

Access Vast Patient Populations
and Clinical Resources

Sub-Saharan Africa



Local Reach and Expertise

To better seize opportunity in *the New Health*, you need a new kind of ally with global, established reach to vast patient groups. And as the leading CRO in South Africa with 690 local employees in four major cities, Quintiles provides the highly skilled investigators and clinical development resources you need.

With a massive population of more than 760 million people, the Sub-Saharan market delivers big patient groups with a unique disease profile. It offers a prevalence of diseases of affluence such as cardiovascular disease, diabetes and cancers, as well as high incidence of tuberculosis, malaria, HIV and other infectious diseases.

This area also yields many treatment-naïve patients, plus a “reverse seasonality” that boosts your recruitment for seasonal studies. So if you’d like instant access to a rapidly-growing population, enlist Quintiles’ local expertise and resources.

Quality Data and Delivery

- > Wholly owned CAP-accredited Central Laboratory in Pretoria, part of the Quintiles global network, ensures consistency, quality and control; frequently selected to handle data management for trials worldwide
- > Ability to deliver both traditional and electronic data management services
- > Quintiles adheres strictly to FDA and EMA (formerly EMEA) regulations, ICH-CGP guidelines and local regulatory guidelines

Prevalent Diseases

- > Cardiovascular disorders
- > Diabetes
- > Respiratory infections
- > Cancers
- > HIV, tuberculosis, malaria and other infectious diseases
- > Musculoskeletal (rheumatoid arthritis)
- > Central nervous system disorders

Service Delivery

- > Present in Africa since 1990, Quintiles has successfully delivered over 350 clinical studies involving over 46,000 patients in all therapeutic areas
- > Lower costs and more patients per site than the U.S. or Europe leads to efficiencies in patient recruitment and site monitoring, shortening study times
- > Investigator sites with high enrollment, patient retention and compliance for fast, flexible start-up and timely follow-up
- > Proven track record of dealing with local customs, multiple languages and remote areas
- > Web-based, mobile and 3G wireless data cards facilitate clinical monitoring
- > Most of Africa lies in the same time zone as Central Europe, enabling convenient communication with Europe, North America and India

South African Operational Excellence

- > Fully integrated services for Phase I–IV studies
- > Leadership experience in most therapeutic fields, notably in CNS, CVS, anti-infectives, musculoskeletal and oncology
- > Access to over 3,400 investigators across all therapeutic areas
- > An uncomplicated regulatory approval process complying with FDA and EMA standards
- > English language submissions
- > Established infrastructure and access to technology
- > CRAs with extensive therapeutic area expertise
- > Modern first-class infrastructure and telecommunications network
- > Major universities, an educated workforce and a highly skilled technical staff

Key Services

- > Access to Patients Services
- > Study Start-up Unit
- > Regulatory Affairs
- > Biostatistics
- > Central Laboratory Services
- > Clinical Monitoring
- > Data Management
- > Medical and Scientific Services
- > Medical Writing
- > Project Management / Global Clinical Team Leaders
- > Project Coordination Center (PCC)

Key Facts

Regional

- > Regional population of 760 million people, projected to reach 1.2 billion by 2025
- > Number of clinical trials with African sites has been increasing significantly
- > Contrast between South Africa's more developed economy (one-third of Sub-Saharan African GDP) and 48 poorer, more fragmented markets

Quintiles

- > Established since 1990 in South Africa where we are the largest and leading CRO
- > 690 employees in South African offices
 - Bloemfontein, Centurion (Pretoria), Cape Town
- > Regional expansion since 1997
 - Offices in Accra, Ghana opened in June 2009
 - Offices in Nairobi, Kenya opened in February 2010
- > Central Laboratory in Pretoria

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