



DRUG DISCOVERY OUTSOURCING GLOBAL MARKET

Contract Research Organizations (CRO's) are playing crucial role in global drug discovery. [IQ4I Research & Consultancy](#) published a new report on “Drug Discovery Outsourcing Global Market”. In addition to Market size and Competitive intelligence, IQ4I gives comprehensive insights on discovery outsourcing market, trends and emerging strategies

Over the last two decades, the Pharmaceutical/Biotech industry has undergone radical changes. The unprecedented downsizing of the internal discovery of big pharmaceuticals, patent expiration, shift towards biologics have seen a surge in the externalization and outsourcing activities. As the industry is looking for new sources of discovery and innovation with limited resources, there is a growing preference to move towards externalization and willingness to embrace the concept of outsourcing, IQ4I estimates that ~15% of the pharmaceutical/biotech R&D spending goes into drug discovery.

Almost all the major Pharmaceutical/biotech companies are considering outsourcing as a core strategy to fill their discovery pipelines. Outsourcing companies that have precise capabilities through greater flexibility are the preferred ones. Now-a-days, the big pharma relies more on CRO's for drug discovery capabilities to stock up their pipelines

The global pharmaceutical outsourcing market was estimated to be \$107.3 billion in 2015 and of that a little less than fifty percent accounted for CRO's. IQ4I estimates that the global drug discovery based services to be \$16.4 billion in 2015 and rest accounts for biology-related service and clinical services. Current R&D outsourcing penetration is estimated to be ~ 60 percent of the global pharmaceutical and biotech industry spending but poised to grow at CAGR of 7.8% percent in the coming years

[For more information, please refer the below report content](#)

“DRUG DISCOVERY OUTSOURCING (DDO) GLOBAL MARKET” report gives comprehensive insights on the global drug discovery outsourcing market. The report covers all segments, global trends and emerging strategies of the outsourcing market related to drug discovery and preclinical development. Major contract Drug Discovery Research Outsourcing (DDO) players included in the report are Evotec, Charles River Laboratories (CRL), Pharmaceutical Product Development (PPD), Wuxi Apptec, Chem Partner, Syngene, Aurigene, Jubilant, Advinus, GVK Biosciences, TCG Lifesciences and AMRI.

This report caters the need of Contract research organizations, Pharmaceutical /Biotech companies, Academic institutes, Individual researchers, Investors, Service providers and other associated stake holders to identify and analyze the potential of the DDO market. The report also provide insights on customer base, number of deals between CRO's and Pharmaceutical /biotech firms, global FTE rates, employee strength & number of companies, revenue/employee of major players, therapeutic area gap analysis and Successful research collaboration outcomes of selected CRO's and Sponsors, which are likely to have an impact on the DDO market in the foreseeable future.

This report covers in-depth analysis of major players by therapeutic area of focus, capabilities, geographic presence, business models, financials, collaborations, acquisitions, various marketing strategies adopted along with insightful analysis on conferences, clusters and match making websites.

Some of the key sections covered in the report are given below:

Market Analysis

In the market analysis section, global drug discovery outsourcing market was indicated region wise. The various drug discovery segments and their market shares were estimated. This section also includes the market sizing of new chemical entities and Biologics and their CAGRs. The emerging trends and strategies adopted by global pharmaceutical/biotech companies and their impact on outsourcing market were discussed. In house pipeline of some of the CRO's along with their TA focus, Target, mechanism of action and stage indicated.

- In depth assessment of all segments and sub segments of Drug Discovery Outsourcing (DDO) global market
- Regional analysis of drug discovery outsourcing market
- Market sizing based on molecule type (NCE's and biologics)
- Emerging trends and strategies with KOL opinions
- In house pipeline of some of the CRO's. Therapeutic area, Target, Mechanism of action and Development stage

CRO Business

The CRO business section provides a deep insight on the various business models adopted by the DDO players to achieve better collaboration strategies with the global pharmaceutical/biotech companies. The changing CRO business models were discussed, which indicates the changing landscape and business interest of the CRO industry along with the recent developments of the key players. This section also offers information on key drug discovery and development performance indicators. The global pharmaceutical/Biotech companies R&D expenditure and R&D intensity and the therapeutic area of focus of top 50 pharmaceuticals were also carried out.

- Discussed various business models adopted by outsourcing companies to collaborate with global pharmaceutical/biotech partners
- Changing CRO business models with recent examples, CRO Business evolutions, certifications
- Key performance indicators /metrics of discovery and development
- Global Pharmaceuticals/Biotech key players R&D expenditure
- Global Pharmaceuticals/Biotech key players R&D intensity
- Top 50 pharmaceuticals therapeutic area analysis

Competitor Analysis

In this section, competitive analysis of key CRO's was performed to analyze their Therapeutic area of focus where they are actively collaborating with global pharmaceuticals/biotech partners. Revenue/employee analysis was carried out based on discovery segment revenue and employee strength. This section also includes the estimated customer base of DDO key players. An analysis was also done to track the number of deals and acquisitions made by these DDO key players. A gap analysis was

done to identify the therapeutic areas where the CRO's are lacking expertise and probably could expand

- Global DDO key players TA Matrix
- Global snapshot of DDO FTE rates by business segments (Chemistry and Biology)
- Region wise DDO market Vs No of companies
- Region wise DDO market Vs Average FTE revenues & No of employees
- Global DDO Key players revenue/employee analysis
- Global DDO Key players customer base analysis
- Global DDO Key players deals analysis (collaborations & Acquisitions)
- Global DDO Key players Therapeutic Area analysis
- Therapeutic area gap analysis
- Major outcomes of successful research collaboration of Selected CRO's with Major pharmaceutical/Biotech, with key details including (Compound structure, Target & Mechanism, Efficacy values, Publications- Patents/Journals)

Key Players Analysis

The key player's analysis was performed to identify their services & capabilities, TA focus, business models and region wise business operations. The financial chart for each player along with their drug discovery segment revenue and employee strength was provided after excluding manufacturing and clinical operations. In detail analysis of the collaborations of the key players along with their financial details performed.

- Global Key players overview
- Global Key players services & capabilities
- Global Key players therapeutic area of focus
- Global Key players business models
- Global Key players financials
- Global Key players collaborations

Marketing strategies Analysis

The marketing strategies section covers the various approaches outsourcing companies follow in order to get more visibility in the market and in turn to increase their sales and achieve competitive advantage over their peers. Conference analysis of key outsourcing players was performed for the years 2014 & 2015 to identify top conferences and top

players. This section also covers the major drug discovery conferences that are going to take place globally in 2016. Global Pharmaceutical/biotech clusters (region wise) were mapped and the selected lists of clusters are highlighted.

A list of match making websites were covered which offers a platform to promote contract research capabilities. The other marketing strategies such as virtual pharmaceuticals, online RFP's and networking companies are also covered to help the small and mid-sized CRO's to promote their business.

As websites play an important role in promoting the business, we performed an analysis to identify the companies who are not maximizing the benefit of their internet presence and those who are taking advantage by having an attractive website and effective search engine optimization. This section also includes global website ranking of key players to know the company's website performance. In addition to this, number of LinkedIn followers of key players and key word search volume by company names were also performed.

- Major conferences attended by key players during 2014 & 2015
- Analysis to identify top conferences based on key players attendance
- Analysis to identify top players based on number of conferences attended
- Benefits of partnering with Match Making websites, Virtual pharmaceuticals, Online RFP & networking websites
- Global Pharmaceutical/Biotech Cluster map
- Other marketing strategies analysis (Company website rankings, LinkedIn followers & key word search volume)

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We are a team of highly qualified consultants and market researchers, committed to help clients make strategic decisions by providing relevant and firmly reliable Intelligence support. We enable our clients to identify the market opportunities with best-in-class market intelligence reports.

With world-class research capabilities, we deliver high level strategically analyzed consulting and custom research assignments to our clients at a reasonable cost and time frame. With fact-based insights and accurate market forecasts, we enable our clients to understand and respond to the market dynamics with an edge over their competitors.

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