



## Q<sup>2</sup> Solutions CRO Partnership Model

A comprehensive solution that streamlines the CRO plus clinical laboratory service model from start to finish

As an industry-leading clinical laboratory services organization, Q<sup>2</sup> Solutions is uniquely equipped to partner with clinical research organizations (CROs) to deliver clinical development projects for sponsors in an agile and flexible manner. We understand your needs for a reliable laboratory services provider who can effectively collaborate and execute in sync with you – from timely bids to final project delivery.

Q<sup>2</sup> Solutions will enhance your full service offering to the market and ultimately your clinical delivery by partnering with you in an operating model designed specifically for CROs. This customized partnership model provides a tight integration to CROs while leveraging our industry-leading tailored solutions, delivery excellence, and insights to shape better outcomes.

### *CRO partnership model*

Designed to ensure effective delivery from business prospecting to final database lock

**Specialized,  
focused staff**



**Dedicated business  
processes**



**Clear governance  
model**



**Right-sized  
technology solutions**



#### **Specialized staff**

We realize the importance of having team members who understand the CRO plus laboratory partnership process from start to finish. Q<sup>2</sup> Solutions has specialized staff dedicated to serving CRO customers who understand the importance of high-quality laboratory data, and the significance of delivering timely proposals for effective business prospecting. Our PMs understand the needs of CROs – and the value of timely, effective communication with your project leads.

#### **Dedicated business processes**

From our experience working with CROs, we have developed specific processes that help facilitate a smooth delivery of your proposal material and clinical project. We have also put in place firewalls at critical junctures to ensure that all study information is restricted to specific Q<sup>2</sup> Solutions employees, thus ensuring that confidentiality is maintained at all times. This means you have a committed laboratory partner who understands what crucial steps and deliverables are needed to ensure successful trial execution every step of the way.

## Clear governance model

When working with CROs, we form a strategic partnership where both parties invest in strong leadership and rely on clear communication. We form a joint operating committee (JOC) made of members from Q<sup>2</sup> Solutions and the CRO that meets regularly to ensure proactive planning, risk mitigation and goal alignment. In addition to providing clear escalation channels, the JOC give teams an open forum for improving delivery and the overall partnership.

## Right-sized technology solutions

Your IT needs are multidimensional and can vary by study. Our IT experts can develop custom interfaces and data transfer solutions that fit your data integration needs. We can support customizable data transfers, or integrate more fully for bidirectional information exchange providing near real-time access to laboratory logistics and testing data. Q<sup>2</sup> Solutions can also provide “virtual lab” services, embedding within your CTMS and trial delivery processes including custom kit builds. These IT solutions ensure high-quality delivery of your project and greater transparency for all parties.

## *A custom solution for our CRO customers underpinned by one of the world's largest clinical trial laboratory services companies*

This unique offering for CROs is supported by Q<sup>2</sup> Solutions' industry-leading tailored solutions, delivery excellence, and ability to shape better outcomes for our customers.

### Tailored solutions

Q<sup>2</sup> Solutions has a comprehensive assay menu that includes safety and esoteric testing, small and large molecule bioanalytical, biomarker, companion diagnostics, anatomic pathology, molecular pathology, flow cytometry, and genomic services. With wide-ranging in-house capabilities we minimize the need for additional outsourcing and the associated potential risks to quality and transparency. However, if additional third-party labs are required by the sponsor, we can manage these labs through our [Laboratory Network Solutions \(LNS\)](#) offering, providing you simplified study data and improved contracting.

### Delivery excellence

We save our customers time and costs by providing high-quality laboratory services throughout the delivery of your project. We use proactive quality measures and strict quality standards, metrics-driven controls, proven logistics tools, and sample management and supply chain solutions to ensure delivery excellence for your study. With one of the industry's largest footprints we can support your clinical study and help you meet the unique testing and logistical requirements across the globe.

### Shaping outcomes

Q<sup>2</sup> Solutions brings together over 30 years of experience, expertise and technologies to help our customers turn clear insights into confident decisions. At Q<sup>2</sup> Solutions we have a deep bench of therapeutic and technical experts who can supplement your team to develop innovative solutions for sponsors across the development continuum. By engaging our scientific specialists early in the study design process, we can contribute to feasibility assessments as well as protocol development by including specific laboratory considerations. This level of engagement can help mitigate potential study risks and help save time and money.

Constantly expanding menu of

**>3,500**   
tests and assays

Leading network of 8 wholly  
owned CAP and 5 ISO 15189  
accredited central labs

 **>1.5M**  
shipments a year with  
**>98.5%**   
on-time logistics performance

Awarded  
**>1,000**   
oncology projects  
in the past 3 years

*At Q<sup>2</sup> Solutions we are committed to helping our CRO customers improve human health through innovation that transforms science and data into actionable medical insights. Contact us today to learn more about our CRO partnership model and how we can support you in your next clinical trial.*

## Contact us

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