



Quintiles Transnational Corporate Snapshot

We help customers succeed by providing services and solutions via three major groups:

QUINTILES[®] product development services, which provides all clinical research aimed at regulatory approval, and post-launch research and consulting on product safety and value.

- **Phase I Services** for early-phase human drug development.
- **Global Clinical Development Services**, encompassing all Phase II-IV trial services, such as clinical trial management, medical and regulatory affairs, biostatistics, patient recruitment, ECG services, and drug safety and strategic research.
- **Global Central Labs** to support all phases of clinical trials.
- **Global Data Management** to capture, analyze and report patient-related data.
- **Global Consulting** on product development; reimbursement and pricing; health outcomes; regulatory compliance (e.g., FDA enforcement, quality systems); and due diligence for pharmaceutical, biotech and medical device companies.
- **Medical Education** involving the development and delivery of Continuing Medical Education (CME) programs for health care practitioners.

INNOVEX[®] commercialization, responsible for sales force and medical communication services.

- **Sales solutions**, including the recruitment, training and deployment of customer- or Innovex-managed primary and secondary sales teams; health management services; and vacancy management.
- **Medical communications** to promote physician education and communications programs, including symposia, exhibition support at major scientific congresses, advisory boards and publication planning.

NOVAQUEST[®] strategic partnering solutions to help pharmaceutical and biotech companies optimize portfolio development, company growth and profits through innovative, tailored financial and strategic solutions.

- **Structured finance:** tailored financial solutions for customers needing financial support via funding, development or commercialization services.
- **Strategic resourcing:** long-term, strategic outsourcing or insourcing relationships that reduce fixed costs and increase resource flexibility.
- **eBio:** Specialized strategic and financial solutions for emerging biotech and pharma companies.

Further differentiating Quintiles is its access to unique, patient-level healthcare and pharmaceutical market information delivered in near real-time from Verispan, L.L.C., a joint venture co-founded by Quintiles and McKesson Corporation.