Redefining value in drug development and clinical research

Working with one partner across services unlocks measurable value

A data-driven look at integrated drug development

The Tufts Center for the Study of Drug Development, a nonprofit research group affiliated with Tufts University School of Medicine, analyzed the financial and operational impact of aligning manufacturing, clinical research, laboratory, and supply chain services under a single provider.

To assess value, Tufts developed a model using real-world clinical trial data and industry benchmarks focused on projected outcomes in oncology programs across both monoclonal antibodies (mAbs) and small molecules.

Key inputs to the model

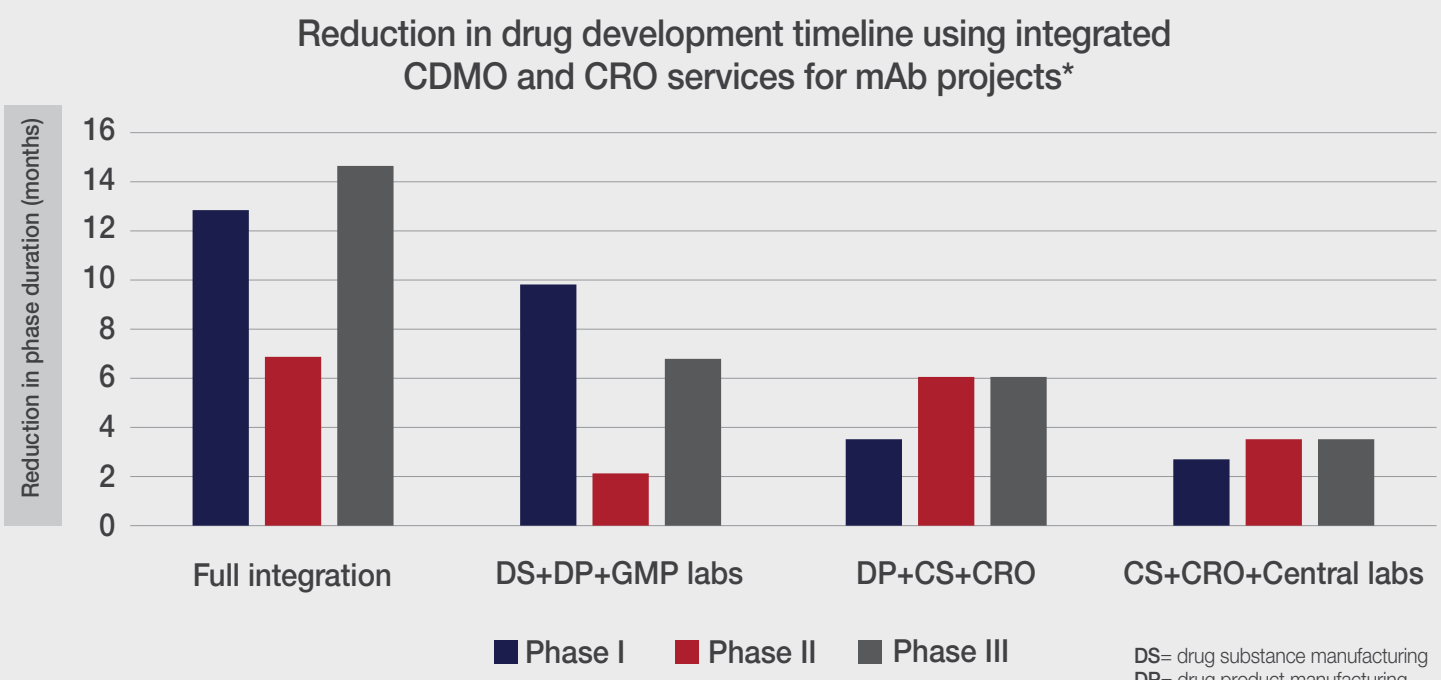
- Clinical development costs and durations
- Phase-specific success probabilities
- Operational efficiencies in integrated trials
- Projected peak sales and market exclusivity

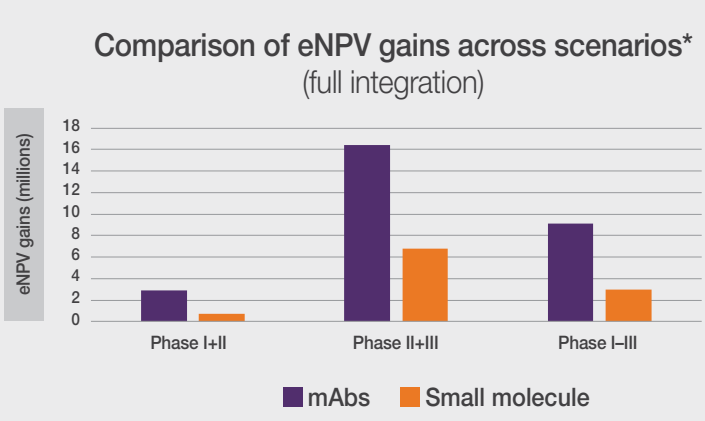
Performance metrics

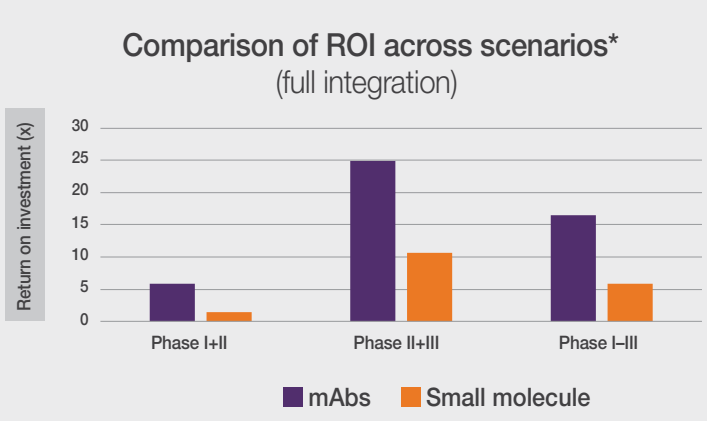
- **Estimated time savings** based on streamlined execution
- **Expected net present value (eNPV)**, a forward-looking metric reflecting the projected financial return of a portfolio of programs, adjusted for risk and timing
- **Return on investment (ROI)**, the ratio of future returns versus the expected cost of development

Impact across phases and modalities

The study found that integration consistently reduced drug development time and improved projected value and ROI across multiple phases and drug modalities, with various combinations of services.







*DiMasi, Joseph, Dirks, Abigail, Getz, Kenneth. "*The Net Financial Benefits of Single Vendor Integrated CDMO and CRO Drug Development Services.*" (2025) Manuscript submitted for peer review and publication. Tufts Center for the Study of Drug Development, Tufts University.

Key findings

Up to **34** **months saved** through coordinated execution

Up to **$16.4M** **eNPV gains for Phase II + Phase III**

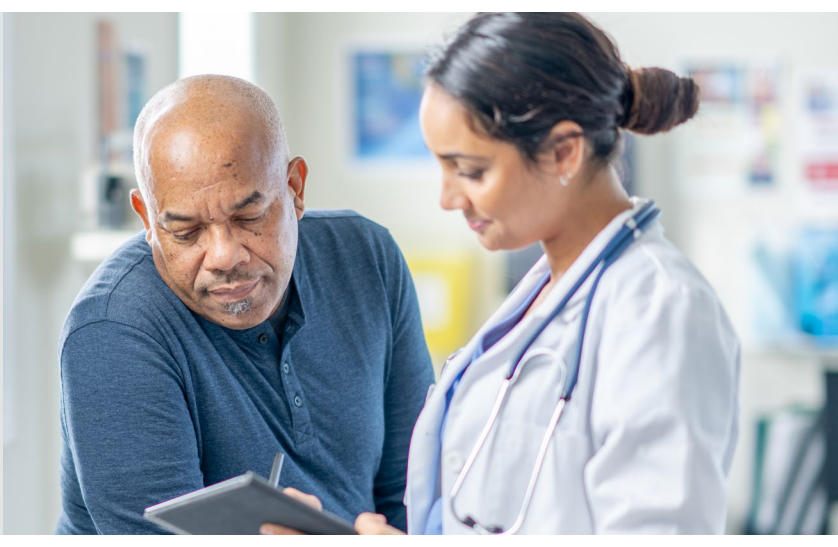
Positive return on investment in all phases

Benefits observed across both **mAbs and small molecules**

Why CDMO + CRO integration matters

Coordinating key functions through one partner:

- Reduces handoffs and delays by aligning development functions
- Improves coordination and decision-making across teams
- Mitigates risk by proactively identifying roadblocks and enabling greater flexibility to adapt to evolving development needs



White paper

Value reimagined: Unlocking ROI and efficiency in drug development

Is integration the right move for your program?

Learn more about the impact it has across phases and modalities.

Download the white paper

Learn more about **Accelerator™ Drug Development**