

A photograph of three business professionals in a meeting, looking at a tablet displaying a bar and line chart. The image is partially obscured by a large, stylized graphic of three curved lines in blue and green on the right side.

# Key Investing Insights 2025



## Clinical Trial Supply Chain

### STRATEGY MEETING EAST COAST USA 2025

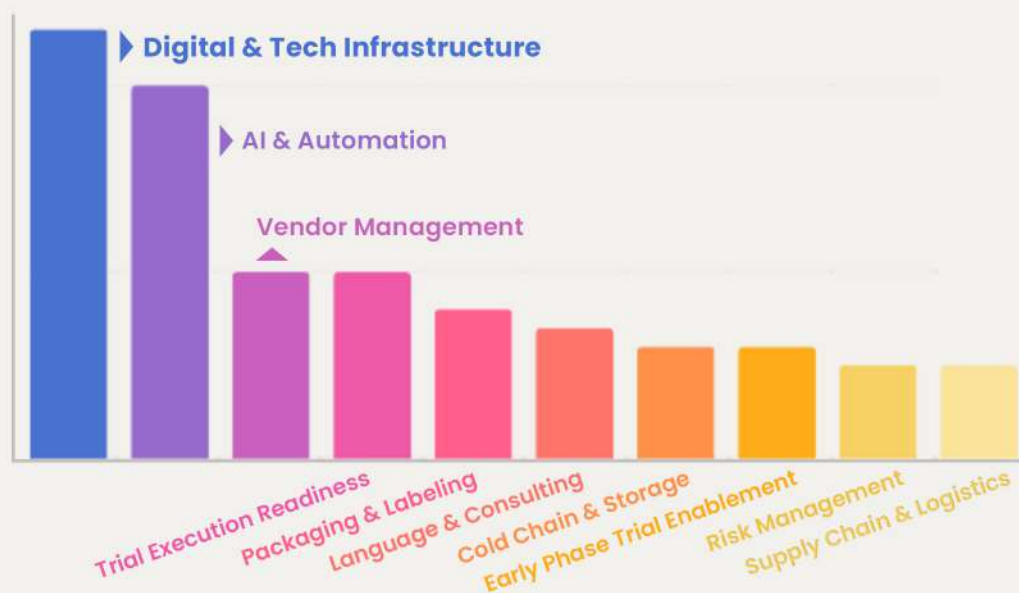
Proventa's recent survey of Clinical Trial Supply Chain leaders highlights Digital Infrastructure and AI-driven Automation as top investment priorities. Key challenges, including inventory forecasting, supply chain risk, and fragmented digital integration, are placing pressure on trial continuity and responsiveness. Investments are increasingly guided by the imperatives of digital transformation, cost-efficient operations, and asset readiness across expanding pipelines. Understanding these dynamics is critical for building resilient, tech-enabled supply chains that drive both strategic ROI and clinical agility.



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# Top Investment Areas for 2025–2026

Investment in **Clinical Trial Supply Chain** is dominated by **Digital Infrastructure**, **Automation**, and temperature-sensitive logistics. As global trials scale in complexity, supply chain leaders are prioritizing AI-enabled planning, integrated eClinical systems, and robust packaging-labeling pipelines. Cold chain control, real-time tracking, and vendor performance are now seen not just as operational needs—but as competitive differentiators in a highly volatile trial ecosystem.



## Top 10 Challenges 2025: What Peers are Focusing on

1

Inventory & Forecasting

2

Supply Chain Risk

3

Digital & System Integration

4

Capacity & Scalability

5

Distribution & Delivery

6

Cost & Budget Management

7

Temperature-Sensitive Logistics

8

Regulatory & Compliance

9

Blinding & Randomization

10

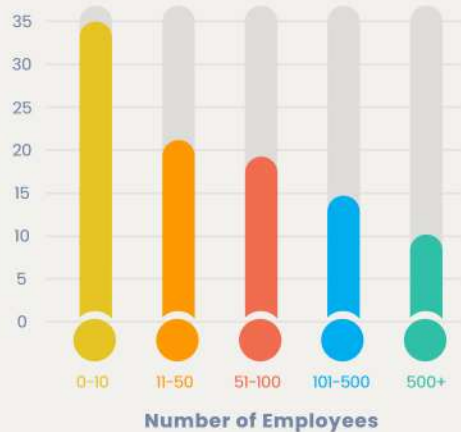
Comparator & Sourcing



# 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 meeting brought together a balanced mix of company sizes, with **56% of attendees** from small to mid-sized firms (under 100 employees), led by 35% from startups with 10 or fewer staff. Larger organizations (100+ employees) made up 29% of the audience, highlighting cross-sector interest from both nimble innovators and established industry leaders.

## Investment Budget



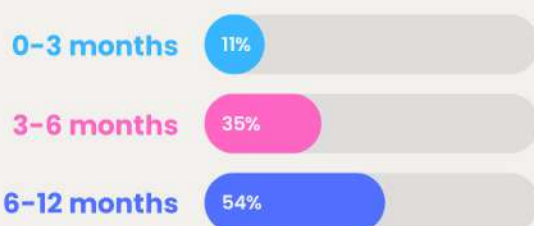
A diverse range of budgets shaped the meeting, with **29% of attendees** working with under £100K—ideal for targeted, early-stage solutions. Mid-tier budgets (£100K–£1M) represented 20%, while 52% of delegates reported investment capacity exceeding £1M, including 32% with £5M+. This mix reflects strong engagement from both agile biotech teams and large-scale industry players seeking strategic partnerships.

## Buying Stage

Over half of the attendees (**53%**) were in the Request for Information stage, actively exploring new solutions. Meanwhile, 38% were preparing or issuing Requests for Proposal, and 9% were in Bid Defense—indicating strong buyer intent and engagement across all phases of the procurement cycle.



## Timeline for Investing



A strong **89% of attendees** plan to invest within the next 12 months—highlighting an active and engaged buyer audience. With 54% eyeing the 6–12 month window and 35% preparing to act within 3–6 months, solution providers have a strategic window to influence decisions early. Only 11% are ready to invest immediately, suggesting most delegates are in planning and evaluation mode—ideal timing for building relationships and shaping future procurement priorities.

## Reasons for Investing



**Clinical Operations** teams are primarily investing to support new study growth, enhance **Operational Efficiency**, and implement cutting-edge digital innovations. As organizations navigate evolving trial complexities, drivers such as AI integration, study startup acceleration, and robust patient-centric models are shaping the next phase of ClinOps evolution. Strategic ROI, resourcing alignment, and vendor capability expansion remain crucial in adapting to high-throughput and decentralized research pipelines.

# Delegate Breakdown:

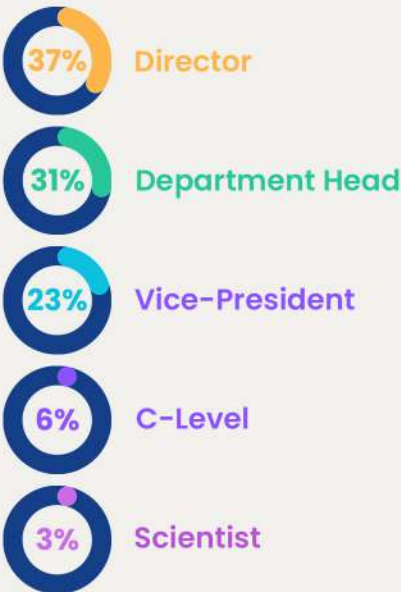
## Attendee Profile at Proventa's Strategy Meetings

### Drug Development Stage



The **clinical development landscape** is heavily concentrated in **Phase 3 activities**, reflecting a strategic pivot toward late-stage trials and regulatory preparation. Phases 2 and 1 closely follow, indicating robust mid-pipeline activity and first-in-human trial expansion. While Phase 4 signals growing post-marketing interest, the notable presence of "Discovery to Development" entries underscores a continued commitment to translational innovation and early-phase integration.

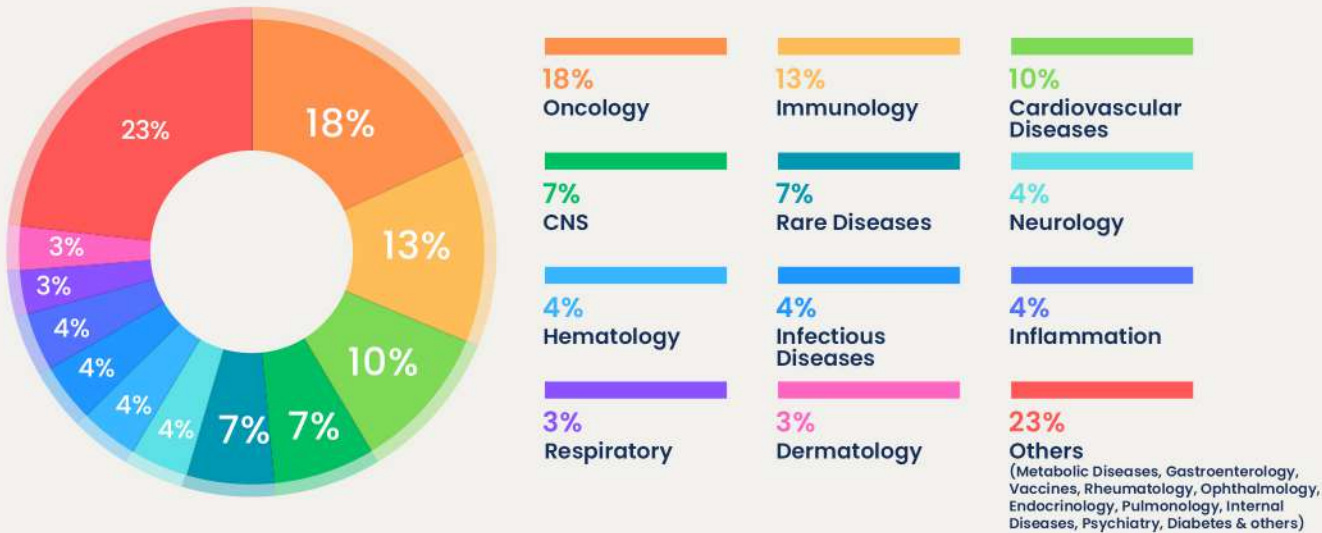
### Level of Seniority



The meeting attracted a highly senior audience, with **66% of delegates holding Director-level roles** or higher. Directors led the group at 37%, followed by VPs (23%) and C-level executives (6%). Department Heads made up 31%, indicating strong operational influence, while Scientists represented 3%, contributing technical expertise to strategic discussions.

### Main Therapeutic Areas

**Oncology** remains the dominant therapeutic focus across clinical operations, representing the largest share of investment and operational alignment. **Immunology** and **Cardiovascular Diseases** follow closely, reflecting broad-spectrum pipeline activity and increasing complexity in treatment modalities. **Central Nervous System (CNS)** and **Rare Diseases** round out the top tier, highlighting a strategic pivot toward precision trials, niche populations, and high-value biologics that demand robust clinical infrastructure and adaptive logistics.





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