

# Country in a Box: Local footprint, enabled



Start your FSP journey toward smarter,  
faster global trials

## Your FSP challenges solved

### What challenges are holding your business back?

- Concerns about how to expand globally, into new countries or regions where there isn't an existing footprint?
- Lacking access to diverse patient populations to deliver comprehensive clinical trial data?
- Missing the agility to pivot between countries as trial needs evolve?
- Experiencing delays and inefficiencies caused by local hurdles, vendor limitations or resource misalignment?



### What is Country in a Box?



**Country in a Box** is Fortrea's turnkey clinical Functional Service Provider (FSP) solution, enabling sponsors to expand into new countries without the need for a local footprint, supporting regulatory compliance, patient recruitment and operational excellence. It bundles one or more critical components into a single, integrated model:

- Clinical operations
- Trial management and administration
- Startup: Including Site ID, feasibility and site contract negotiations
- Regulatory and more

By leveraging Fortrea's network of local experienced teams, you can accelerate timelines while overcoming regulatory hurdles and maintain full control of your studies, empowering you to focus on outcomes while we manage the operational complexity.

### Unlocking tangible benefits for your business

We provide everything you need to launch quickly and confidently—all in one package:

- Our global presence in **70+ countries** provides entry into new markets with managed access to diverse experience and patient populations
- **Rapid deployment** and accelerated study start-up
- Full control and **visibility over trial operations**
- Scalable, **cost-effective resources** for long-term sustainability

## Country in a Box in action

**Challenge:** A leading biopharma faced study delays and poor patient recruitment at sites in the U.S. With a fragmented delivery model, slow onboarding and a lack of accountability, they sought an FSP solution.

**Goal:** Strengthen U.S. delivery and support a growing portfolio by contributing >20% patient enrollment for global studies.

**Solution:** Fortrea implemented a **Country in a Box** model for U.S. studies, providing:

- **Country-level project management**, site activation and monitoring
- **Data-driven feasibility** and site selection
- **Joint KPIs** for site activation and enrollment
- **Risk management strategy** with strong governance

### Value delivered:

Through strong operational efficiency and stakeholder engagement Fortrea delivered faster site activation and improved patient enrollment.

#### Retention

Maintained stability during transformation  
>85% retention

#### Inflight

250 FTEs onboarded in five waves; improved enrollment without disruption

#### Country delivery

14 studies completed enrollment (six ahead of schedule, eight on time)

#### Scalable success

Model transitioned in-house and replicated globally

## Fortrea FSP: Innovative solutions, powered by experience

Our **Country in a Box** model is one of our innovative clinical FSP solutions, powered by deep industry experience.

With over 6,400+ FSP staff across 70+ countries, Fortrea is one of the largest FSP CROs in the world. Our global infrastructure supports in-country, regional, on-, near- and off-shore models, each offering industry leading flexibility and scalability. We can help you

accelerate timelines, reduce risk and maximize portfolio performance where you need it most.

Backed by 120+ cross-functional relationships and a dedicated recruitment team, we bring deep knowledge and proven capabilities to every engagement. Long-term, decade-plus alliances and industry recognition underscore our commitment to quality and innovation. This commitment is reflected in our continuous investment in technology, enabling us to deliver efficient, high-quality solutions.

## Contact our clinical FSP team today

Ready to unlock new markets and reach diverse patient populations without the complexity?

Let Fortrea's **Country in a Box** solution simplify global expansion, so you can focus on delivering results that matter. Our experienced team handles the regulatory, operational and logistical challenges, giving you confidence and speed at every step.

**Contact your Fortrea representative today to start your journey toward smarter, faster global trials.**

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