

# Aposave Clinical Trial Comparator Survey

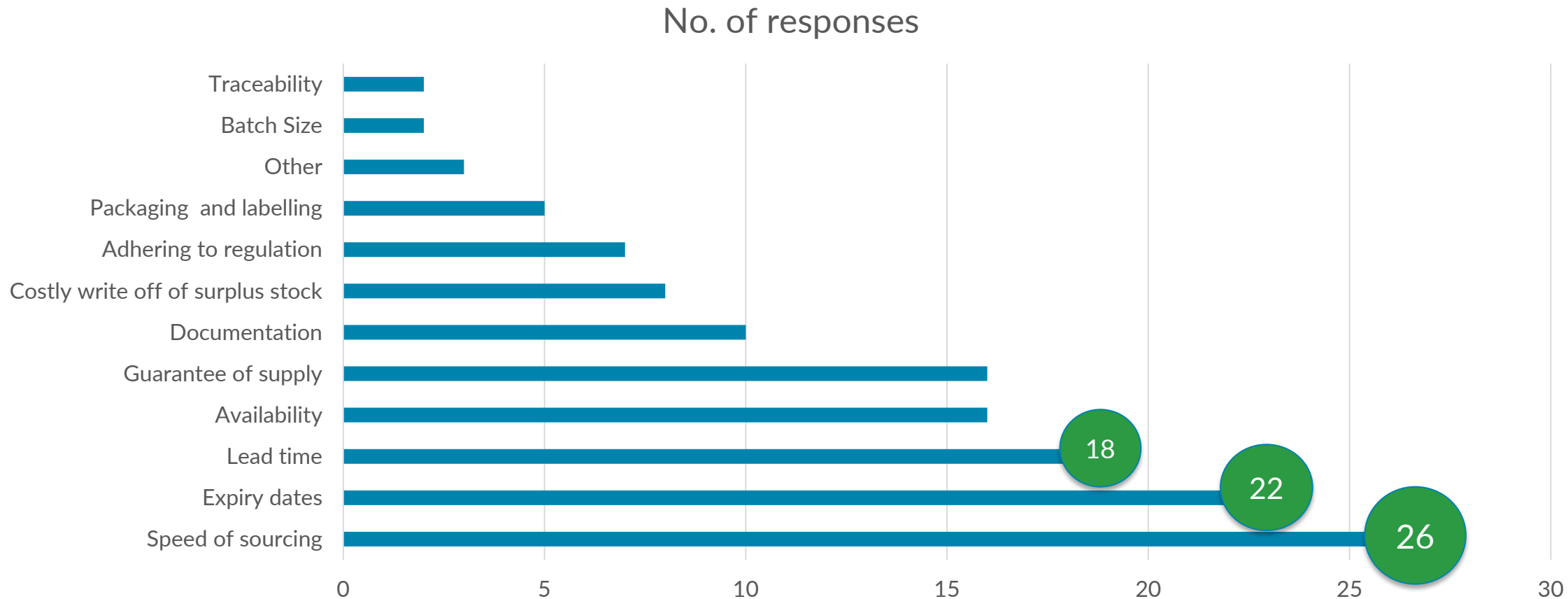
CTS Europe, GCSG, CTS USA

2021



- ❁ Respondents accessed this survey via the Aposave virtual booth at the CTS Europe, GCSG and CTS USA conferences in 2021
- ❁ All surveys were completed between 24<sup>th</sup> March and 3<sup>rd</sup> August
- ❁ A total of 46 surveys were completed
- ❁ 30 pharmaceutical and biotechnology companies were represented

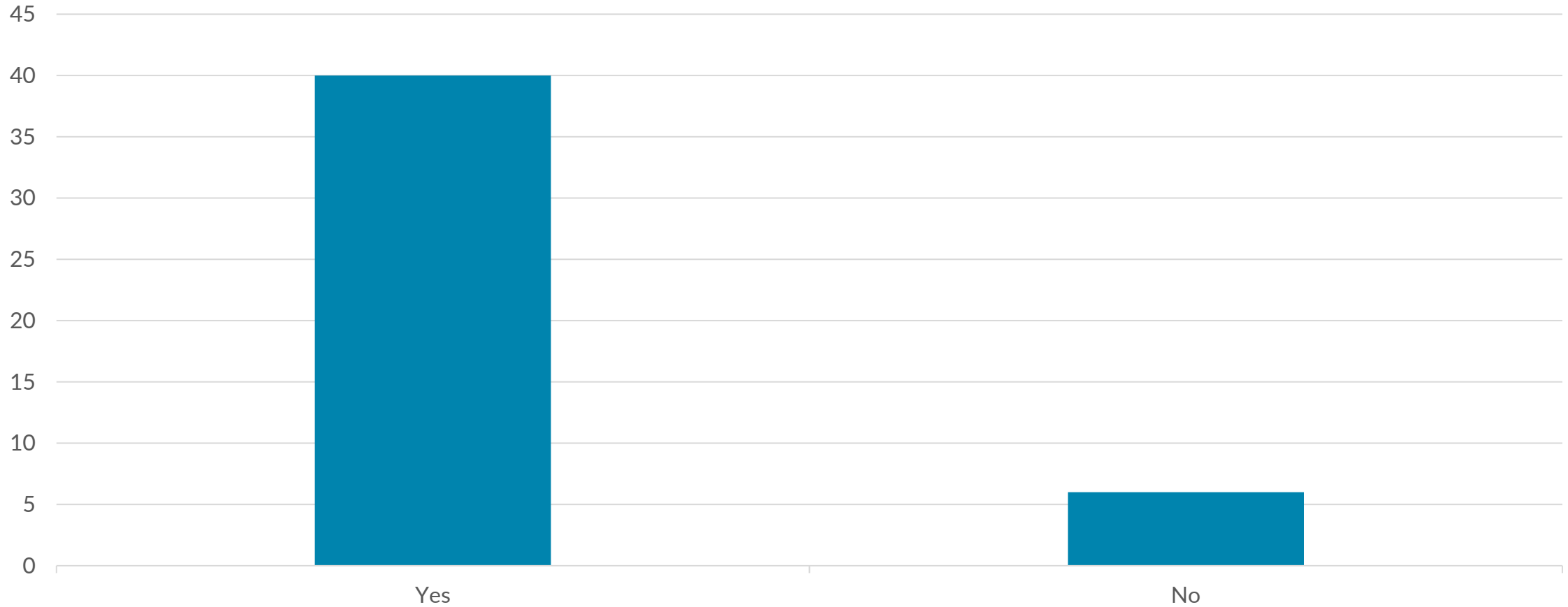
# Q1. What are the top three challenges you face when sourcing comparator drugs?



Q2. For your most important challenge, please describe in one or two words what this means

- ✿ Following on from Question 1, this open question was included to get into the detail of what issues the respondents were facing
- ✿ Several of the answers appear to reflect some of the issues exacerbated by the COVID-19 pandemic:
  - COVID-19 imposed restrictions to availability
  - Trial delays
  - Balancing safety stock and waste
  - Unpredictable lead-times
  - Interrupted supply

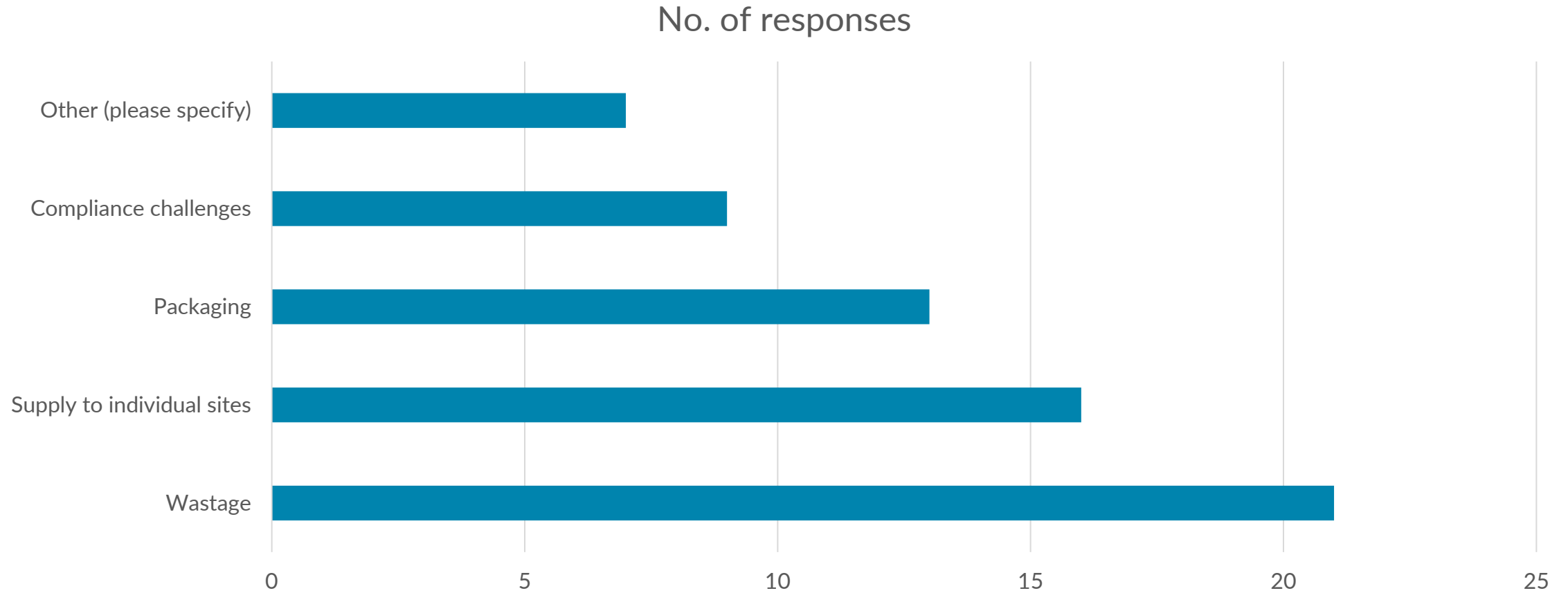
Q3. In the 2020 survey 65% of respondents stated that the most important way of reducing risk associated with clinical trials was by taking a strategic approach. We asked if the 2021 respondents agreed with this?



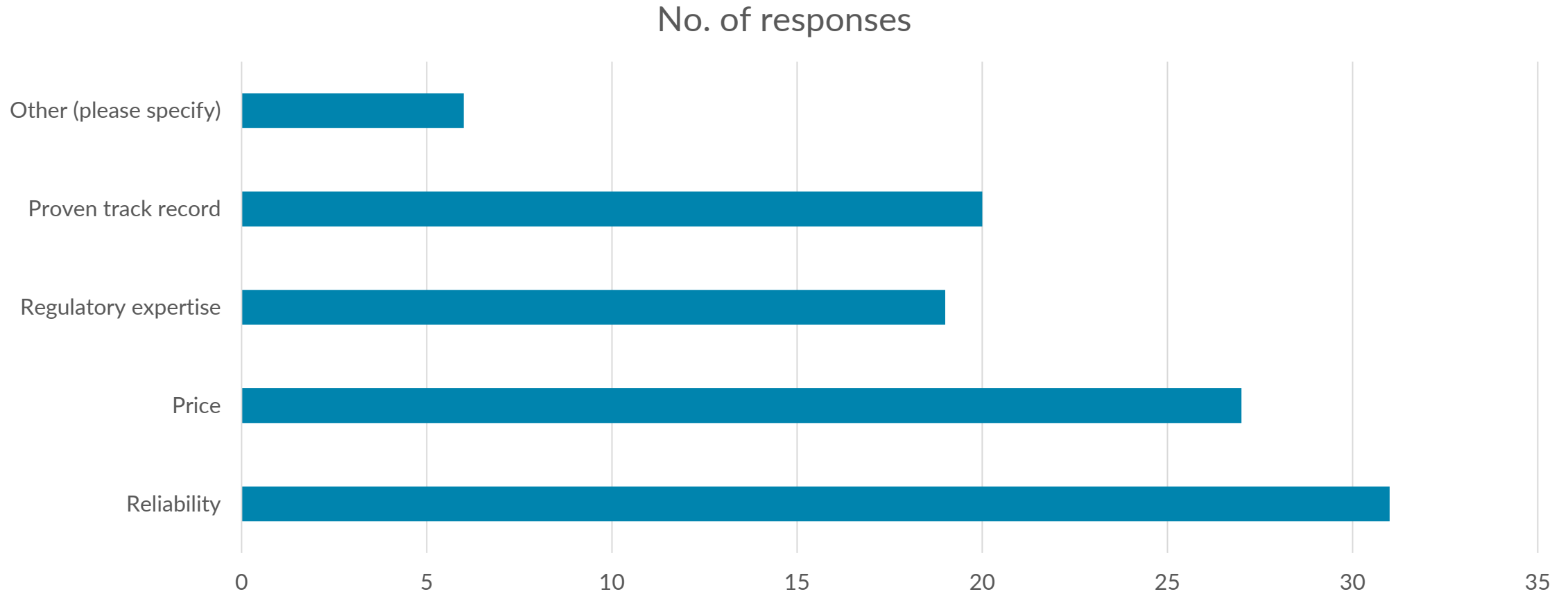
## Q4. If you answered yes to Q3, please describe one of the strategic approaches you would take?

- ❁ As with Question 2, this open question generated a wide variety of responses, possibly reflecting the diversity of the companies surveyed
- ❁ There was one interesting strategic approach which emerged:
  - sourcing smaller quantities of comparator more frequently
- ❁ This appears to be bucking the historical trend where larger quantities of comparator were sourced upfront and is likely to be a response to some of the previously stated issues such as poor expiry dates

# Q5. Which of the following issues does comparator sourcing have the greatest impact on during a clinical trial?

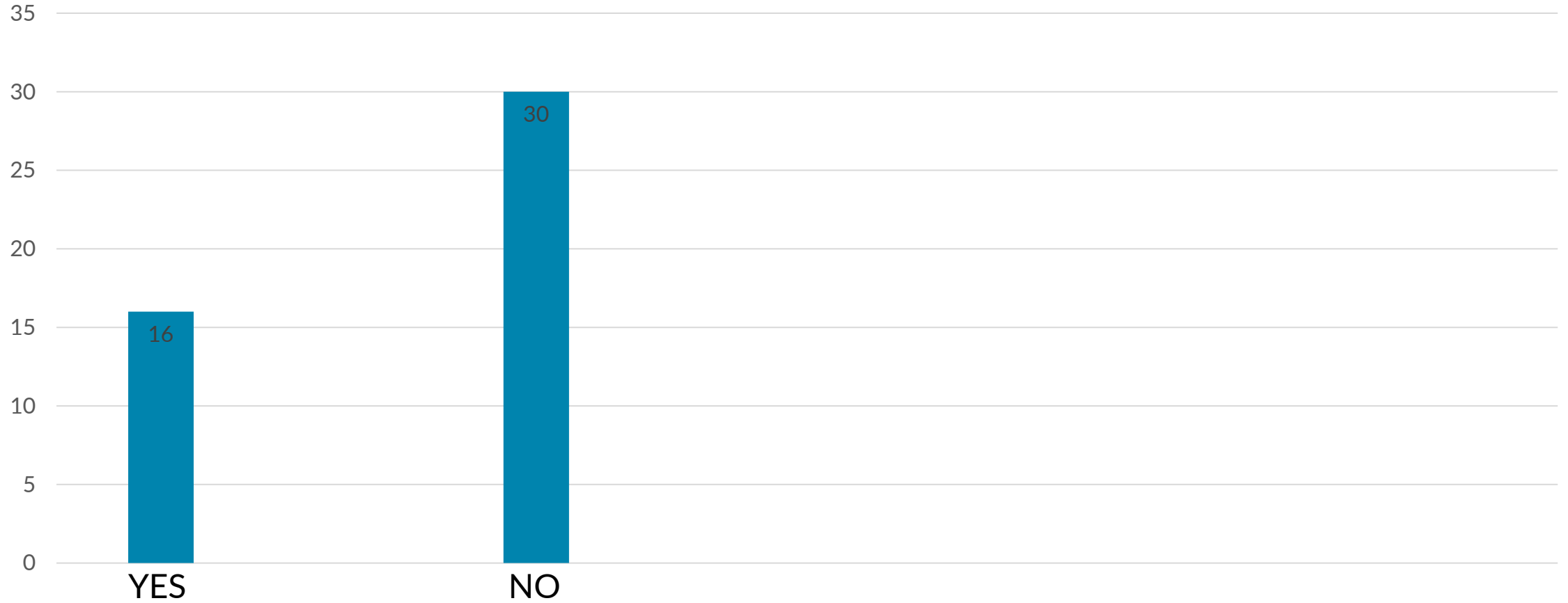


Q6. In our 2020 survey, the following factors were identified as the most important when selecting a comparator supplier. We asked the 2021 respondents to tick those that applied to them





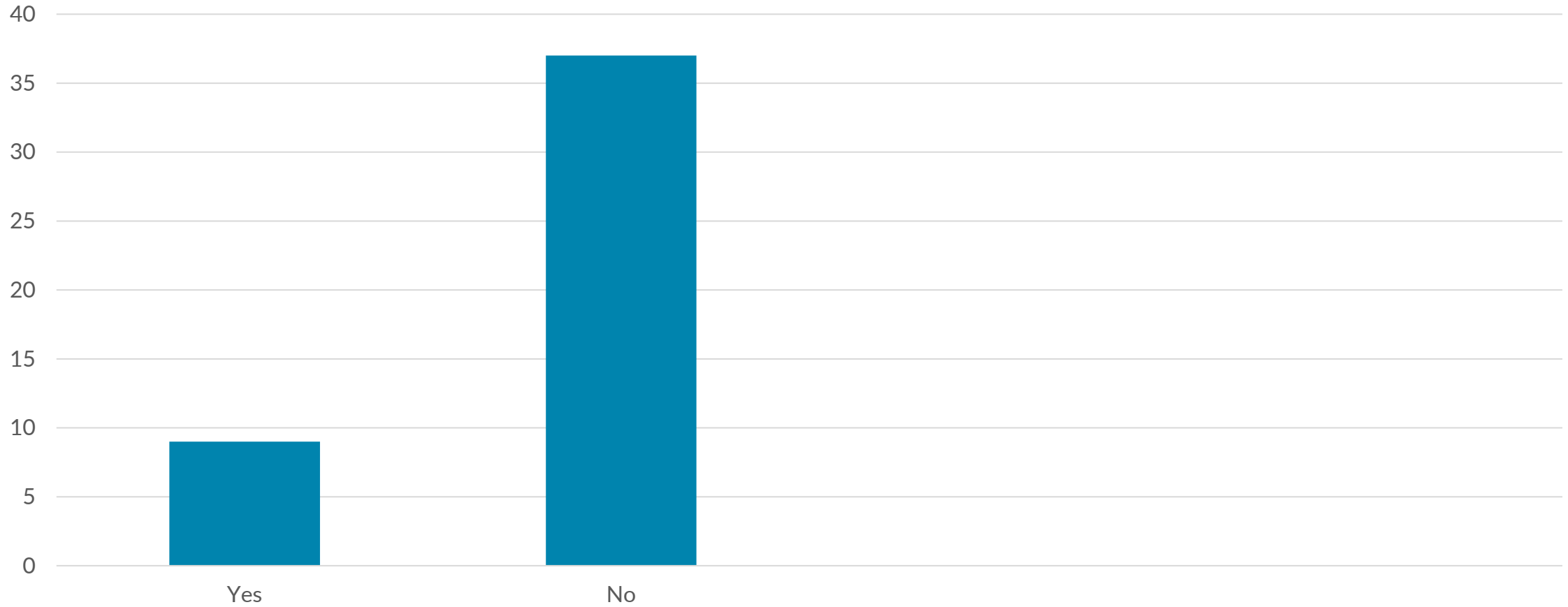
Q7. The 2020 results showed that the majority of respondents had been negatively affected by COVID-19. Have you had to adapt your decision-making and comparator sourcing strategy as a result?



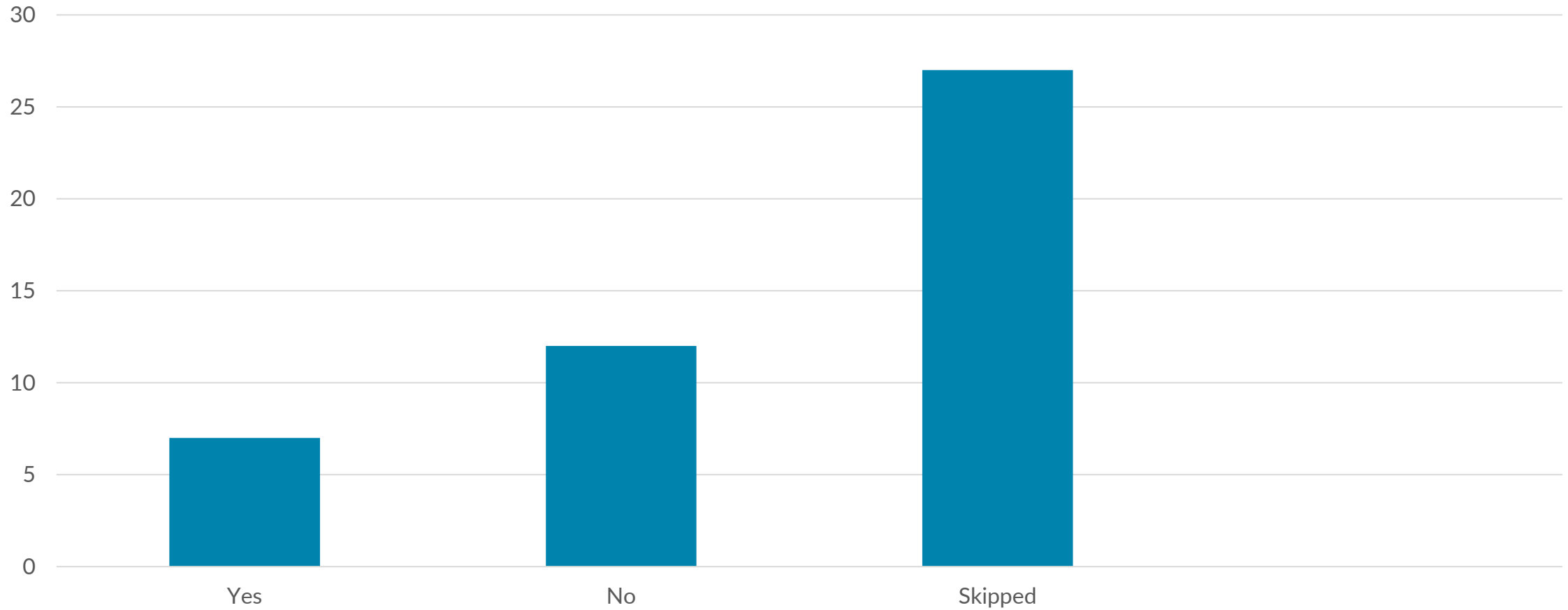
Q8. If you answered yes to Question 7 please give one example. If you answered no, please skip to Question 9.

- ❁ Those respondents who had to modify decision-making and strategy in response to COVID-19 gave a variety of examples, including:
  - building inventory
  - actively managing stock into sites only where there was a demand
  - increasing frequency of purchases to maintain supply of COVID-19 restricted medicines
  - delay or extend the timelines and supply chain/sourcing strategy diversification
  
- ❁ Flexibility and pragmatism both appear to be common themes throughout

Q9. Do you believe that any of your clinical trial comparator inventory is at risk of write-off due to COVID-19 disruptions?



Q10. If you answered yes to Question 9, would you be interested in mitigating your loss?





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