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**QUINTILES STRENGTHENS LATE PHASE OFFERINGS WITH ACQUISITION OF
OUTCOME SCIENCES, INC., PREMIER OBSERVATIONAL RESEARCH COMPANY**

*Outcome Sciences' research expertise in quantifying new product value, quality, effectiveness
and safety is vital to market access in the New Health*

RESEARCH TRIANGLE PARK, N.C. – October 19, 2011 – With late phase (Phase IIIB and Phase IV) research becoming increasingly important to multiple healthcare stakeholders, [Quintiles](#) today announced it has acquired Outcome Sciences, Inc. (Outcome), a privately held outcomes research firm headquartered in Cambridge, Mass. The acquisition positions Quintiles as the industry powerhouse in [late phase research](#), offering [global reach](#), robust dedicated resources and specialization.

Outcome is the world's leading provider of observational research services. Observational research encompasses registries, post-approval research and quality improvement initiatives across multiple healthcare stakeholders (biopharmaceutical, medical device, government and providers). Since its founding in 1998, Outcome has designed, developed and managed more patient registries and post-approval studies than any other company. Outcome's programs across more than 40 therapeutic areas include thousands of sites and millions of patients in more than 80 countries.

“This acquisition underscores Quintiles' commitment to delivering efficient, insightful late phase solutions to help customers show the value of their products to patients, providers and payers,” said Quintiles President and Chief Operating Officer John Ratliff. “The phase IIIB/IV market is forecast to reach more than \$4 billion by 2015, up significantly from 2010.^[1] We estimate that observational research accounts for about 30 percent of that market, and Outcome is the notable leader in it. With this acquisition, no other biopharmaceutical services company can match Quintiles' level of late phase science and strategy, global reach and service specialization.”

Outcome Founder and President, Richard Gliklich, will assume the role of Global Head of Late Phase for Quintiles. “There is tremendous opportunity for a best in class provider of the full spectrum of late phase and comparative effectiveness research services on a worldwide basis. To be that entity, we needed to find the right partner,” Gliklich said. “That partner is Quintiles and the time is now. Our customers will benefit from a marriage of our strength in observational research to Quintiles' market-leading interventional Phase IIIB and IV presence and adjacent capabilities. We benefit from Quintiles' global reach, financial flexibility, and access to

^[1] Jefferies & Co., April 2011

biopharma customers and unique data analytics capabilities. Together, we will continue to assist our clients with demonstrating or improving the safety, effectiveness, value and quality of their healthcare products, therapies and services.”

About Quintiles

Quintiles is the only fully integrated biopharmaceutical services company offering clinical, commercial, consulting and capital solutions worldwide. The Quintiles network of more than 20,000 engaged professionals in 60 countries around the globe works with an unwavering commitment to patients, safety and ethics. Quintiles helps biopharmaceutical companies navigate risk and seize opportunities in an environment where change is constant. For more information, please visit www.quintiles.com.

About Outcome

Outcome is the leading global provider of patient registries, studies, data, and integrated technologies for evaluating real-world outcomes. Outcome provides services and technologies focused on evaluating safety, effectiveness, and quality in healthcare. Since 1998, the company has designed, developed, and managed more than 250 patient registries and post-approval programs, including many of the largest and most well recognized programs worldwide. For more information, please visit www.outcome.com.

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