

# Build-Operate-Scale: Build with speed. Operate with rigor. Scale with certainty.

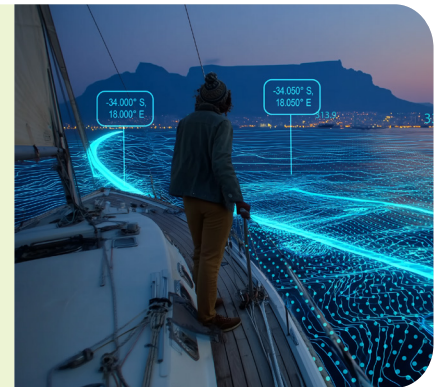


Start your FSP journey toward smarter, faster global trials

## Your FSP challenges solved

### What's slowing your ability to execute, scale and compete?

- Limited access to niche skills and regional talent scarcity delaying execution and restricting scale?
- Planning to establish a global capability center, but lacking local presence or process knowledge?
- Increasing fixed operational costs, fluctuating workloads and fragmented delivery models eroding efficiency and predictability?
- Inefficiencies from disjointed processes, high turnover and inconsistent training leading to delays, quality risk and lost institutional knowledge?



### What is the **Build-Operate-Scale** delivery model?

Fortrea's **Build-Operate-Scale** delivery model can support you to rapidly establish and scale new operational capabilities in global hub regions without long-term risk or upfront fixed-cost burden.

We combine deep functional experience, trusted delivery frameworks and robust governance to accelerate performance from day one.

As your strategic collaborator, Fortrea builds and operates fit-for-purpose teams which are designed for long-term managed continuity, while preserving full client optionality to then internalize mature capabilities, knowledge and infrastructure should your operating strategy evolve.

### How it works:

#### Build:

- Rapid stand-up of tailored, fit-for-purpose teams
- Access to seasoned Fortrea talent and standardized delivery frameworks
- Design aligned to your operating model and R&D strategy

#### Operate:

- Day-to-day delivery managed by experienced Fortrea leadership
- Performance optimization through Decision Support Systems (DSS)
- Embedded governance, quality and risk management

#### Scale:

- Sustained delivery with long-term stability and scalable capacity
- Seamless workforce continuity with retained institutional knowledge
- Fully integrated teams, systems and infrastructure under Fortrea management

## Unlocking tangible benefits for your business

Fortrea's **Build-Operate-Scale** delivery model can offer speed, control and long-term value creation:

### Strategic benefits

- Long-term capability building aligned to your R&D and portfolio strategy, with operational readiness within 120-150 days (scale to fully staffed and operational within 120 days)\*
- Sustainable knowledge transfer and process standardization, with a training duration of ~eight weeks
- Strong cultural alignment and collaborative ways of working

### Operational benefits

- Fast access to high quality, specialized talent, with a hiring buffer 1:1.2 ratio to mitigate attrition and accelerate ramp-up. This helps us manage any specific activity you need, outside of the standard process
- Optimized, scalable workflows supported by DSS
- Clear governance, accountability and risk mitigation

### Financial benefits

- Reduced overhead, ramp-up and onboarding costs
- Improved predictability through transparent commercial models
- Scalable resourcing without long-term fixed-cost commitments

\*Based on internal Fortrea data

## Fortrea FSP: Innovative solutions, powered by experience

Our **Build-Operate-Scale** delivery 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 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 start shaping a **Build-Operate-Scale** solution tailored to your organization's needs?

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

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