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Foreword

I'm pleased to present the second report in the Compilation Report Series, the *CRO Compilation Report*, which covers the CRO landscape over the past 30 years—from the evolution of the CRO as a market trend to becoming a key player in the industry and highly in demand.

This report is a comprehensive compilation of archived CenterWatch stories based on in-depth interviews, investigative reporting and original research and analysis.

Topics range from:

- ▶ The impact on small and mid-sized CROs as business strategies fluctuate and consolidate to meet market share.
- ▶ The growth through private equity as small and mid-sized CROs alter business strategies to meet Sponsor requirements.
- ▶ Patient recruitment, once used primarily to rescue under-enrolling studies, is now seen as a core activity in study planning. Providing strategies for patient recruitment, coupled with patient-centricity, has become critical to staying competitive in the marketplace.
- ▶ Mixed job satisfaction levels as workloads and responsibilities have risen, while mean salary levels have increased slightly.

For more than 20 years, CenterWatch has had the responsibility and privilege of dedicating its energies to objectively observing the clinical trials industry. CenterWatch has had a unique and unprecedented opportunity to serve as watchdog, educator and curator.

We hope you enjoy reading this *CRO Compilation Report* and gaining insights on the CRO landscape as much as we have enjoyed the opportunity to report on it.

Joan A. Chambers
Chief Operating Officer