



Society for Clinical Research Sites

Site Landscape Benchmark Your Site

Site Solutions Summit™

SPEAKERS



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VP, Clinical Research
Compliance & Integrity, HCA
Healthcare

FACULTY DISCLOSURE

In compliance with ACCME Guidelines, I hereby declare:

I do not have financial or other relationships with the manufacturer(s) of any commercial services(s) discussed in this educational activity.

Jimmy Bechtel, SCRS

David Vulcano, HCA Healthcare

Clare Grace, EMS Healthcare

Nicholas Focil, FOMAT Medical Research



Criteria for AWARDING CONTACT HOURS

Applicants must be present during the “live” event, contact hours are not issued for recordings
Applicants must attend the activity the whole time, missing no more than ten minutes of the activity

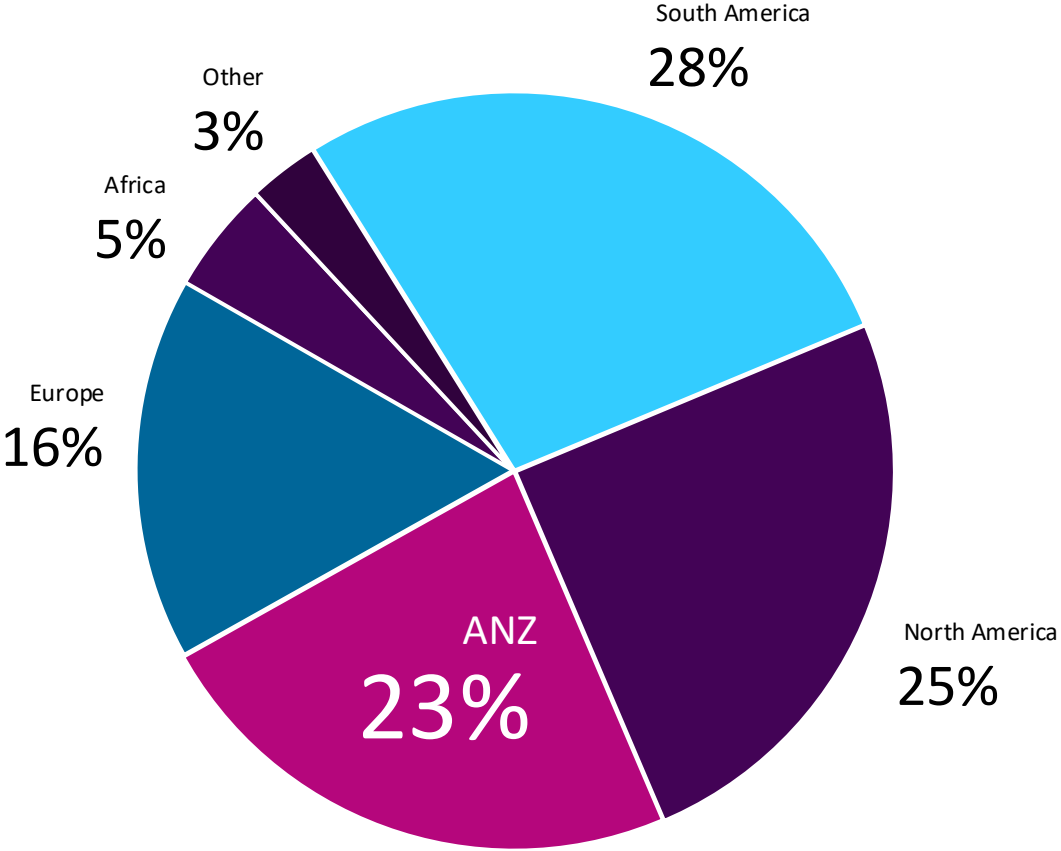
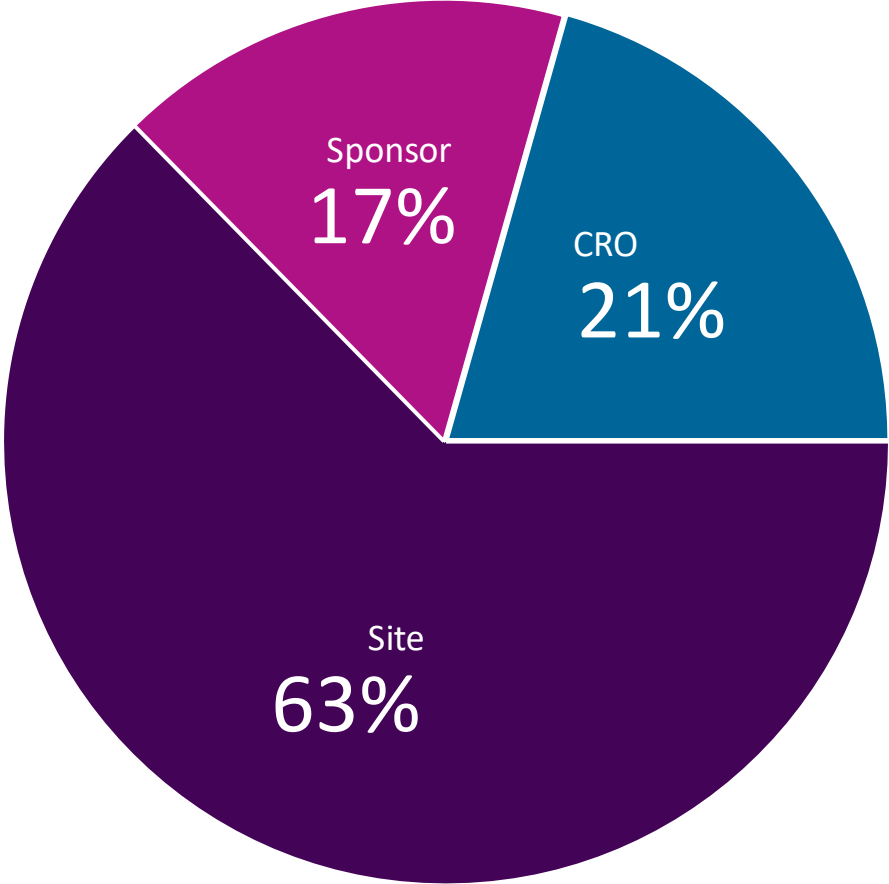
Applicants must complete the post-meeting survey with a score of at least 70%

Applicants must complete the post meeting survey evaluation questions

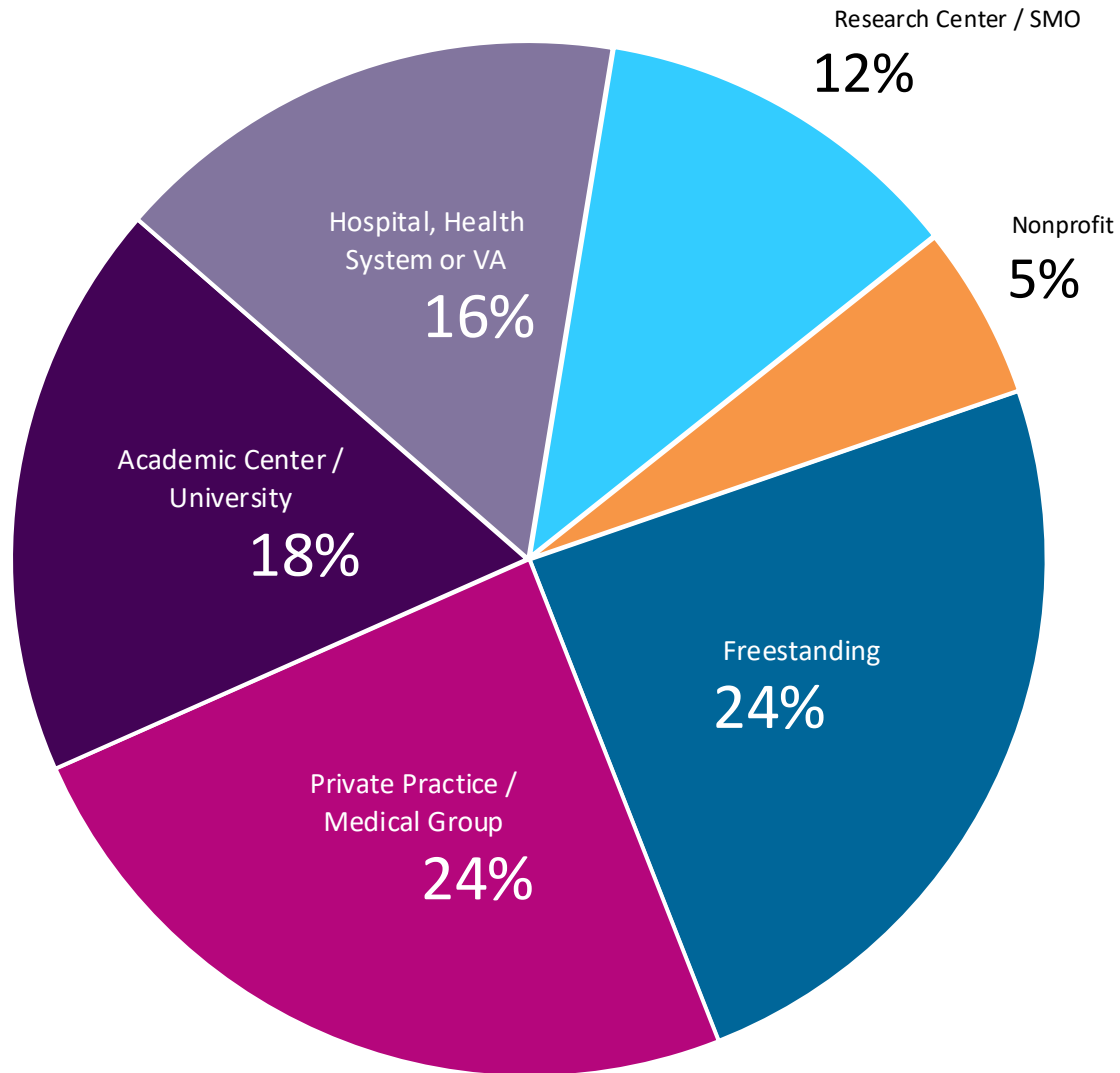
Society for Clinical Research Sites, Inc. is accredited as a provider of nursing continuing professional development by the American Nurses Credentialing Center’s Commission on Accreditation



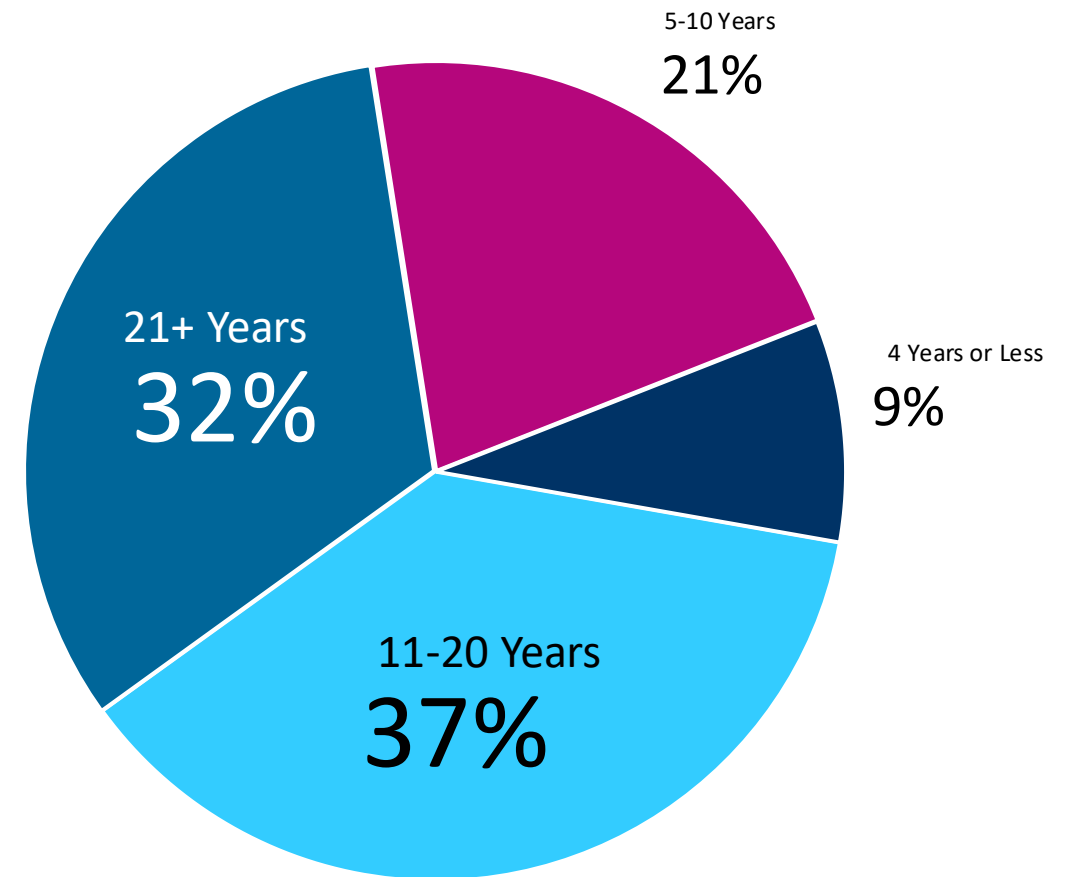
Survey Participants



Site Type



Years of Experience



Section 1

Budgets & Contracts

Top 3 Areas Sites Should Improve & Improve & Address

1

Budgets & Contracts

Shorten prolonged negotiation and execution time.

2

Recruitment

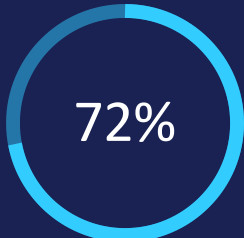
Overstated recruitment projections during feasibility and/or not meeting enrollment and diversity goals.

3

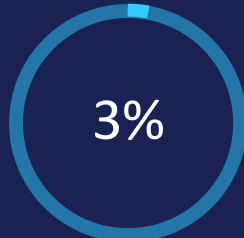
Technology

Improve knowledge of technology and ability to conduct remote visits and/or technology-enabled trials.

Sites' Preferred Payment Schedules



Monthly



By Milestone



Every Other Month

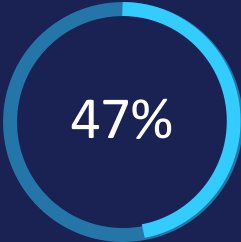


No Preference



Quarterly

Sponsors' Preferred Payment Schedules



Quarterly



Every Other Month



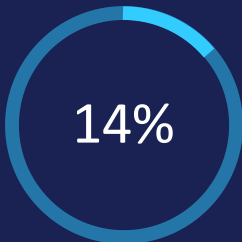
Monthly



No Preference



By Milestone

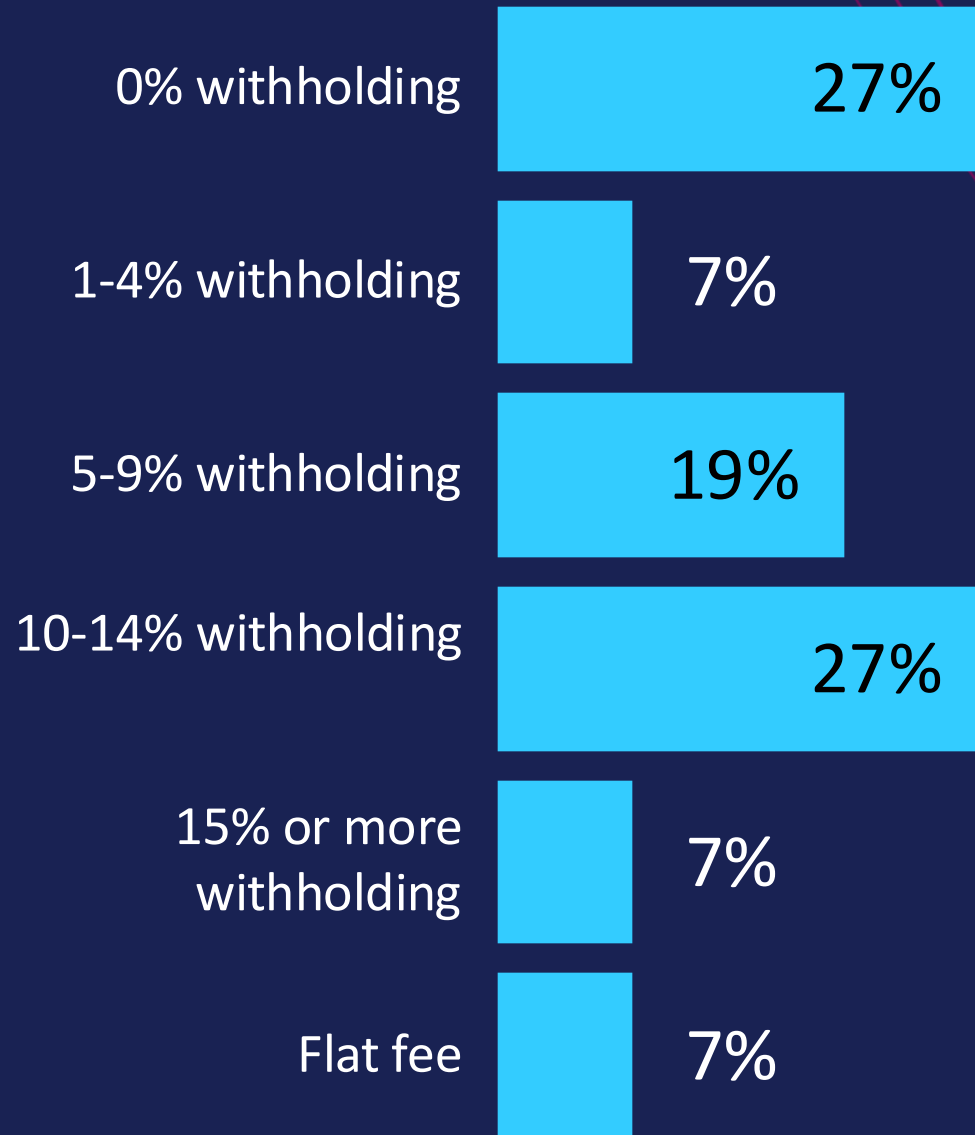


Other

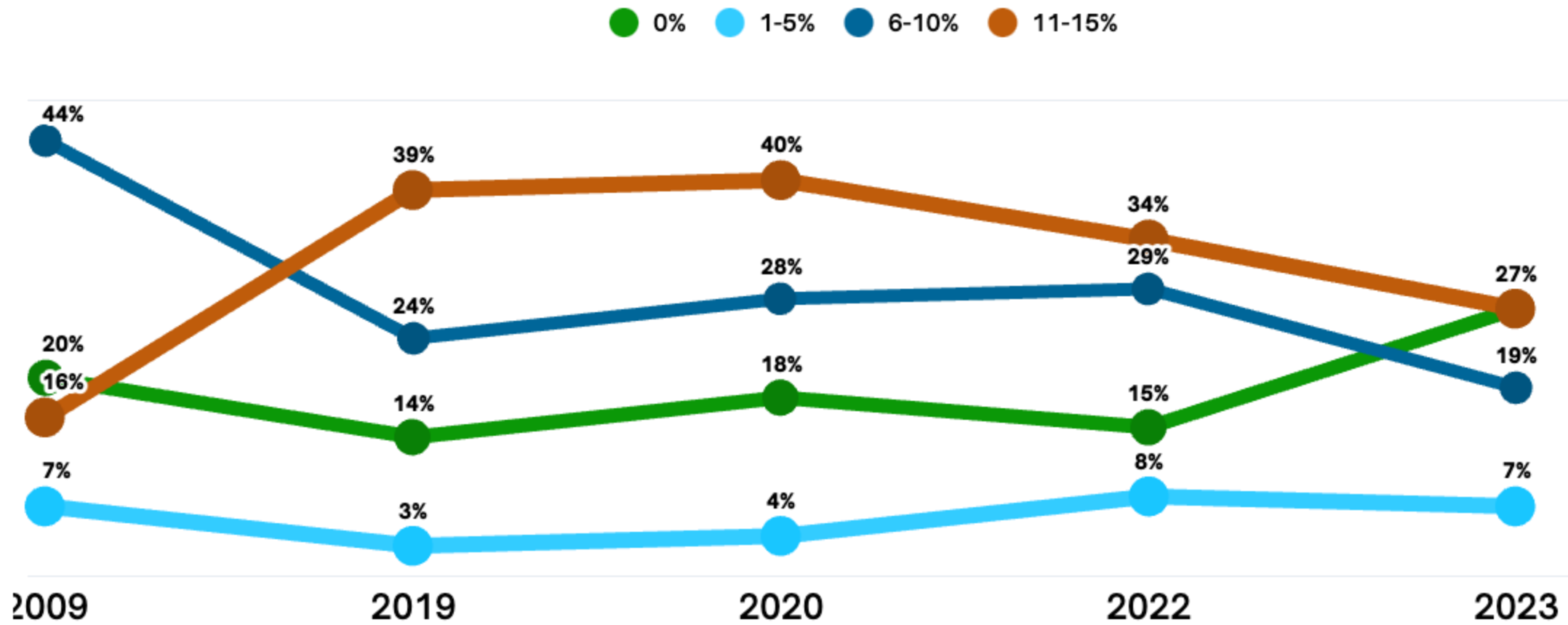
Most Frequently Negotiated Payment Schedules



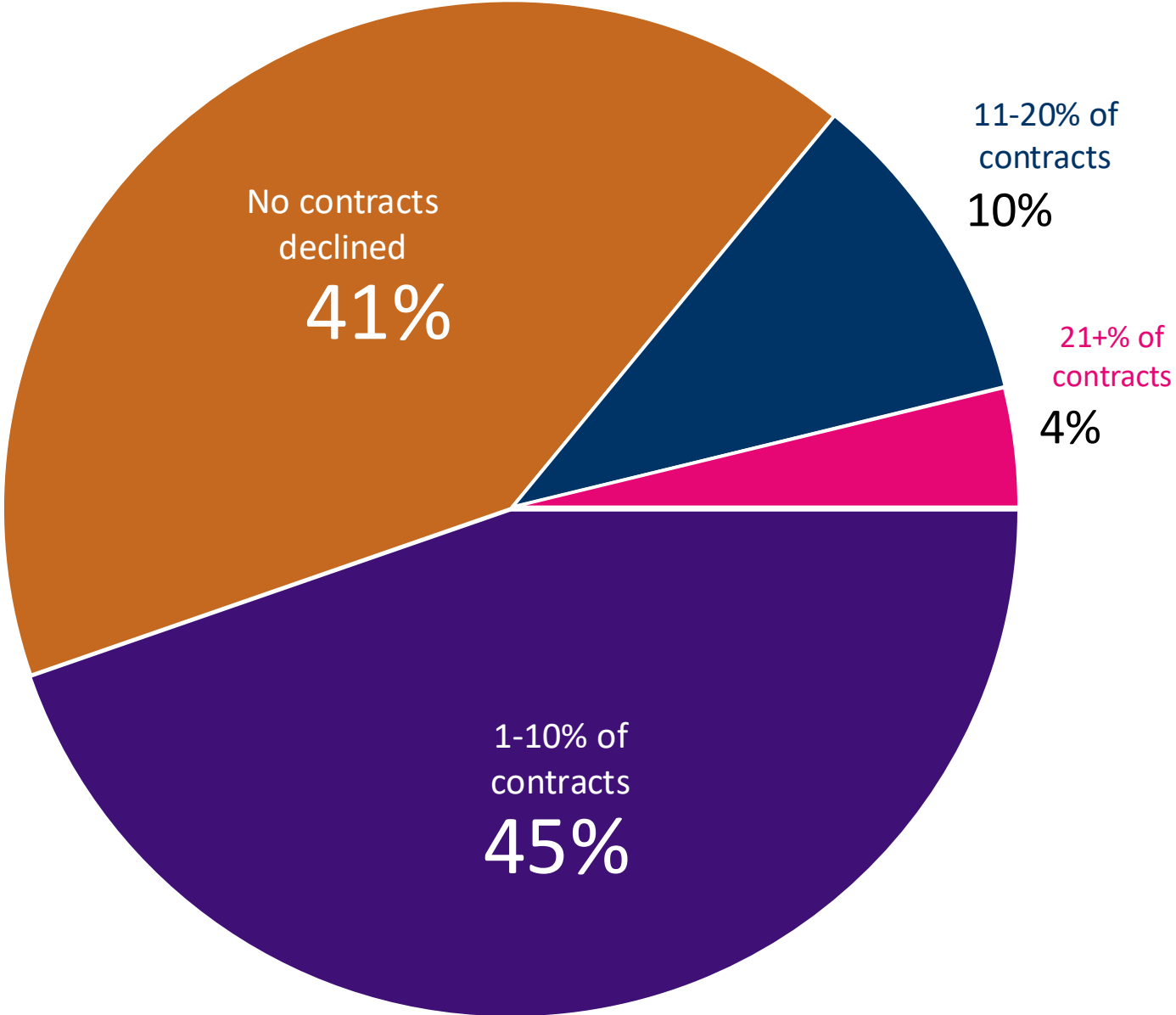
Most Frequent Frequent Withholding Percentage Negotiated



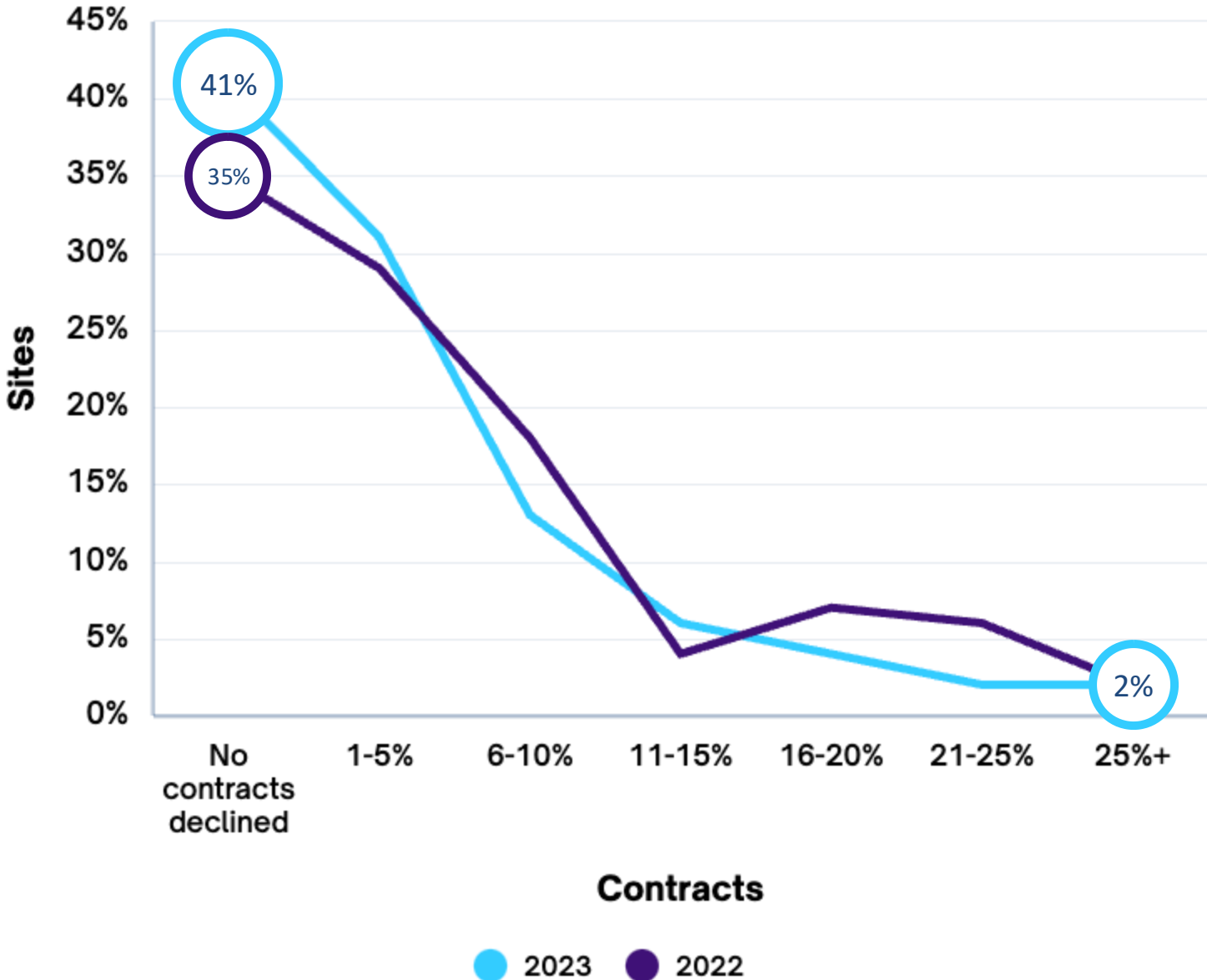
Withholding Percentage Trends



Contracts Sites Declined Due to Unacceptable Budget

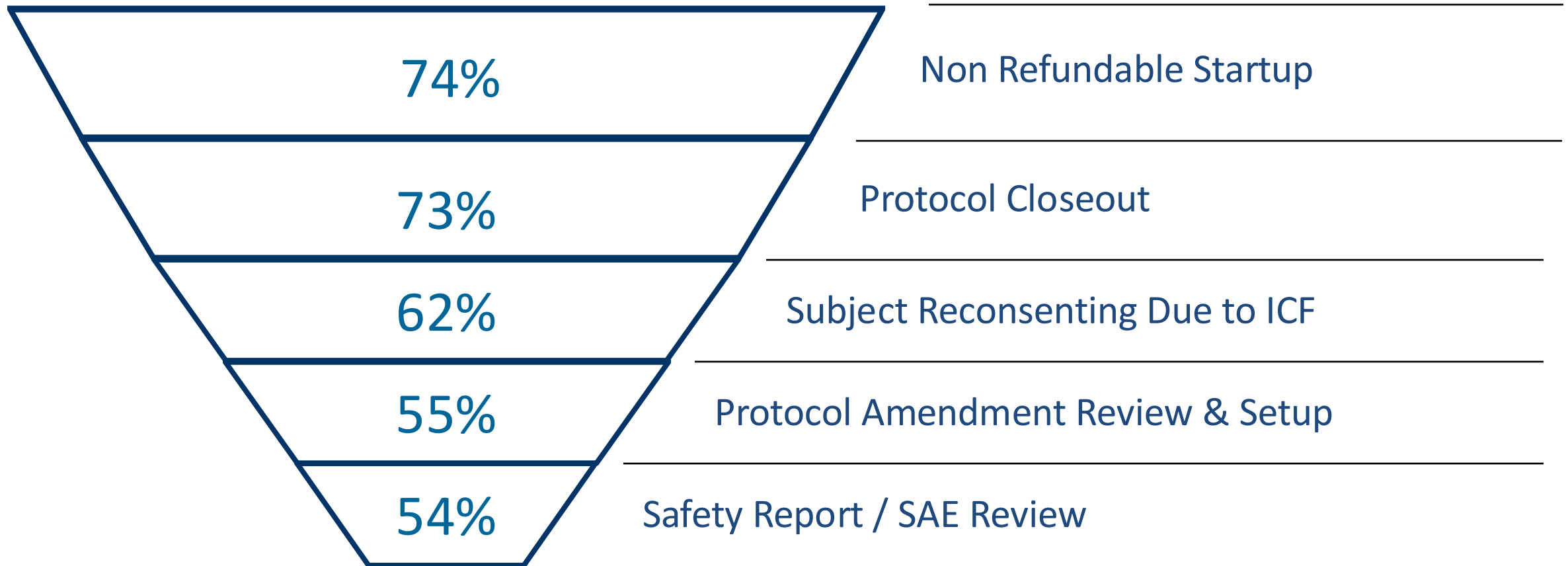


Contracts Sites Declined Due to Unacceptable Budget



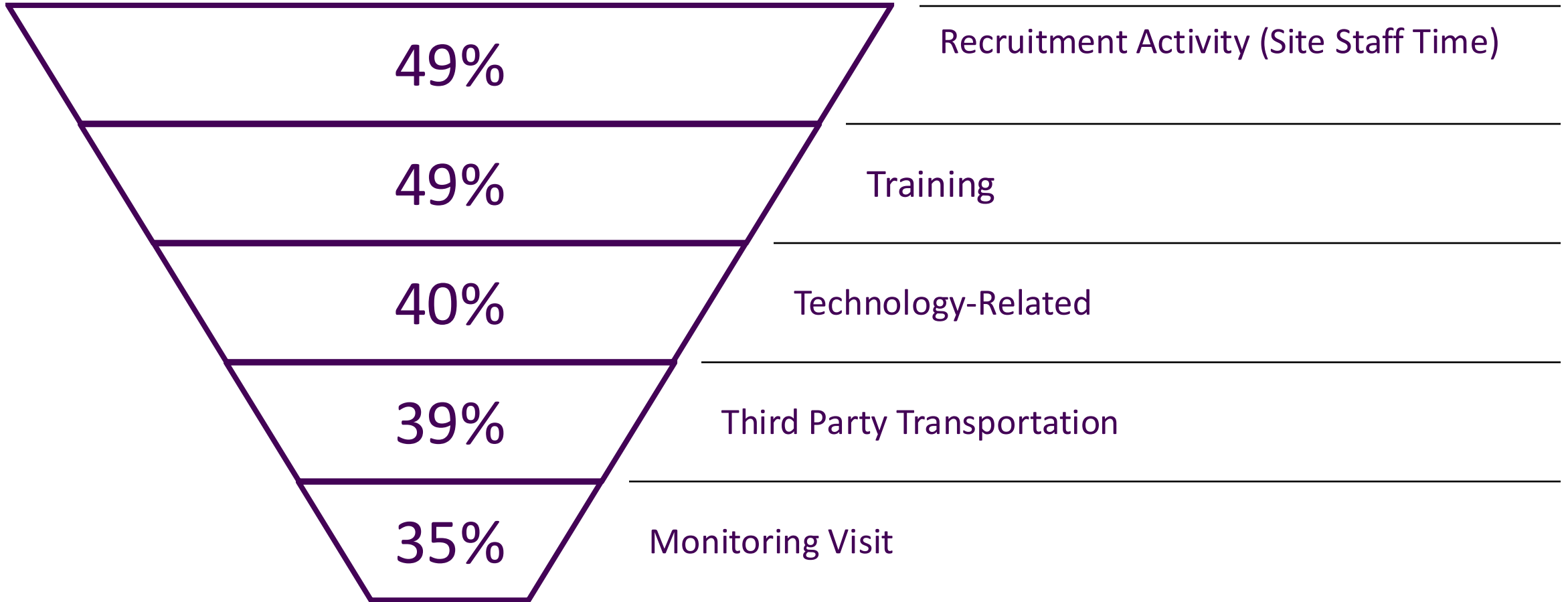
Commonly Received Study Costs in Budgets

Sites that receive these costs in study budgets more than 50% of the time



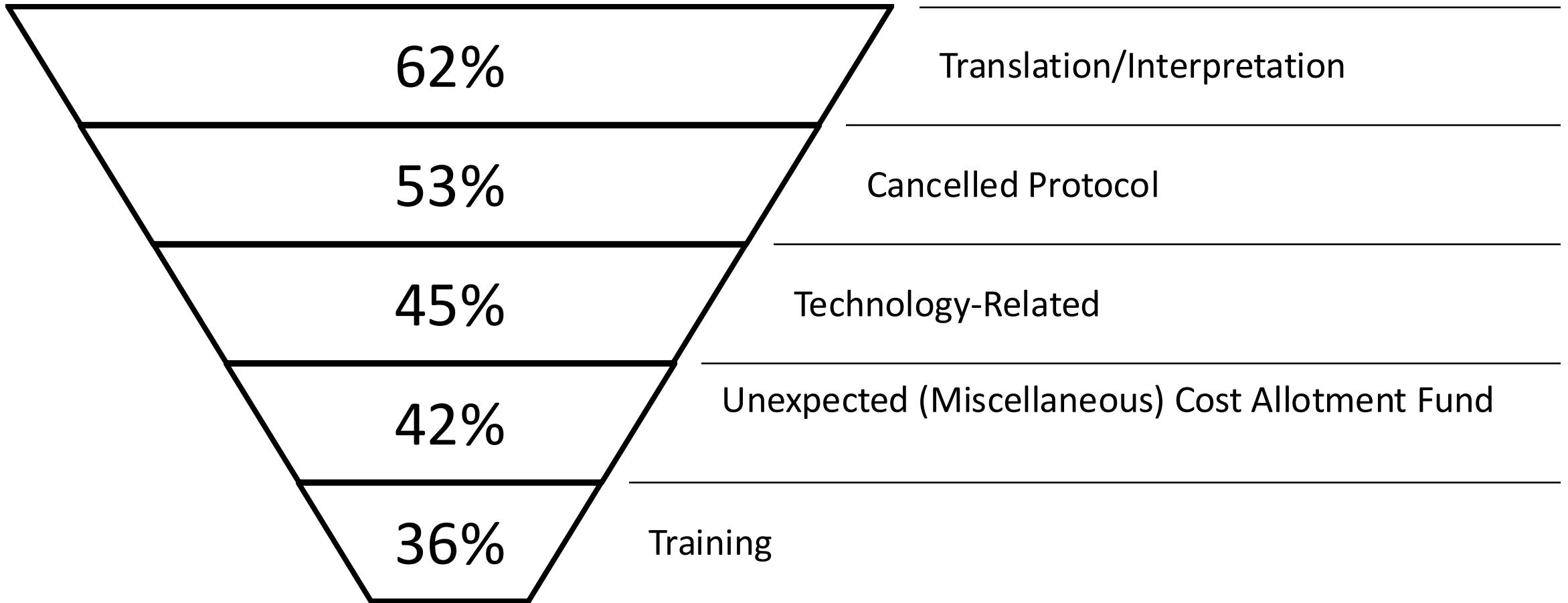
Infrequently Received Study Costs

Costs received for site study budgets less than half of the time



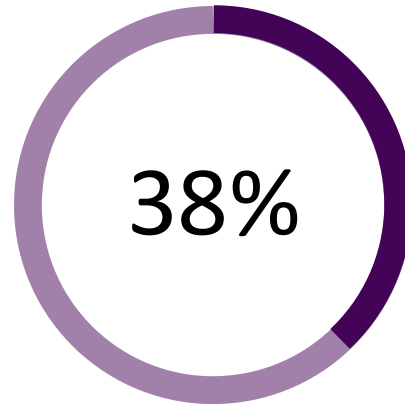
Rarely Received Study Costs

Sites that never receive these costs in study budgets

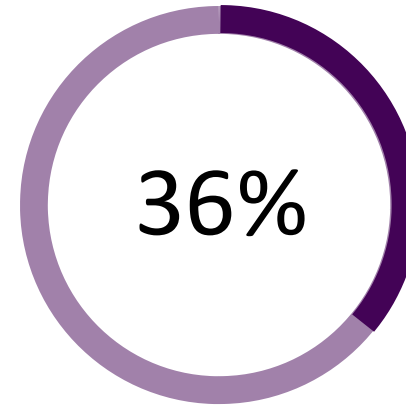


Top Underfunded Underfunded Areas in Trial Budgets

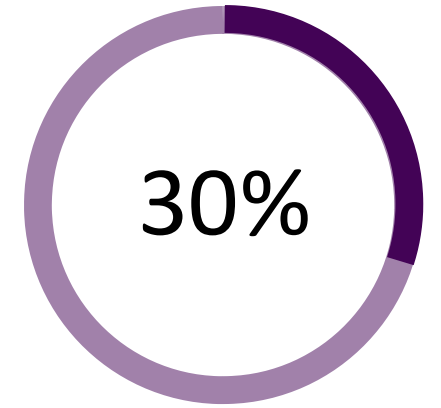
Select top three



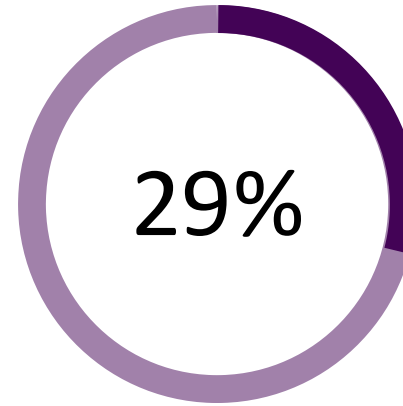
Prescreening



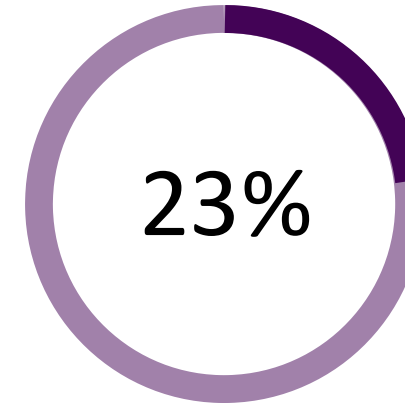
Screen failures



Training &
education

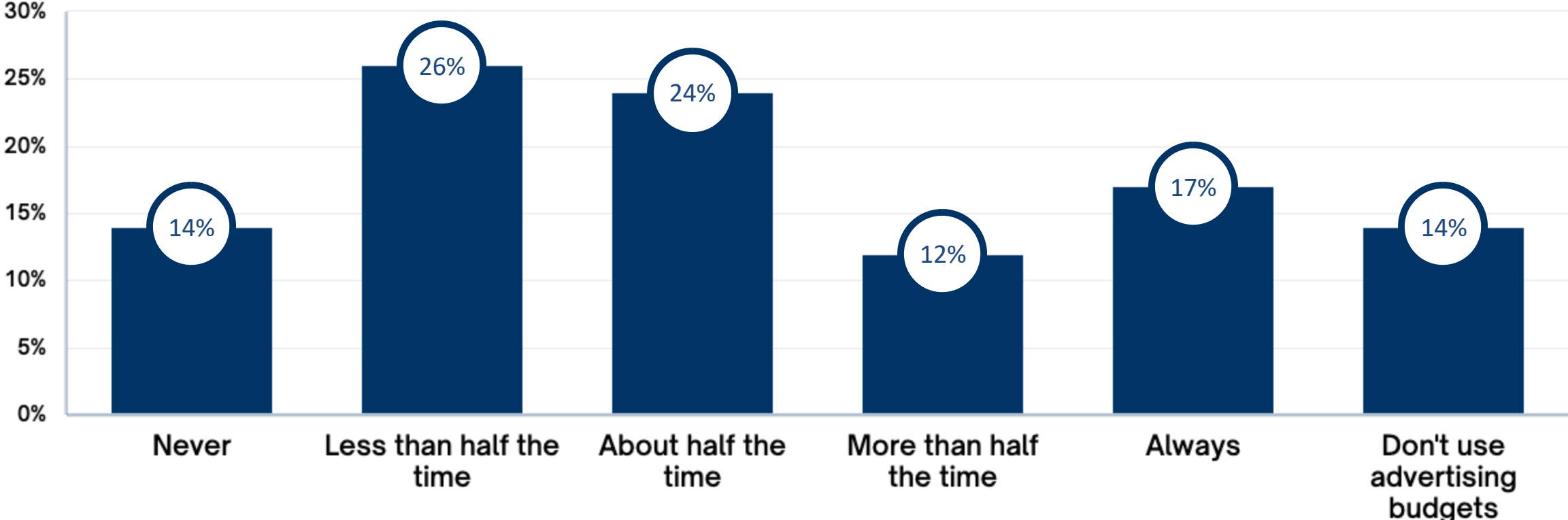


Startup Costs

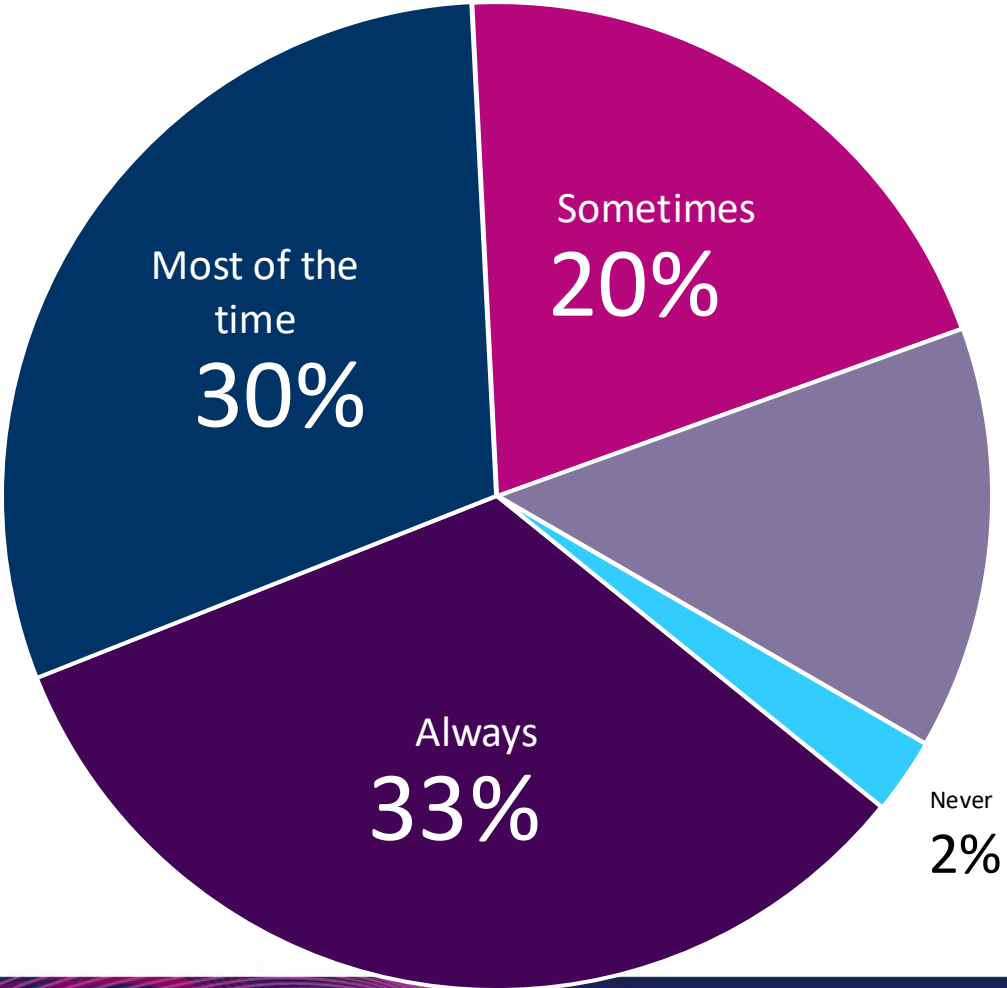


Study
cancellation

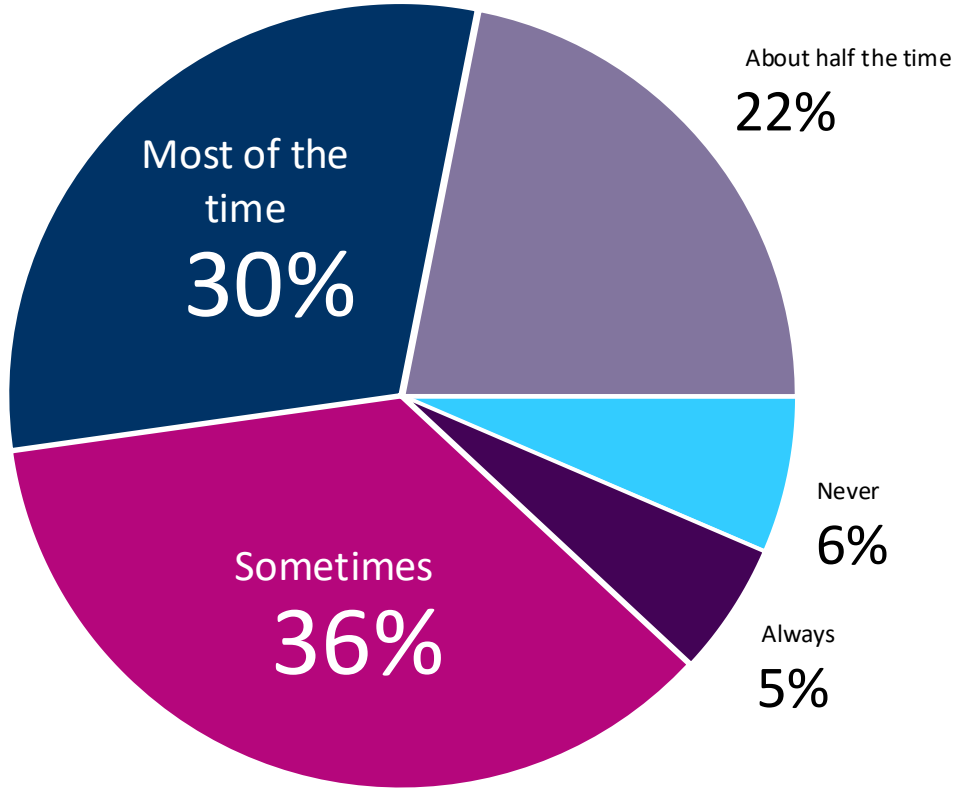
How Often Do Sites Use Their Own Money to Fund to Fund Recruitment?



How Often Do Sites Negotiate for Better Screen Fail Terms?



How Often Were Screen Fail Terms in the Final, Negotiated Contract Sufficient to Cover the Number of Screen Fails?



Budgets & Contracts Recap

1

72% of sites prefer monthly payments, but only 38% of negotiated payment schedules are monthly

2

There was a 12% reduction of contracts with withholding compared to 2023

3

53% of sites have to regularly pay for recruitment out of their own funds

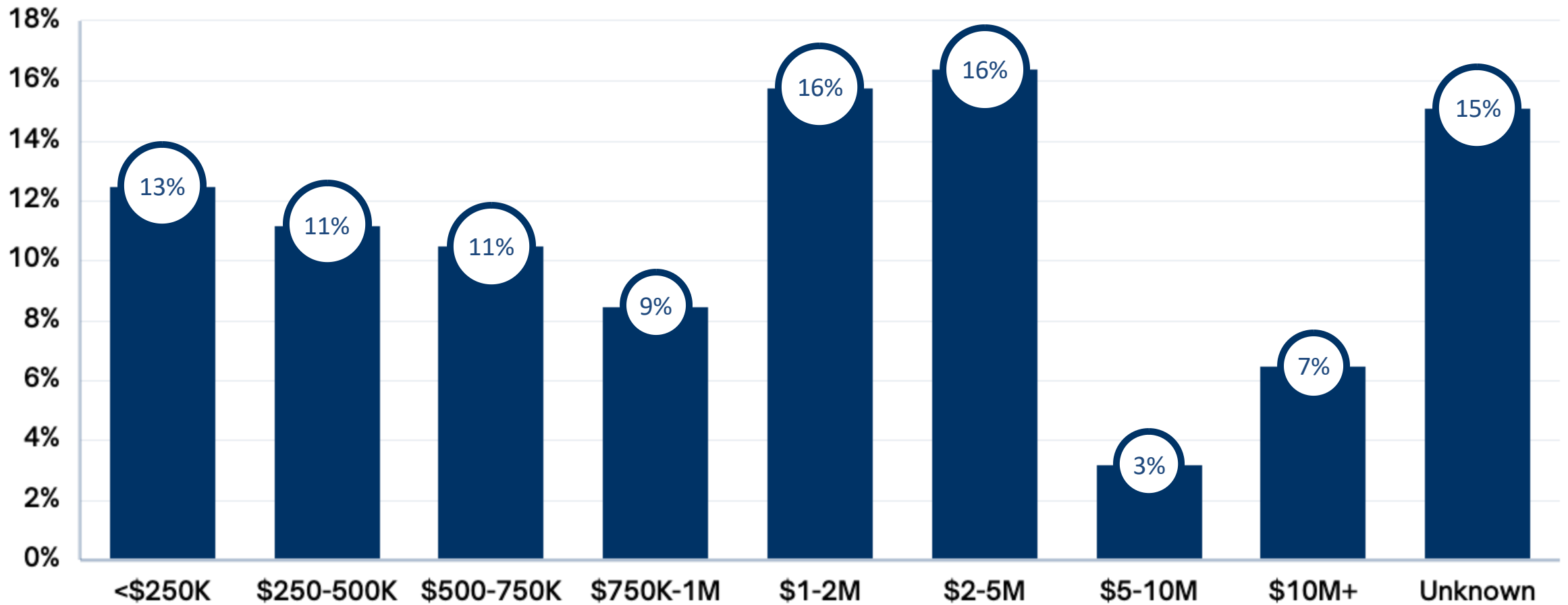
4

42% of sites say screen failure terms never or rarely cover the actual number of screen fails

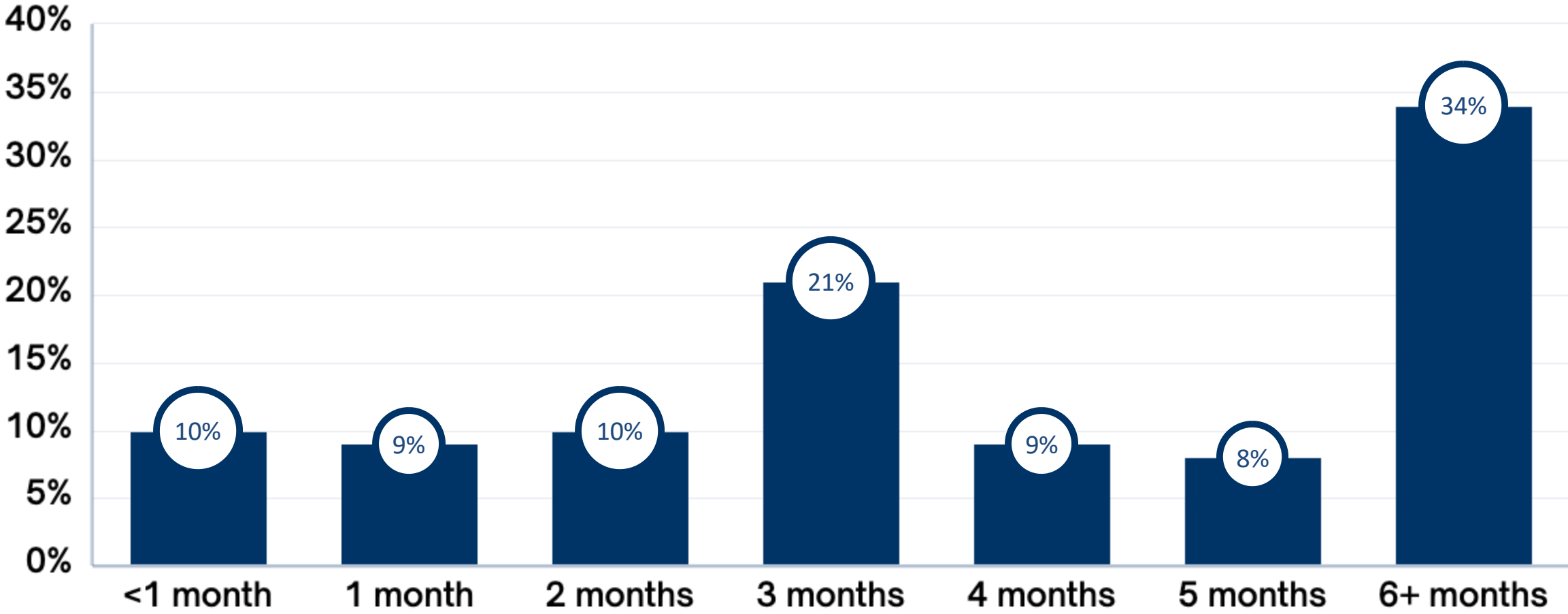
Section 2

Site Finances

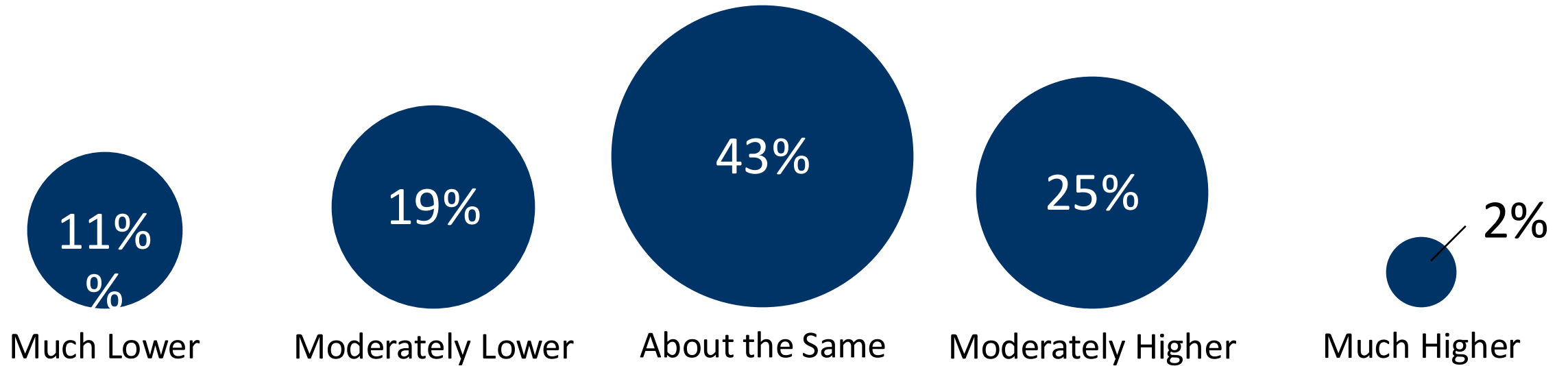
Site Gross Revenue (USD)



Sites' # of Months of Operating Capital



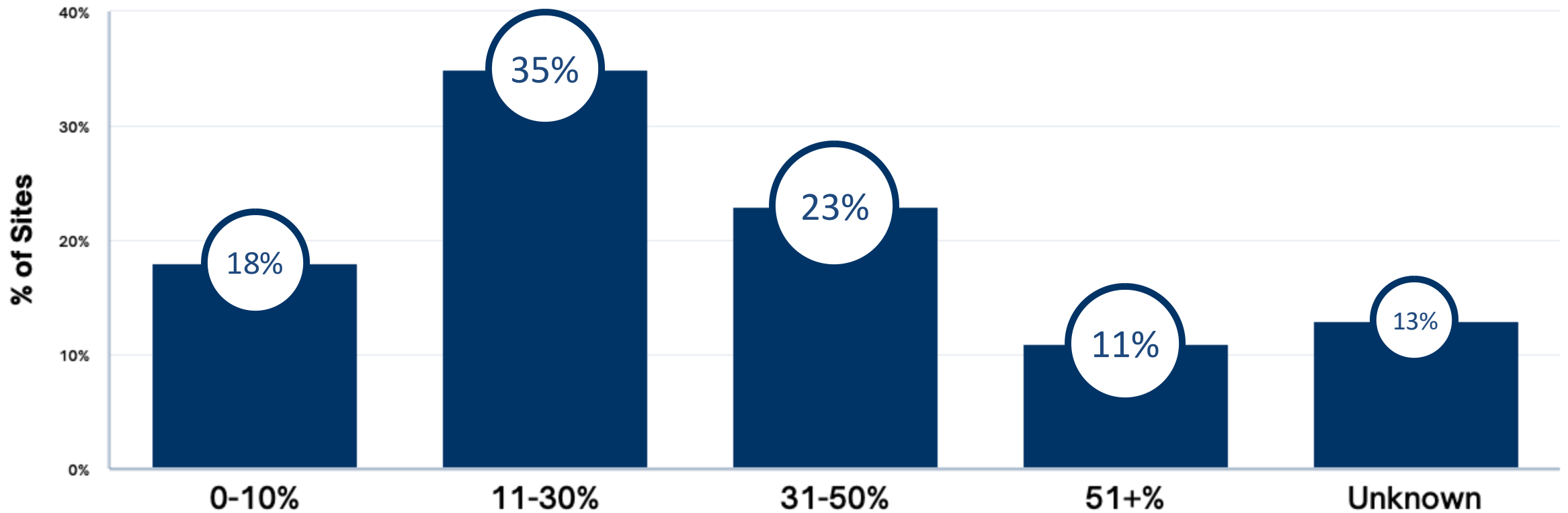
Change in Operating Capital Between Between 2022 and 2023



Did Sites' Profit Margin Decrease from 2022 to 2023?



% of Sites' Accounts Receivable More Than 90 Days Old



Site Finances Recap

1

50% of sites have three months or less of operating capital in the bank

2

30% of sites reported lower operating capital year over year

3

30% of sites have more than a third of their accounts receivables more than 90 days past due

4

32% of sites recorded a net profit of less than 10%