

NEWS RELEASE

FOR IMMEDIATE RELEASE:

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Everest Group to present “Developing and Managing CRO Relationships” Webinar on June 27

DALLAS, June 18, 2007 – The pharmaceutical industry has made great strides in how it pursues, executes and manages clinical research organization (CRO) solutions over the last several years. But as the proverbial ‘functional’ vs. ‘full-service’ debate continues to rage, pharma executives want to know how to take advantage of the more advanced sourcing models deployed by other industries that are more mature in their outsourcing efforts. Todd Hintze, Principal of Everest Group, and Rich Kabrt, Engagement Director at Everest Group, will discuss developing and managing CRO relationships in a one-hour Webinar on June 27, 2007 at 10 a.m. CDT.

The Everest Group, using its experience from hundreds of outsourcing transactions across several industries and a recently completed set of CRO sourcing research studies conducted with the Institute for International Research, will address the following questions:

- Compared to other industries, what outsourcing models are relevant to CRO partnerships?
- What are the perceived risks and benefits of each model?
- What conditions are ideal for each model (e.g., speed, risks and costs)?
- How do I know if my organization is ready?

During this session participants will develop a deeper understanding of the following:

- Outsourcing models that are being deployed in other industries
- Outsourcing models that are appropriate for a CRO partnership
- Capturing the value of a CRO partnership

The Webinar will be comprised of a 45-minute presentation followed by 15 minutes of questions and answers for participants. The Webinar will take place on **June 27, 2007** at 10 a.m. CDT (USA)

To register, please visit: <http://www.everestgrp.com/Webinars>

About Everest Group

Everest Group is a global consulting firm with offices in such leading business centers as Dallas, Delhi, London, New York, Toronto and Melbourne. An industry leader since 1991 when we created the sourcing consulting category, Everest Group has earned a worldwide reputation for ongoing innovation as we help clients achieve maximum value from their sourcing strategy and implementation. Please visit www.everestgrp.com for more information.

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