6 months! Don't miss out - engage with these decision makers at the upcoming strategy meetings. We connect you with companies primed for investing in solutions!

## Reasons for Investing



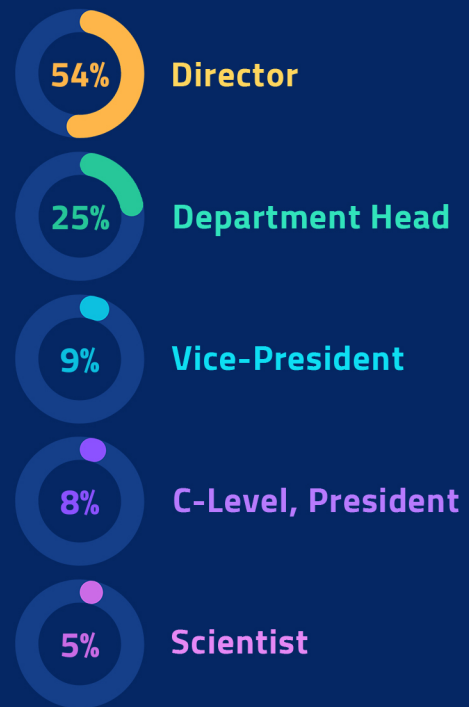
Accelerating Bench-to-Bedside Translatability takes center stage as a key driver for investment, reflecting the industry's focus on innovation. However, attendees prioritize a diverse range of goals, including addressing clinical workflow and achieving growth. Proventa connects you with companies seeking solutions across the drug discovery landscape.

# Delegate Breakdown: Attendee Profile at Proventa's 2023 Strategy Meetings

## Drug Development Stage



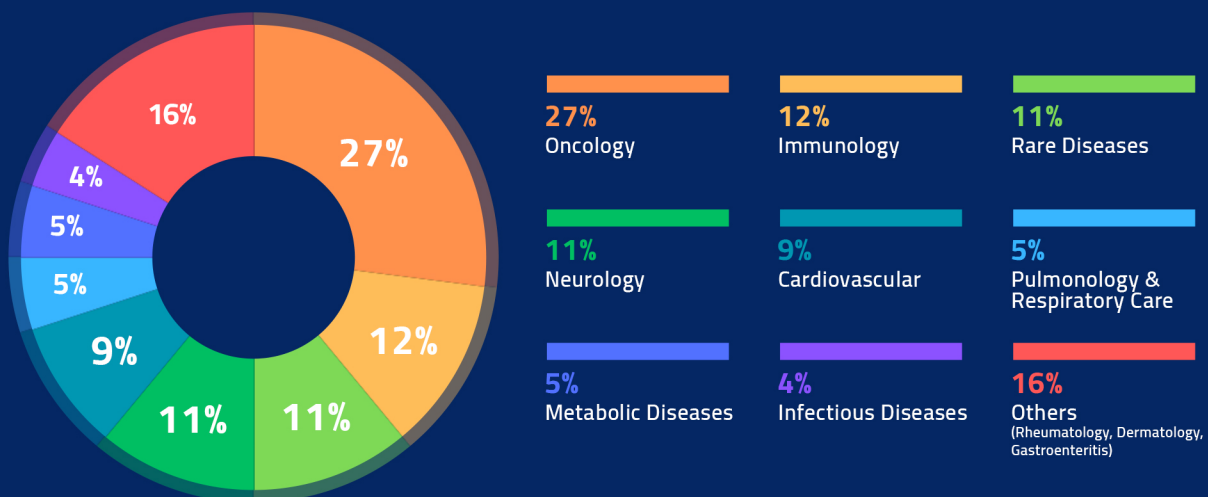
## Level of Seniority



## Main Therapeutic Areas

**Oncology** leads the charge with **27%** of attendees focused on this critical field. Immunology (12%) and Rare Diseases (11%) research also hold strong interest, followed by Neurology (11%) and Cardiovascular (9%). This diverse group offers a wealth of potential partnerships across a broad spectrum of therapeutic areas.

Explore the full landscape of therapeutic areas driving clinical operations.



# Our Valued Past Sponsors



## Hear what our clients had to say about their past experience



[CLICK HERE TO WATCH A VIDEO OF OUR R&D Strategy Meeting](#)



[CLICK HERE TO WATCH A VIDEO OF OUR Manufacturing Strategy Meeting](#)



[CLICK HERE TO WATCH A VIDEO OF OUR Clinical Trials Strategy Meeting](#)

Fresh Life Science Insights

[Articles Daily](#) [Interviews](#) [White Papers](#)



Pharma FEATURES