

Sub-Saharan Africa

Access to Large Patient Populations and Expanded Clinical Resources

Faster Patient Recruitment

- > Growing population of over 760M people provides rapid access to large patient groups
- > Unique disease profile: 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
- > Many treatment-naïve patients
- > In Southern African countries, “reverse seasonality” boosts recruitment for seasonal studies

Data Quality 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 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 320 clinical studies involving over 40,000 patients in all therapeutic areas
- > Lower costs and more patients per site than the US 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 EMEA 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 Facts

Regional

- > Regional population of 760M people, projected to reach 1.2B 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
- > Central Laboratory in Pretoria

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)

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