

A Different Kind of Functional Service Partnership

Over 15 years of experience providing functional service partnership (FSP) services has illustrated that the traditional way of only staffing projects rather than focusing on results doesn't always work. When FSP services are viewed as only staffing or full-time equivalent offerings, there is not as much incentive to streamline operations, advance client partnerships and provide the highest-quality output.

So, PPD has developed a simple, output-based approach.

You pay for results, not staff.

It's a customizable solution that allows you to achieve higher quality, more measurable outcomes and increased cost savings. This innovative method delivers the oversight and visibility desired by our clients to complete trials on time and on budget with high quality and productivity.

PPD can design your output-based model in a variety of ways. For example, payments tied to key performance indicators (KPI), such as percent of sites activated, percent of data cleaned, query aging metrics, etc., or payments can be tied to key quality indicators (KQI), such as percent of major/critical findings, site satisfaction survey scores, etc.

Why is an output-based model a better approach?

The PPD® FSP model offers several key advantages compared to traditional staffing or FSP-based models:

- Pay only for operational success
- Focus on the delivery needed to drive the project and let PPD manage the work
- Take advantage of PPD's expertise, but only pay for the functional needs
- Reduce systems costs by using PPD operational systems while still having 24 hour access to your data through PPD's real-time data offering, Preclarus®
- Move away from commercial models that are based on increasing labor and adding processes

PPD FSP starts with our people.

PPD provides FSP support to nine of the top 10 pharmaceutical companies, as well as a wide range of small and medium-sized biotechnology and pharmaceutical companies. The heart of our success in providing these services is our people. We understand that hiring the right talent to meet your needs is critical. With more than 16,000 people in 46 countries, nearly 1,800 FTEs are working on FSP projects across the entire range of services PPD provides. With a dedicated business unit reporting to the Chief operating officer, PPD is committed to driving its FSP business and supporting its clients' outsourcing needs.

Excellence in providing full clinical development services.

Our dedicated business unit focuses on our full range of FSP services:

- Clinical monitoring
- Regulatory strategy and document preparation
- Data management
- Biostatistics/statistical programming
- Pharmacovigilance (PV)
- Site activation (site identification through site initiation)
- Medical writing

PPD FSP provides support across all of PPD functional services, from PPD® Laboratories, site intelligence and activation (SIA), clinical development, biometrics, PV and regulatory, all the way through to medical communications. These services are offered in all countries where PPD performs traditional full-service operations.

By offering this evolved FSP approach, PPD is able to help you bend the time and cost curve of drug development.

PPD FSP: People who deliver.