

**October Program**  
**TUESDAY, OCTOBER 11, 2005**

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**TOPIC:** **Current Trends, Future Outlook for the CRO Industry**

**SPEAKERS:** **Dr. Douglas Peddicord**, Executive Director,  
Association of Clinical Research Organizations (ACRO)  
**Mr. Steve Sullivan**, Corporate Sr. V.P. & President,  
Covance Central Laboratory Services, Inc.  
**Mr. Alan Horgan**, Group V.P., Late Stage Development,  
MDS Pharma Services, Inc.  
**Dr. Ryoichi Nagata**, President & CEO,  
Shin Nippon Biomedical Laboratories, Ltd.

According to the Association of Clinical Research Organizations (ACRO), the CRO market size is estimated at \$10 billion and exponentially growing over the last 10 years, worldwide. Revenue is increasing at an annual rate of 12 – 14 percent. The industry is evolving towards a full-service model, where CROs offer services from the earliest stages of development through clinical trials and post-approval research.

Dr. Douglas Peddicord, Executive Director of the Association of Clinical Research Organizations, will address these trends and moderate a panel of senior CRO company executives from the U.S. and Japan. They will discuss the factors fueling global growth, the challenges faced by the industry, current trends and outlook for the future. The discussion will include:

- Why has there been such huge growth of the CRO industry worldwide?
- What are the “challenges” or problems that CROs face?
- What are some of the business trends in negotiating CRO contracts and working with CROs?
- Is there a trend toward risk-sharing (compensation based on performance)?
- Where is the industry headed in Japan?