



# Key Investing Insights



## Clinical Trial Supply Chain

STRATEGY MEETINGS EAST COAST AND WEST COAST USA 2024

Proventa's recent survey of clinical trial supply chain leaders highlights Cold Chain & Temperature Management as a top investment priority. Key industry challenges primarily include Drug Storage & Distribution, Trial Rescue, and Packaging and Labelling. Understanding these trends is crucial for steering stakeholder decisions and effectively navigating the evolving Clinical Operations landscape.

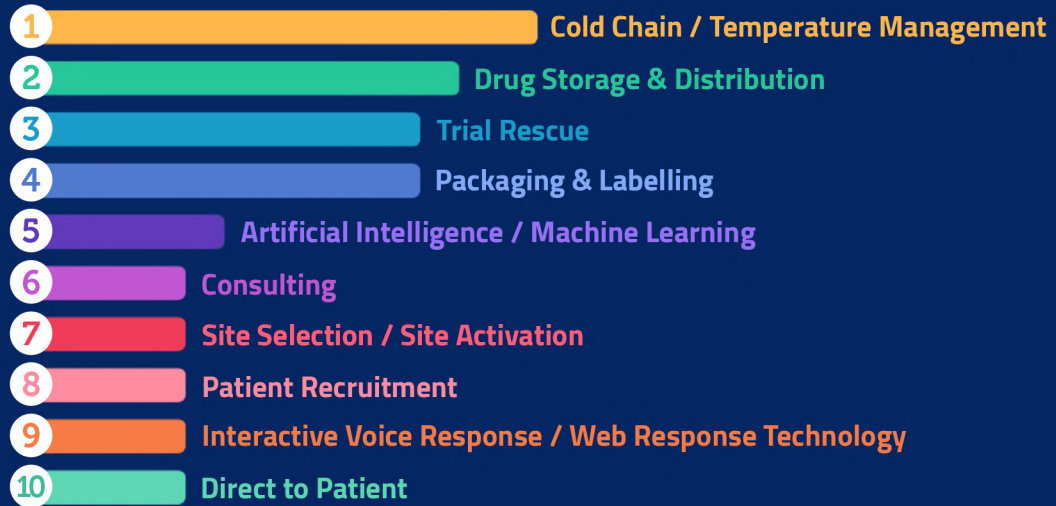


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# Top Investment Areas for 2024-2025

Our latest Clinical Trial Supply Chain Strategy Meeting pinpointed top investment trends. **Cold Chain and Temperature Management** led with **13%**, emphasizing its essential role in maintaining product integrity. Close behind were Drug Storage & Distribution and Trial Rescue, highlighting a focus on supply chain efficiency and flexible strategies, each attracting around 10% interest. Notable too, emerging technologies like Artificial Intelligence and Machine Learning are now capturing 5% of investments, signaling a shift towards data-driven operations. Other areas such as Consulting, Site Selection, and Patient Recruitment are also key focuses underscoring a well-rounded investment approach in clinical development.



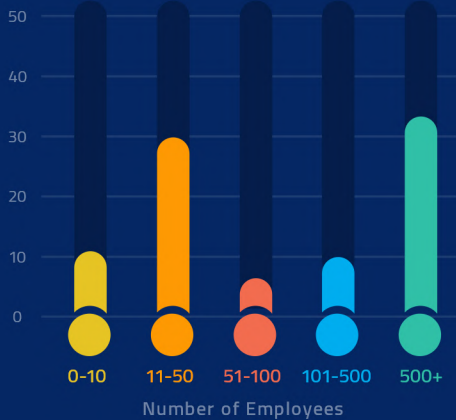
## Top 10 Challenges 2024: What Peers are Focusing on



# Key Investing Insights from Attendees

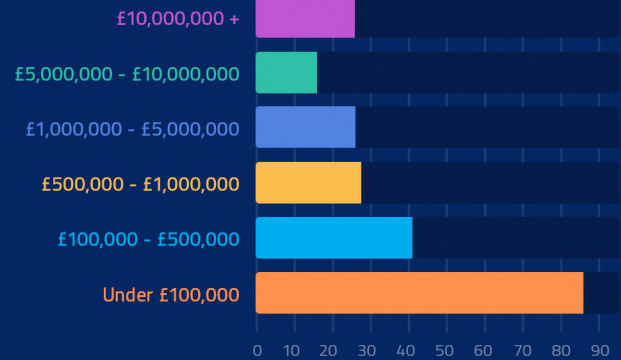
This section summarizes key insights from our recent strategy meetings, providing valuable information for solutions providers in the drug discovery space seeking qualified leads and RFP opportunities. You can connect with qualified leads and position your products and services to address their specific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

## Company Size



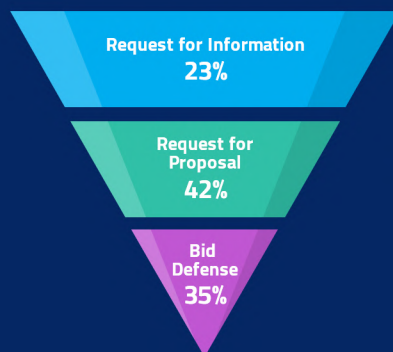
The strategy meetings attracted a diverse range of companies actively looking to invest in new solutions. The majority (85%) fall within the 101-500 employee range, indicating a strong mix of established and emerging players.

## Investment Budget



Nearly half of the attendees have investment budgets ranging from £100,000 to £1 million, indicating a strong focus on targeted solutions. Notably a small but impactful segment (5%) is looking to invest over £10M.

## Buying Stage



Don't miss out on prime RFP-ready opportunities! Almost 80% 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

0-3 months

16%

3-6 months

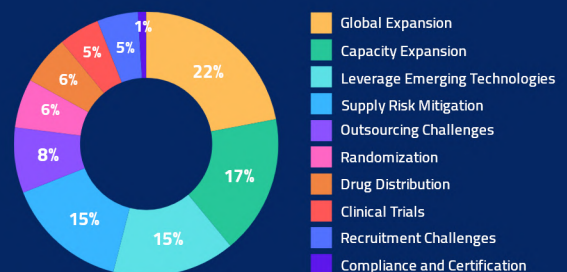
26%

6-12 months

58%

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



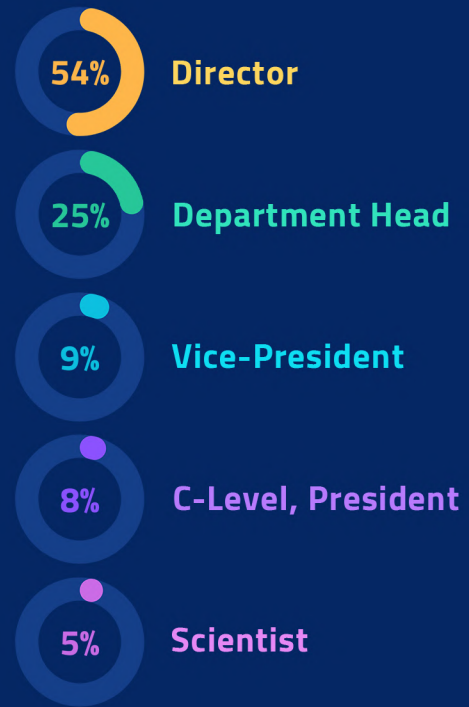
Global Expansion leads current trends in clinical trial operations reflecting the push towards international markets. Capacity Expansion and the adoption of Emerging Technologies are also significant indicating efforts to scale operations and integrate new tech. Supply Risk Mitigation matches this focus, emphasizing the importance of robust strategies against supply uncertainties. Lesser but notable challenges include Outsourcing, Randomization, and Drug Distribution, each addressing specific operational complexities. These trends underscore a sector adapting to global demands and technological advancements.

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

## Drug Development Stage



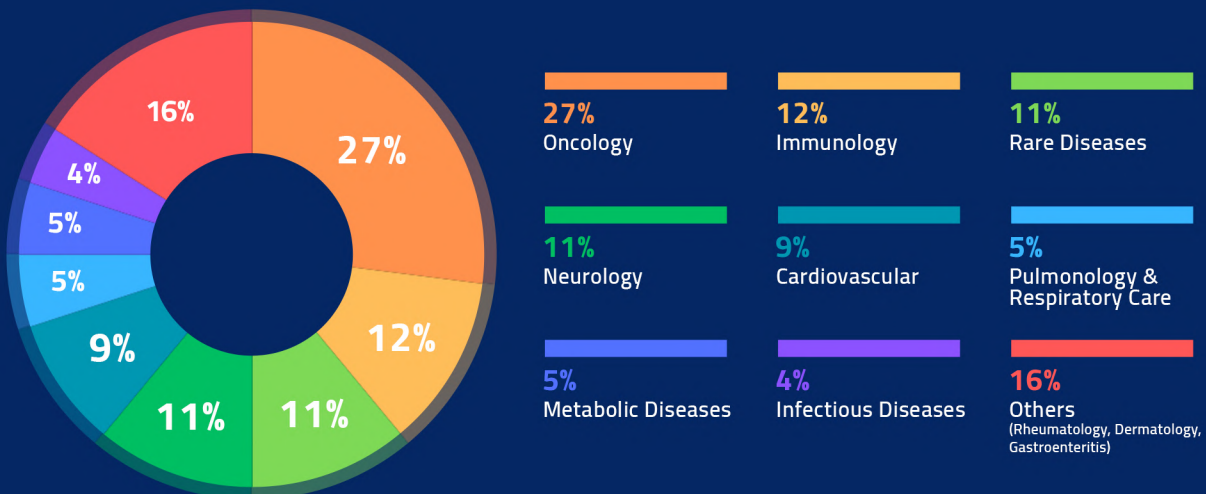
## Level of Seniority



## 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.



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