

Latin America

Preview Latin America's potential

- More than 580 million potential patients
 - Pediatric patients account for 38 percent of the population
 - Numerous treatment-naïve groups (e.g., Oncology, Cardiovascular, Respiratory, Infectious Diseases, Pain, Inflammation and Endocrinology)
 - Patient enrollment up to five times greater per site than that of the United States and Western Europe
 - Patient discontinuation one-third that of traditional regions
 - Professional and well-trained study staff
 - High levels of Good Clinical Practice (GCP) and International Conference of Harmonization (ICH) compliance
 - Established local vendors to provide support services (e.g., couriers, central labs and investigator meeting providers)
 - Opportunity to capitalize on seasonal reversal (e.g., for allergy and influenza studies)
 - Same time zone as the Eastern United States
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Opportunities across two continents

It's easy to see why Latin America is considered a land of opportunity for clinical trials: experienced investigators, high-quality data, a solid regulatory framework, public healthcare systems serving two-thirds of the population and a high proportion of pediatric patients. In addition, the region offers access to experienced specialists across various therapeutic areas and holds particular advantages for companies running oncology clinical trials on account of its high number of United States- and Western European-trained oncology opinion leaders.

Preview INC Research's capabilities

As well as offering specialized Phase I, Phase II-III, post-approval and commercialization services, our core clinical development services offering in Latin America includes:

- Biometrics
 - Cognitive services
 - Contracts and functional services
 - Data integration and warehousing
 - Clinical data management
 - Drug safety
 - Interactive voice response services/systems
 - Medical monitoring
 - Medical writing
 - Patient recruitment and retention
 - Project management
 - Quality assurance
 - Regulatory affairs
 - Strategic consulting
 - Study monitoring
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Latin America's robust research structure and medical capabilities (comparable to those of the United States) is also a large draw for many companies. In fact, with more than 10,000 clinical research sites conducting an average of two trials per year and 80 percent of the population situated in large cities, it's no surprise the region is gaining increasing interest from our industry.

Solid regulatory framework

The six countries where INC Research focuses its operations have predictable timelines and reliable processes in line with international GCP guidelines.

Unique population advantages

Even though there are more than 20 countries representing Latin America, communication is extremely easy as there are only two official languages: Spanish and Portuguese. In addition, data from the Hispanic population is generally under-represented in FDA New Drug Applications, so trials conducted in Latin America provide crucial additional data.

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Colombia is a great place to run studies in the endocrinology therapy area. Lipid problems are prevalent, so it's rewarding to see patients really benefiting from the work we are doing.

Dennis Hurley, DrSc
Vice President, Latin America

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The INC Research difference

As one of the top two global CROs providing services in Latin America, our local experience and strong relationships with sites, investigators and therapeutic networks help ensure all projects are GCP-compliant and that clinical trial materials are managed and distributed efficiently. Our offices in Latin America are staffed by clinical development experts who possess wide-ranging therapeutic experience in various areas and conduct every project using the INC Research Trusted Process® – our proven, metrics-driven process that accelerates cycle times while ensuring the same reliability and predictability, no matter the location of your project. We also provide regulatory and safety services in house, allowing greater control and accuracy of the process.

Proven results

- Successfully completed a type 2 diabetes program involving 400 patients in Argentina, Peru, Mexico and Chile
- Successfully recruited 147 women for a Phase II osteoporosis study in Argentina
- Successfully randomized 216 patients with moderate-to-severe asthma in 6 weeks in Argentina, Mexico and Peru
- Successfully enrolled 256 patients in 10 weeks for a Phase II hypertension study in Argentina, Mexico and Peru
- Successfully enrolled more than 5000 pediatric patients for two vaccine programs in Mexico, Peru and Chile
- Successfully passed seven regulatory inspections without critical findings in Argentina, Chile and Peru

For more information

about INC Research's capabilities in site feasibility assessments, please contact us at info@incresearch.com or at one of the numbers below:

North America

Raleigh, NC, United States. Tel: +1 919 876 9300

Europe/Middle East/Africa

Winnersh, United Kingdom. Tel: +44 118 933 5300

Asia/Pacific

Port Adelaide, Australia. Tel: +61 8 8447 3500

Beijing, China. Tel: +86 10 5809 2300

Gurgaon, India. Tel: +91 124 464 2400

Latin America

Mexico City, Mexico. Tel: +52 55 2169 0300

Corporate Headquarters

3201 Beechleaf Court, Suite 600, Raleigh, NC 27604-1547 Tel: +1 919 876 9300
Email: info@incresearch.com www.incresearch.com

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