

As Seen In... *Forbes*, June 10, 2013

# 23-Year Record of Bringing Medical Breakthroughs to Market

*Clinical Research Associates, Inc.*

Competing in the nearly \$30 billion clinical research industry, Linda Moore Schipani's Clinical Research Associates, Inc. (CRA) has earned its place among the most highly regarded research centers in the U.S. One of the first independent multispecialty research centers when it opened in 1990, the Nashville, Tenn., company has participated in over 550 Phase II, III, IV and Rx-to-OTC national and multinational clinical trials involving 13,000 people.



CRA's website has a wealth of information about prevention and treatment of diseases and conditions currently being studied. It also answers questions about participating in any of the trials.  
[www.clinicalresearchassociates.com](http://www.clinicalresearchassociates.com)

"We were pioneers in the field. We demonstrated that independent centers could perform studies with the same level of professionalism and reliability as the universities," says Schipani, who had little formal business training at the time she started the center and only three employees. Based on her long experience as a family nurse clinician, Schipani was confident she could compete with universities, which are burdened with cumbersome red tape and unnecessarily long ramp-up times.

The company's first studies involved treatments for hypertension. When the demand for those studies shrank, there was the option of closing the company. Schipani decided to diversify instead. Today, CRA has become a preferred research center for leading manufacturers of pharmaceuticals, nutritional products and medical devices, with a heavy emphasis on vaccines, women's health, cutting-edge contraception products, smoking cessation and obesity. It employs about 20 people and has never had to lay off personnel.

"We are able to get a large project running in as little as two weeks," says Schipani, a 2013 *Nashville Business Journal* Women of Influence finalist in the Entrepreneur category. "It's very rewarding to see breakthroughs come safely to the marketplace much more quickly than before."

CRA studies are conducted by board-certified private practice physicians and coordinated by registered nurses and dietitians. "We hire coordinators not only for their professional qualifications, but also for their concern about patients," says Schipani, who herself sees patients personally as often as possible.



Linda Moore Schipani, President & CEO

CRA's passionate commitment to participants is evident in the level of care it provides and in the exhaustive information it makes available. "Patients choose to participate in our studies for a variety of reasons," Schipani says. "Some do so because they care deeply about pushing the frontiers of medical science. Others want to take advantage of therapies already proven safe for humans but not yet available outside of an investigative setting. Others seek better care than they have been getting and to receive free study-related medical care and medication. Whatever their reasons, we take their trust very seriously."



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