

What am I Missing Here?

Thought-Provoking Questions for the Clinical Research Industry

By Norman M. Goldfarb

121. Help wanted

Clinical research is globalizing. India, China, Ukraine, and other developing countries are rapidly taking market share from U.S. research sites. What can U.S. sites do to fight this trend? Other industries compete with competitors in low-cost countries by outsourcing functions such as manufacturing and administrative work to those countries. U.S. research sites can't outsource study visits, but they can outsource functions such as protocol review, contract negotiation, and regulatory document preparation. All we need now are the offshore service providers. Where are the entrepreneurs when you need them? What am I missing here?

Do you know a better way? Is something getting under your skin? Please send your ideas for future columns to ngoldfarb@firstclinical.com.

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