

Gateway to Success

Linical provides clients with a gateway to global clinical development. With a presence across The Americas, Europe, and Asia-Pacific, Linical helps pharmaceutical and biotechnology companies streamline regulatory approvals, enroll the right patients, and capture high-quality data with speed and precision.

As a full-service contract research organisation (CRO), Linical is dedicated to helping biopharmaceutical companies successfully bring innovative therapies to patients worldwide. The company's mission is to navigate the complexities of clinical development with expertise, precision, and personal attention - ensuring every study moves efficiently from concept to regulatory approval.

The company differentiates itself with its deep therapeutic expertise, financial stability, and high rates of retention and repeat business, working with several clients for >15 years and maintaining key staff for an impressive 10+ years. Alison Cundari, Linical's Senior Director of Marketing and Corporate Communications, tells us more about its main unique selling point.

"Partnering with a diverse range of clients, from emerging biotech firms to global pharmaceutical leaders, Linical has a 20-year history of supporting clinical programmes of all sizes and across multiple regions covering 40+ countries. Whether early-stage development or large-scale, multinational trials, the company's role is to provide the strategic insight, operational excellence, and regulatory expertise needed to deliver results."



Linical's core values – collaboration, excellence, flexibility, integrity, and patient centricity – reflect the company's shared passion with clients for advancing science and accelerating the delivery of innovative therapies to patients. Linical achieves this by leveraging the right size, reach, and team to provide personalised solutions backed by global expertise.

"What sets us apart is our "right-sized CRO" model," she explains. "We're small enough to deliver personalised attention and maintain close executive involvement, yet large enough to provide global reach and full-service capabilities."

Currently, the intersection of science and technology is transforming clinical development. Tools like Artificial Intelligence (AI), real-world evidence (RWE), risk-based monitoring (RBM), and advanced electronic data capture (EDC) systems offer opportunities to accelerate timelines and improve patient outcomes.

Linical takes a "tech-agnostic" approach, partnering with audited, qualified technology providers while working seamlessly with clients' preferred systems.

"Our strategy is to leverage technology where it creates efficiency and quality - without overpromising or compromising patient care," Alison elaborates. "We believe that technology and science must work hand-in-hand, and we guide our clients to adopt customised, fit-for-purpose solutions that balance speed, cost, and data integrity."

Linical has a strong pipeline of exciting clinical programmes across oncology, neurology, immunology, endocrinology, and rare diseases. It is experiencing high RFP volume in a transformative time for CROs, and Linical has also secured key project wins - often competing successfully against much larger CROs. This growth reflects the value that clients place on the company's stand-out USPs and is the reason that Linical was recently bestowed with the title of CRO Company of the Year 2025 in the GHP Global Excellence Awards 2025, fighting off fierce competition to gain victory and mark its place as a leader within the industry.

There are now ambitious plans for growth. Over the next five years, Linical is focused on harnessing technology thoughtfully by integrating advanced tools to optimise operations, reduce timelines, and improve data quality while remaining platform-agnostic.

It also seeks to expand global access by strengthening its presence in high-growth markets, particularly across the APAC region. And finally, Linical plans to continue championing sustainability by supporting responsible, patient-centered innovation and long-term clinical research sustainability, achieving global GHG reduction targets. Alison comments: "Our goal is to advance drug development with flexibility, efficiency, and integrity, helping bring life-changing therapies to patients faster."

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