

# The Site Landscape

## Benchmark Your Site Part 1

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European Sites Solutions Summit<sup>SM</sup>



# SPEAKERS



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SCRS  
USA



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Management  
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Honorary President, USA  
HCA Healthcare, USA

# 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  
Chloe Grace Rose, Pratia  
Rosia Shah, VCTA  
David Vulcano, SCRS, HCA Healthcare





# Criteria for AWARDING CONTACT HOURS

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Applicants must be present during the “live” event, contact hours are not issued for recordings

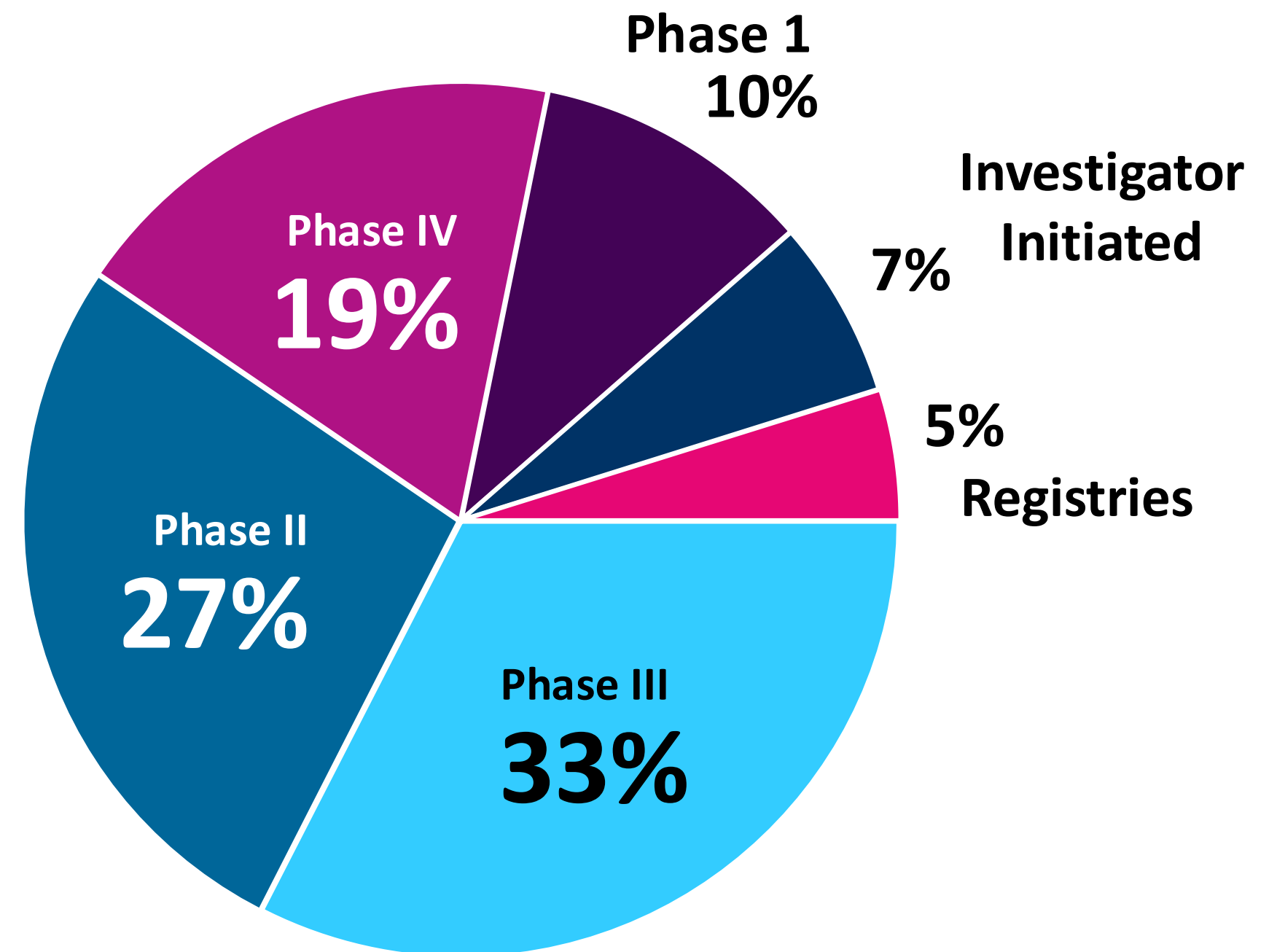
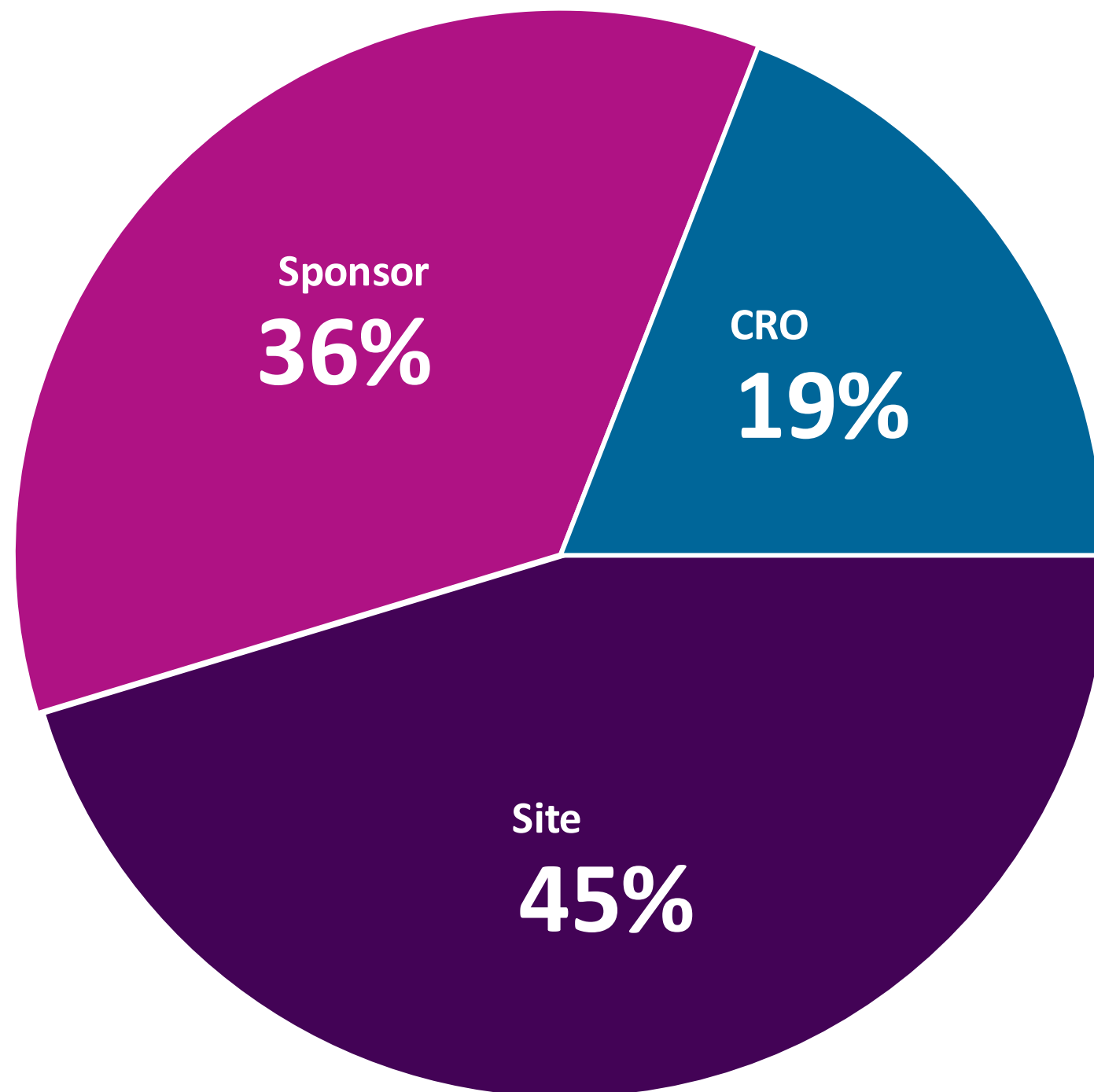
Applicants must attend the activity the whole time, missing no more than ten minutes of the activity

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

Applicants must complete the post meeting survey evaluation questions

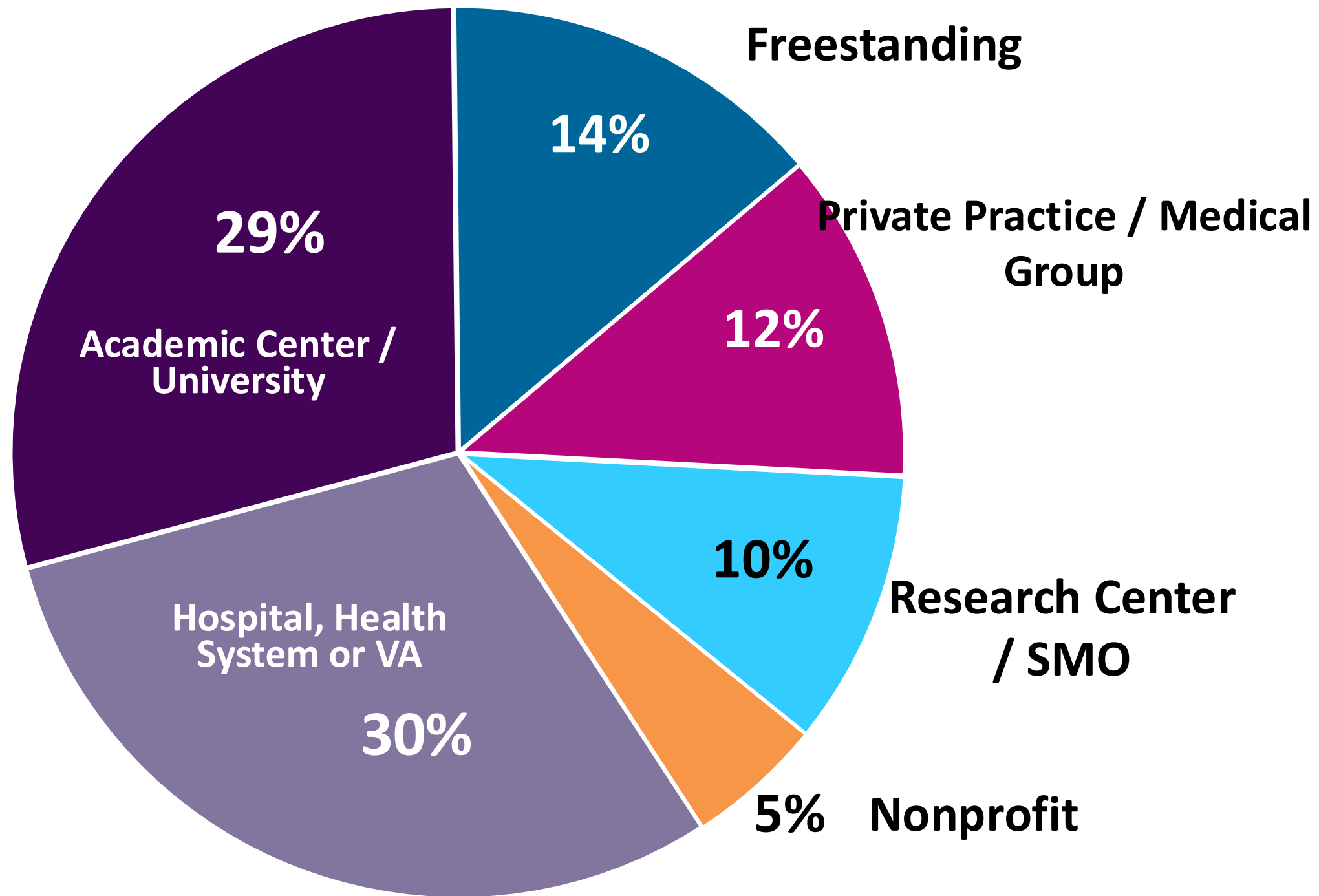
Society for Clinical Research Sites, Inc. is accredited as a provider of nursing continuing professional development by the American Nurses Credentialing Center’s Commission on Accreditation

# Survey Participants

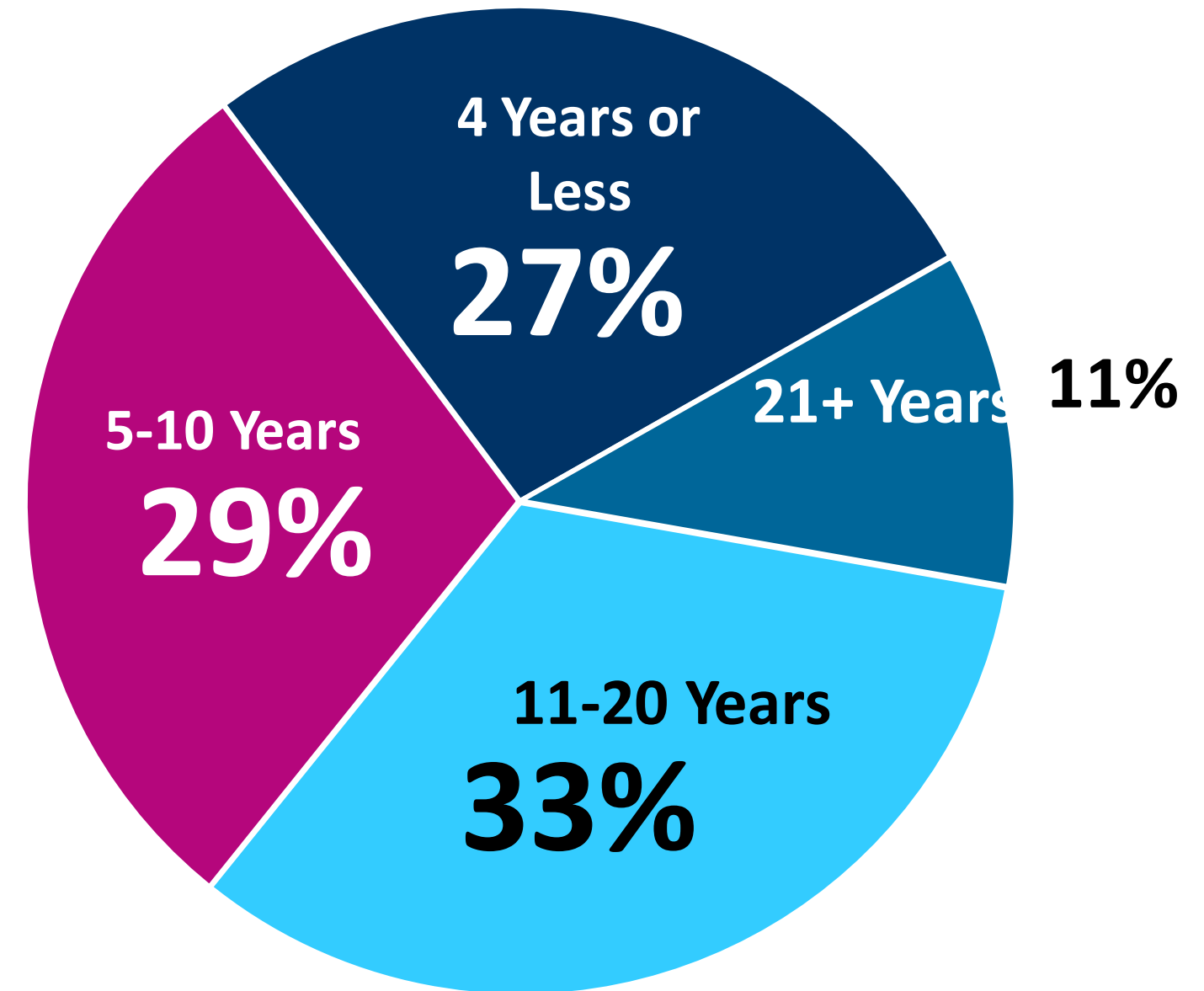




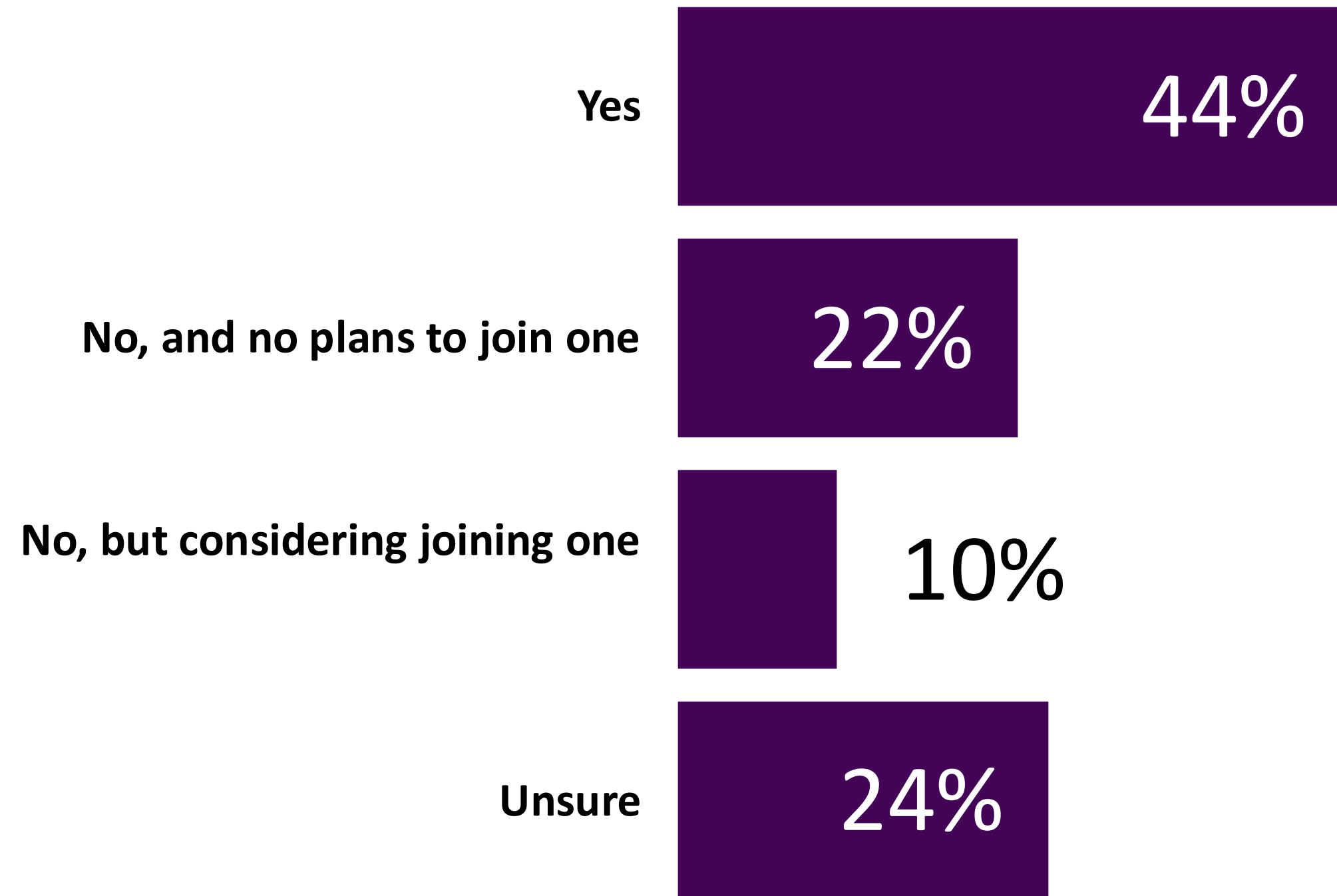
**Site Type**



**Years of Experience**



# Is Your Site Part of a Network?





# Top 3 Areas Sites Should Improve & Address

Answered by Sites, Sponsors and CROs

1

## Budgets & Contracts

Shorten prolonged negotiation negotiation and execution time.  
time.

2

## Technology

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

3

## Data Management

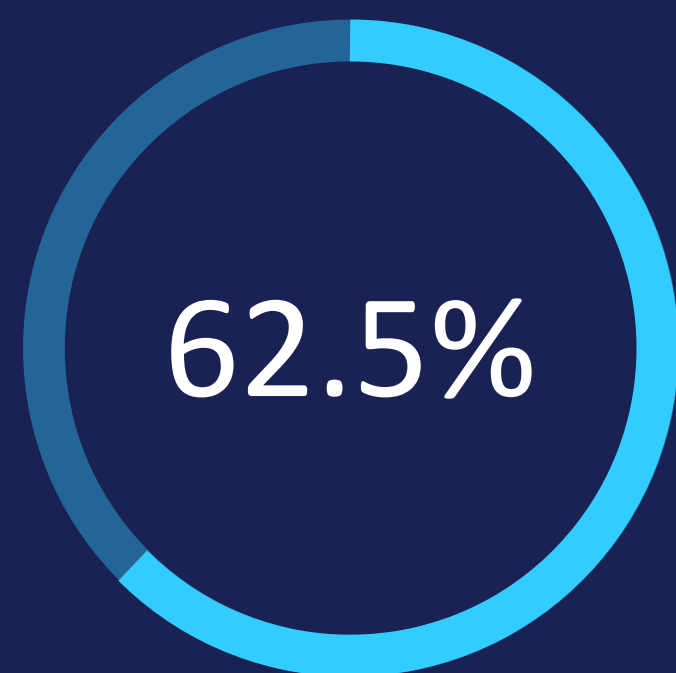
Shorten data entry time into EDC EDC from patient visit and query query resolution time



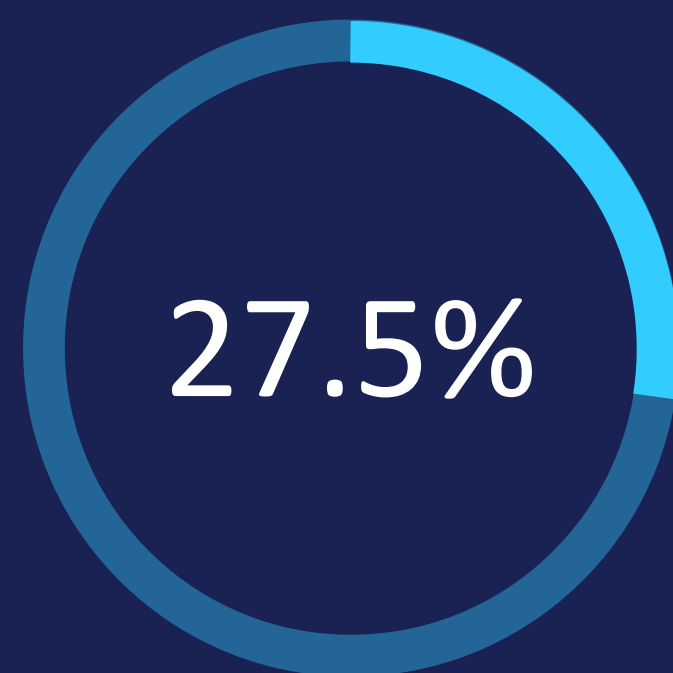
Section 1

# Budgets & Contracts

# Sites' Preferred Payment Schedules



**Quarterly**



**Monthly**



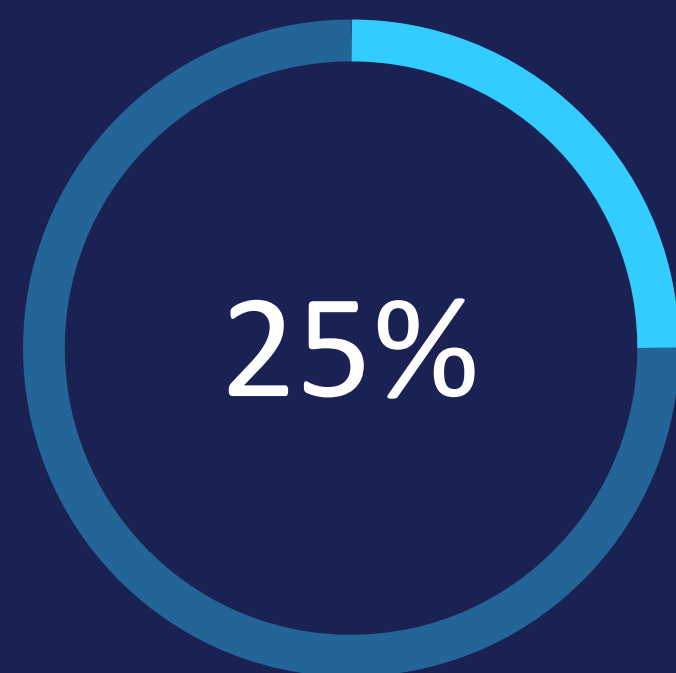
**Every Other  
Month**



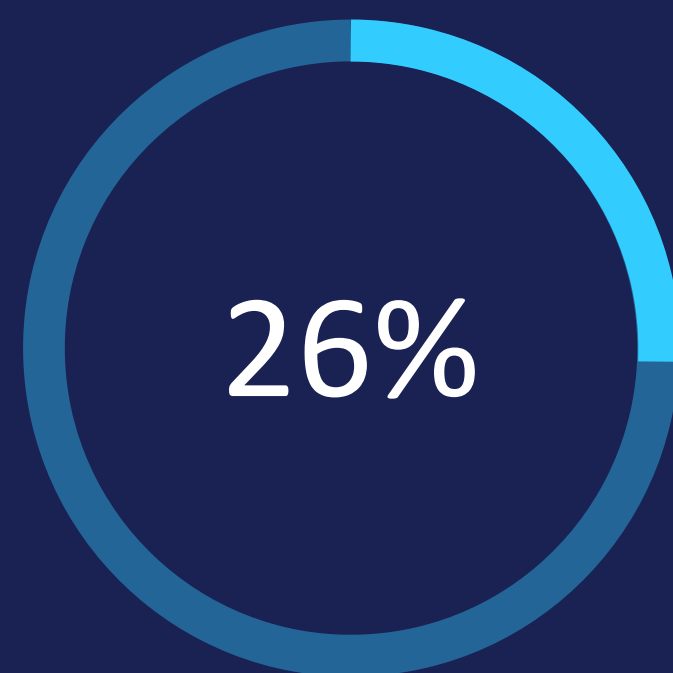
**No Preference  
Preference**



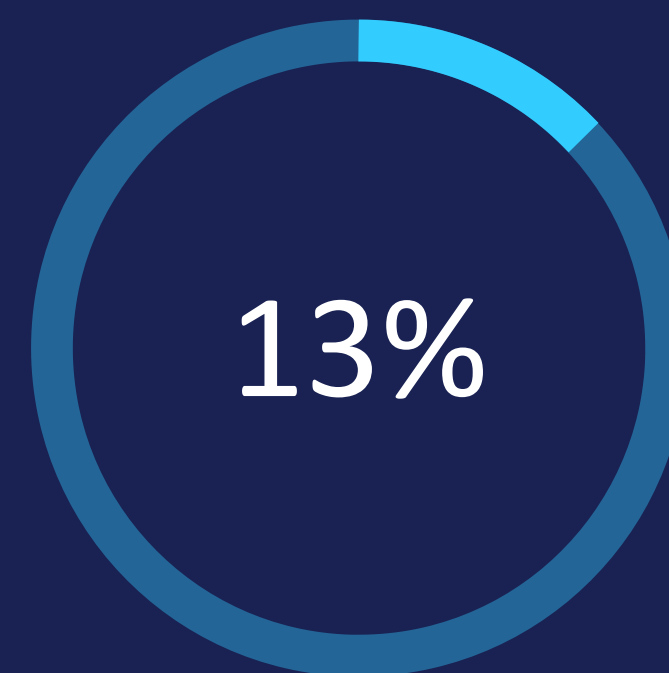
# Sponsors' Preferred Payment Schedules



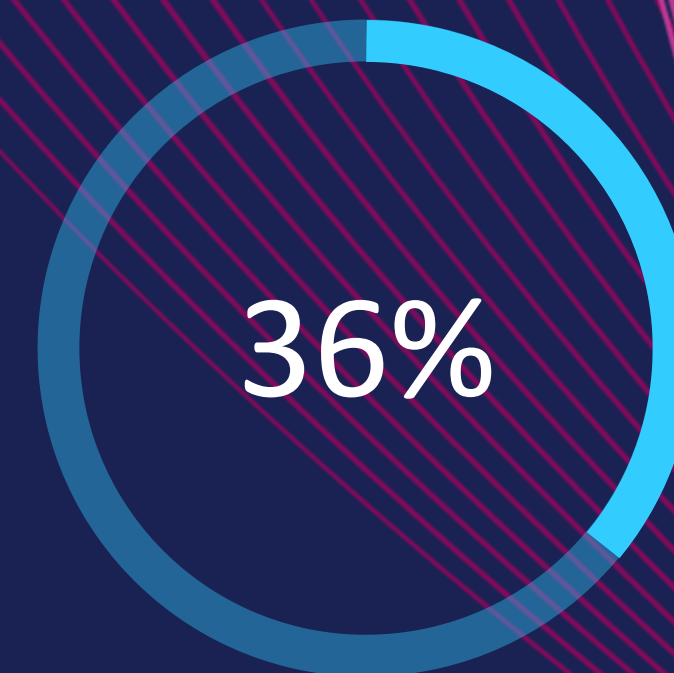
**Quarterly**



**Monthly**



**By Milestone**



**Other**

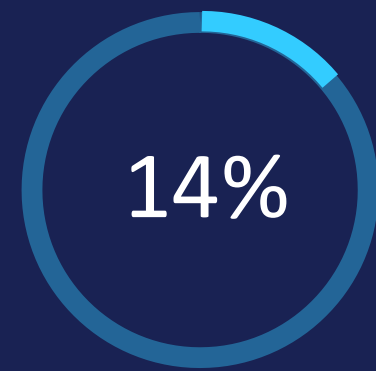
(Twice Per Year)

# Most Frequently Negotiated Payment Schedules in Schedules in Final Contracts



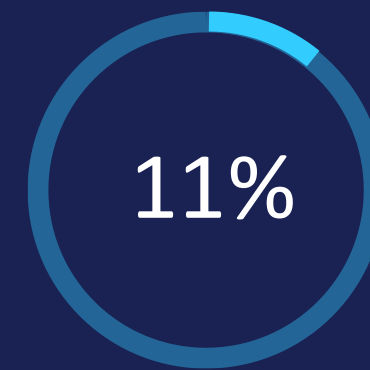
**Quarterly**

31% globally



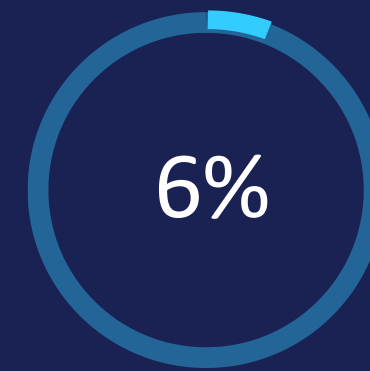
**Monthly**

38% globally



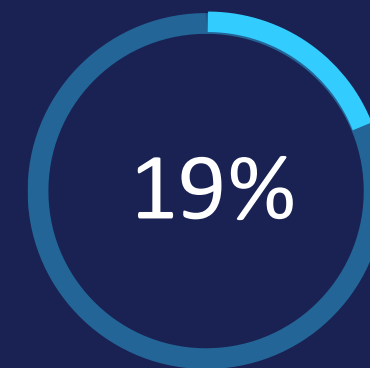
**By Milestone**

10% globally



**Every Other Month**

13% globally



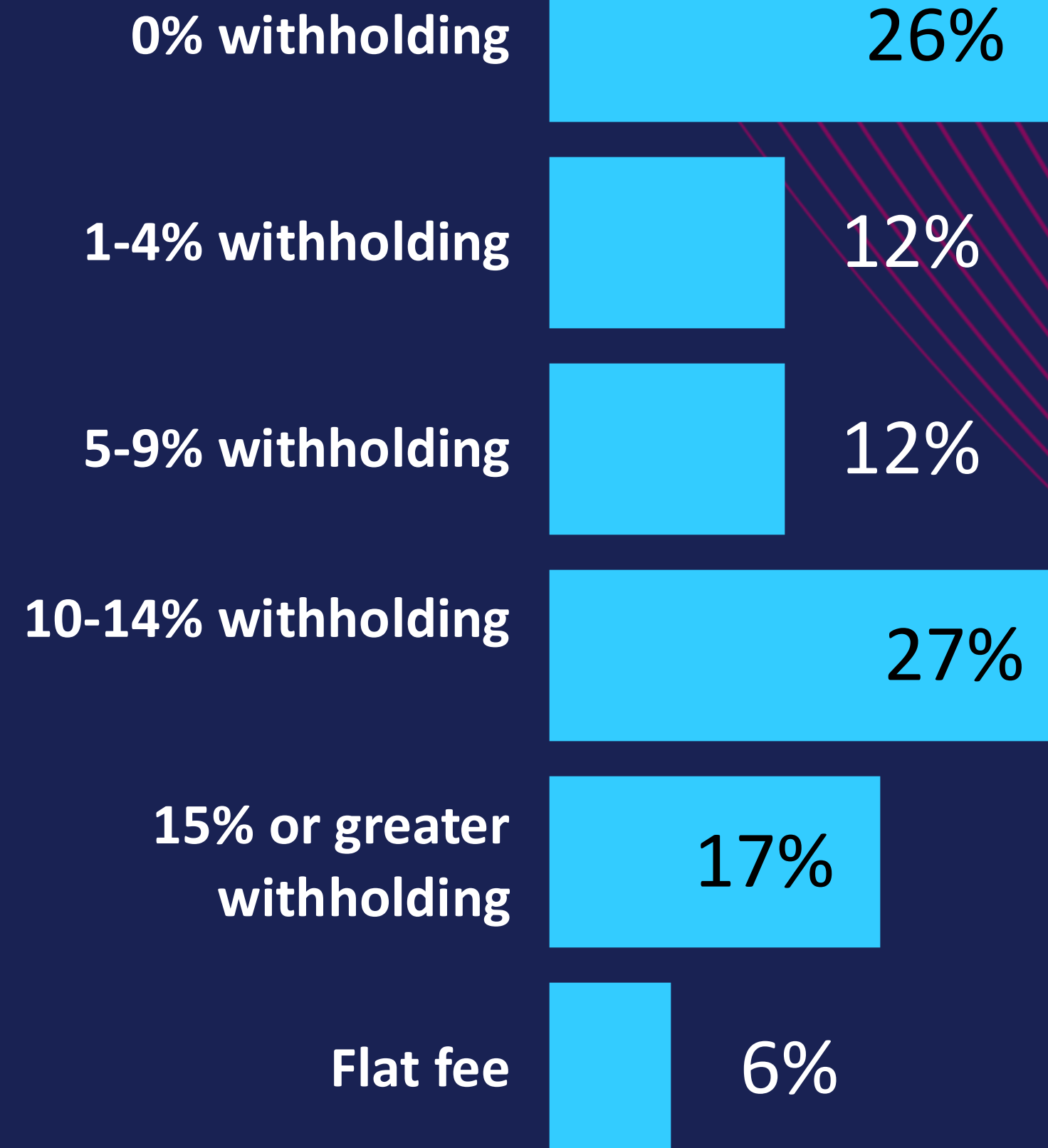
**Other**

8% globally

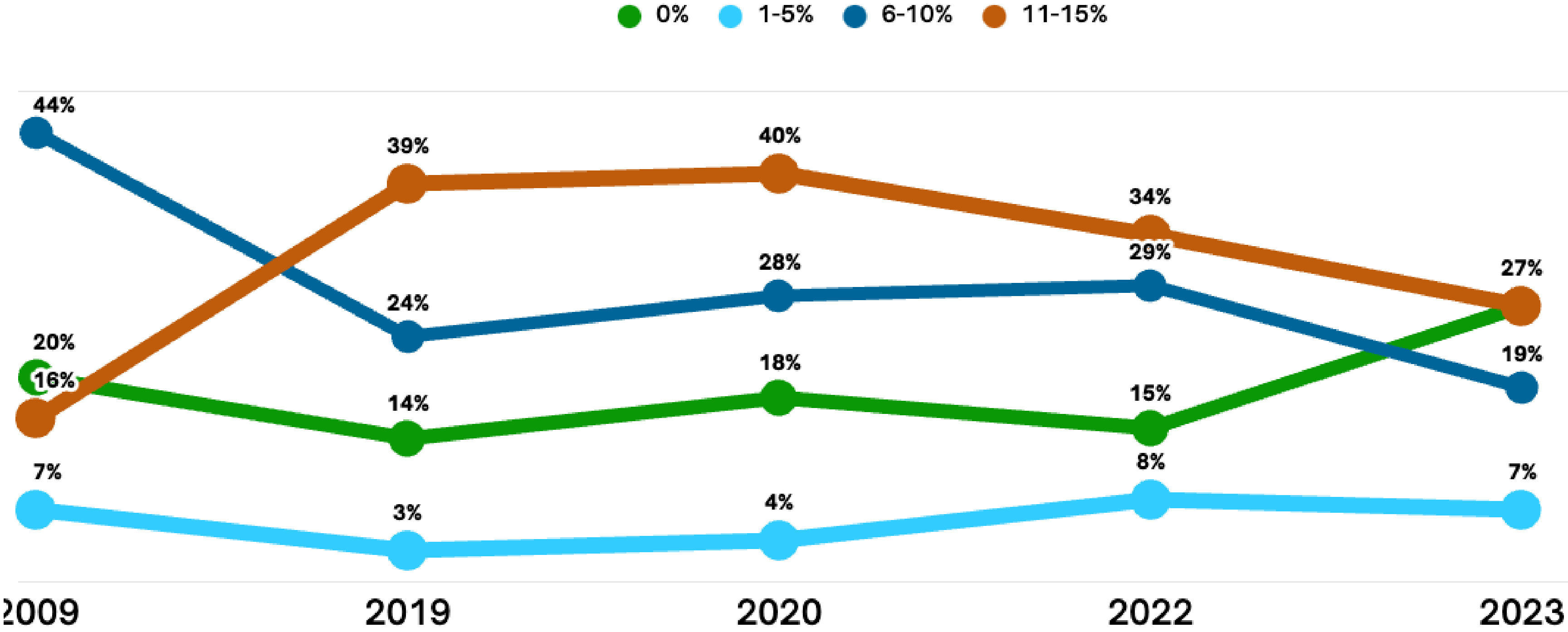


# Most Frequent Withholding Percentage Negotiated

**Partner for Progress**  
INNOVATE FOR IMPACT



# Global Withholding Percentage Trends

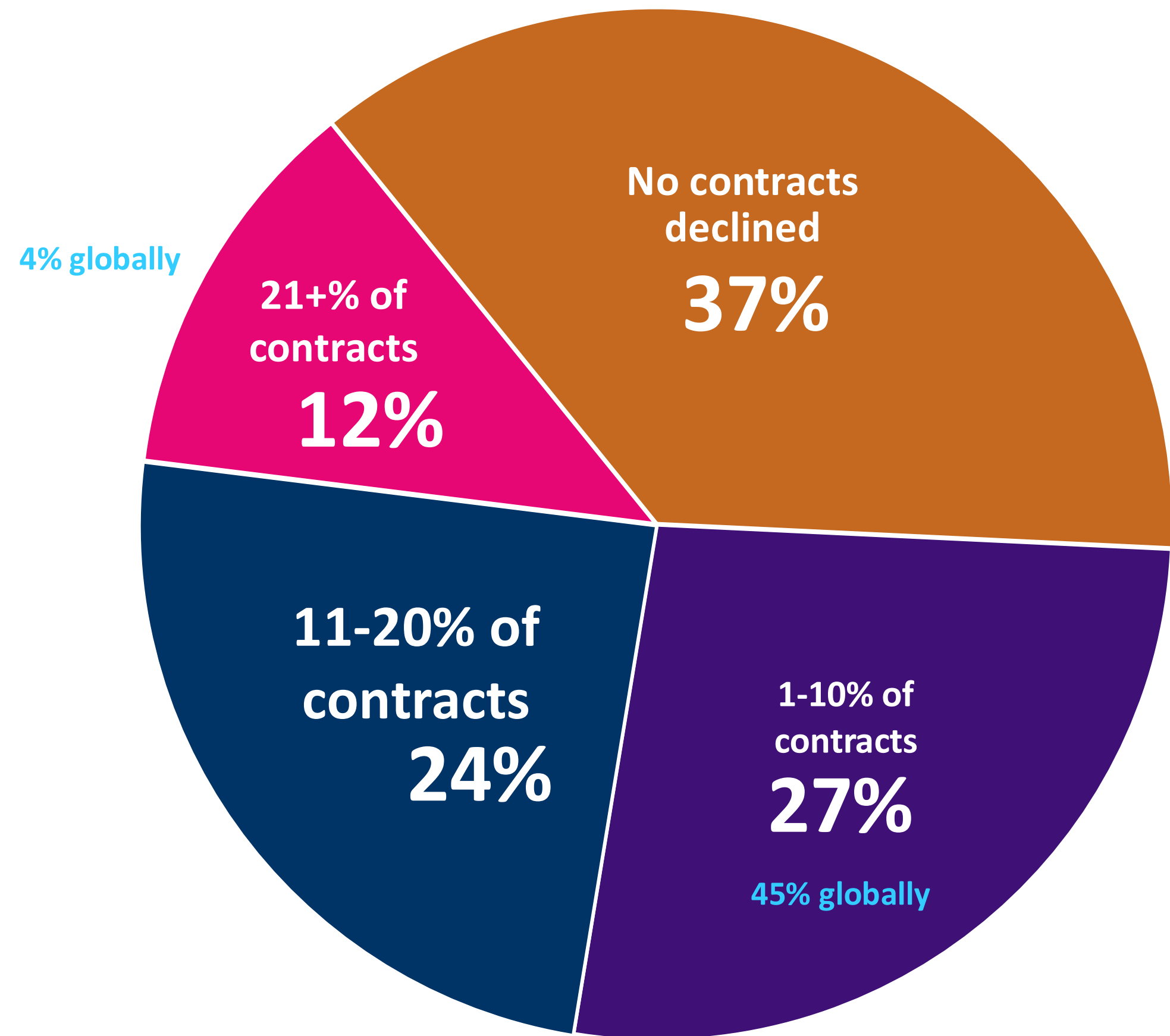




# Study Cost Coverage

Consistently Paid: Paid:	Startup	Unexpected Cost Fund	
		Third Party Transportation	
Inconsistently Paid:	Recruitment Activity	Safety Report / SAE Review	
		Training	
Rarely Paid:	Cancelled Protocol	Translation / Interpretation	Protocol Amendment Review Review / Set Up

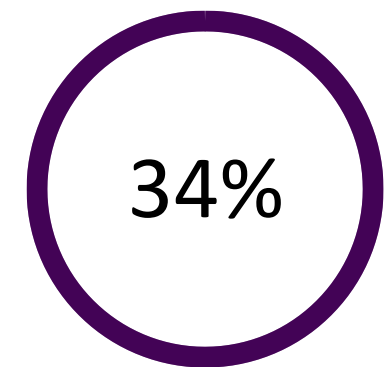
# Contracts Sites Declined Due to Unacceptable Budget Budget



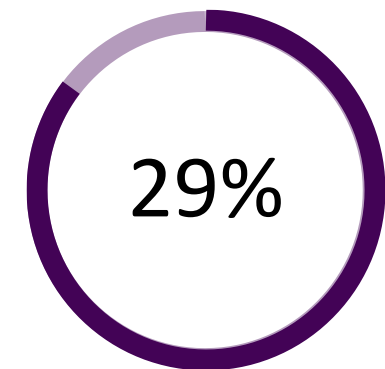


# Top Underfunded Underfunded Areas Areas in Trial Budgets

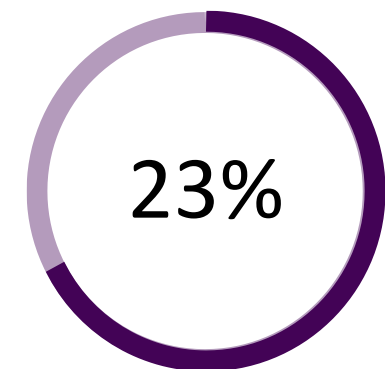
Select top three, answered by sites



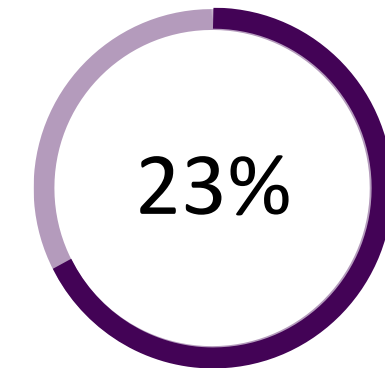
**Startup Costs**



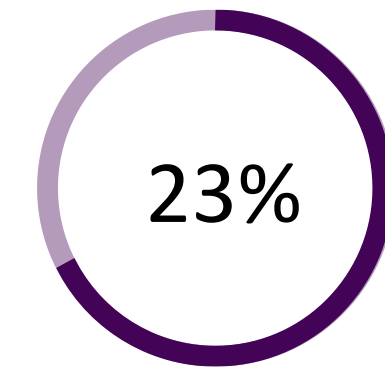
**Prescreening**



**Long-term  
Document Storage**

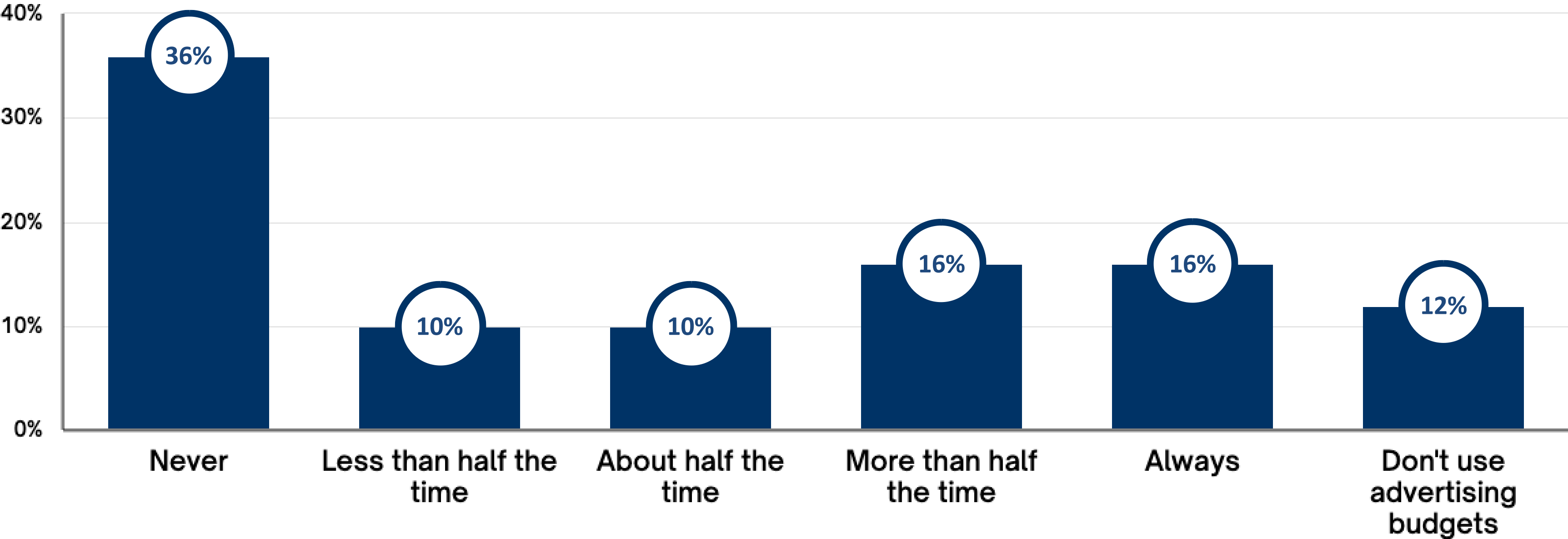


**Screen Failures**



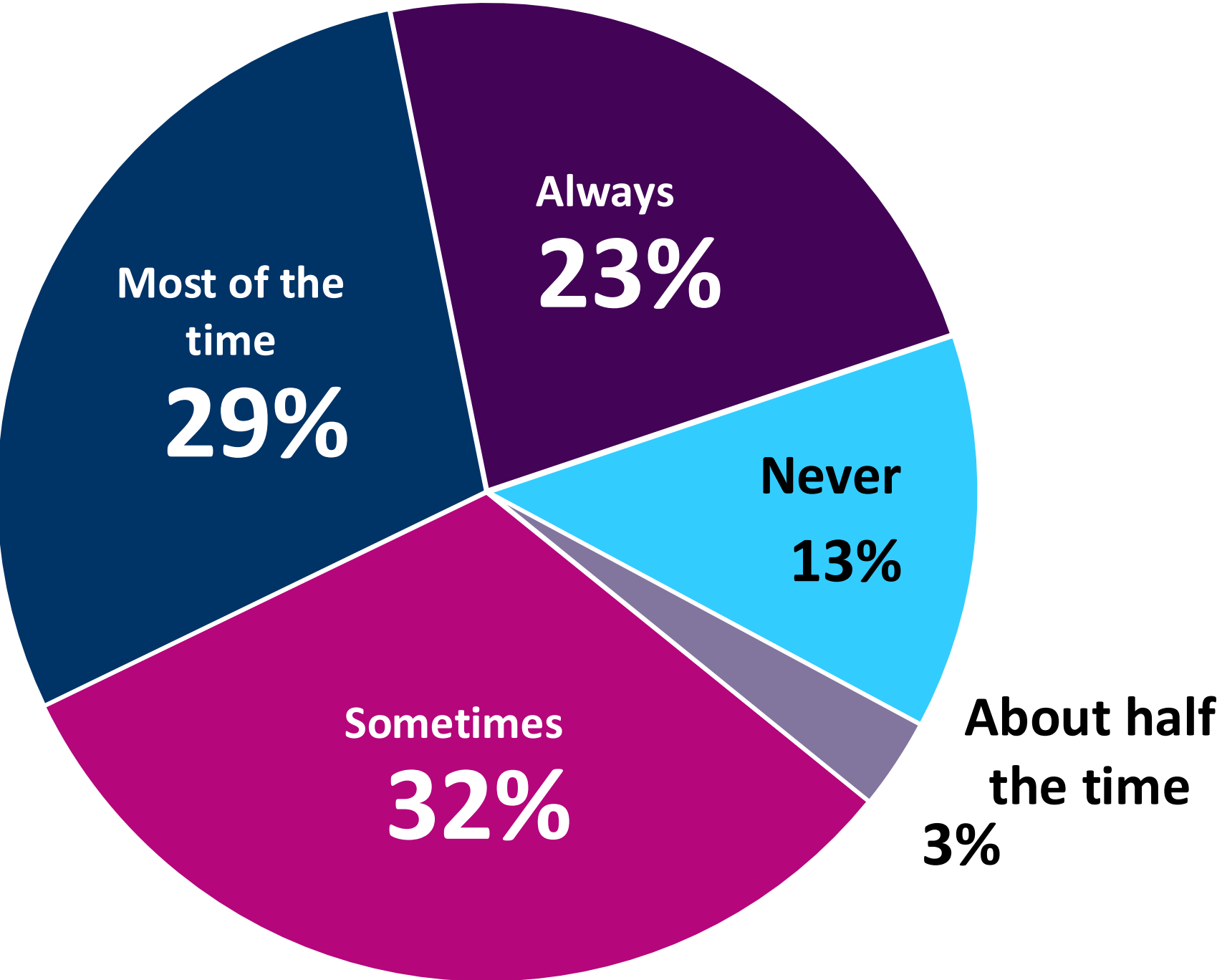
**SAE Reporting**

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

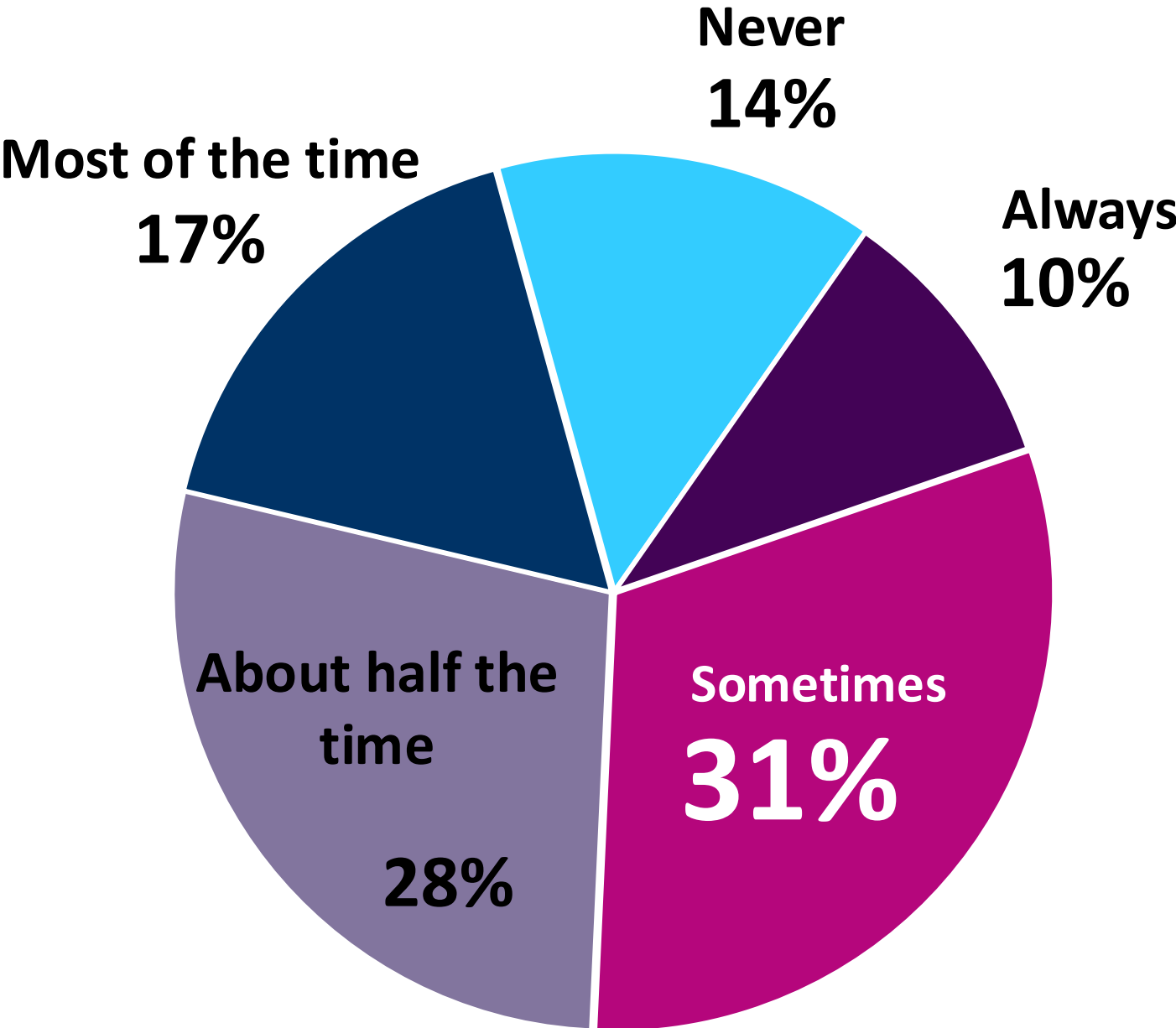




**How Often Does Your Site Negotiate for Better Screen Fail Terms?**



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



# Budgets & Contracts Recap

1

**65% of European sites prefer quarterly payments, and 50% of negotiated payment schedules are quarterly**

2

**Most European sponsors prefer to pay by milestone or bi-annually**

3

**32% of European sites regularly pay for recruitment out of their own funds**

4

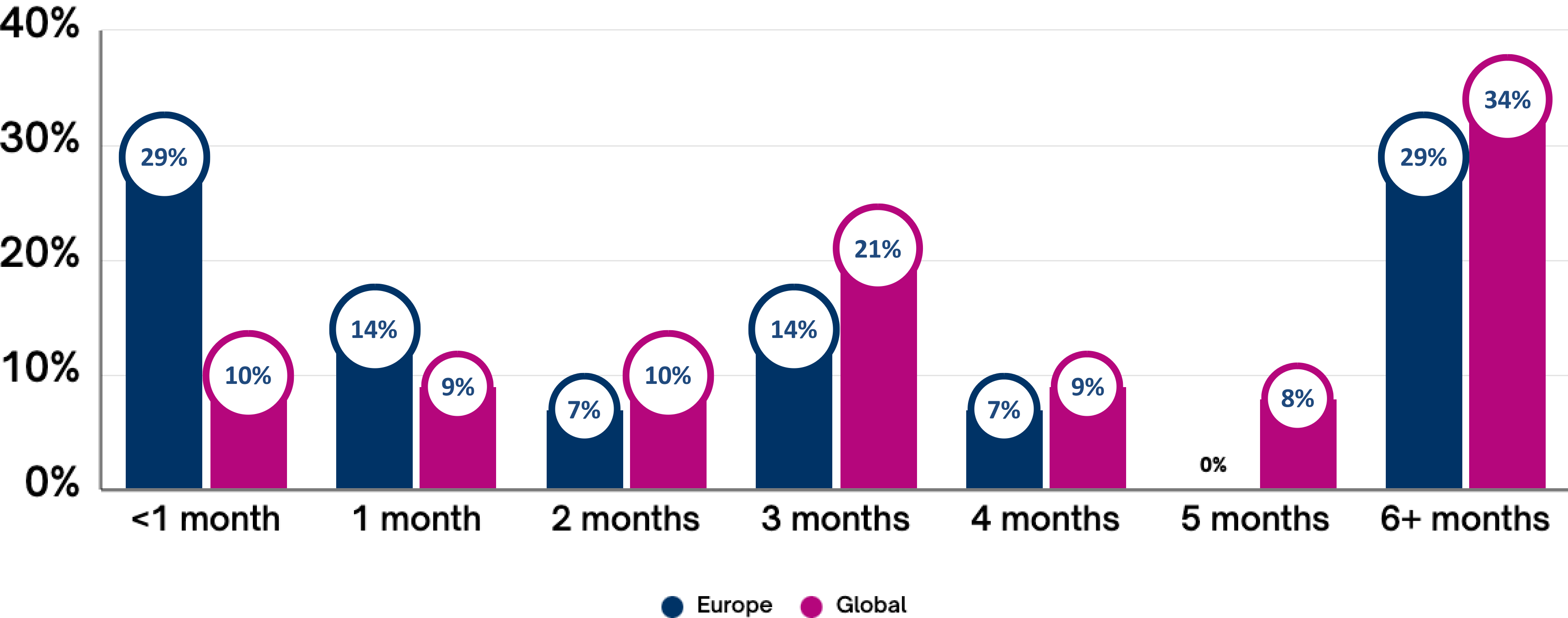
**27% of European sites say screen failure terms never or rarely cover the actual number of number of screen fails**



Section 2

# Site Finances

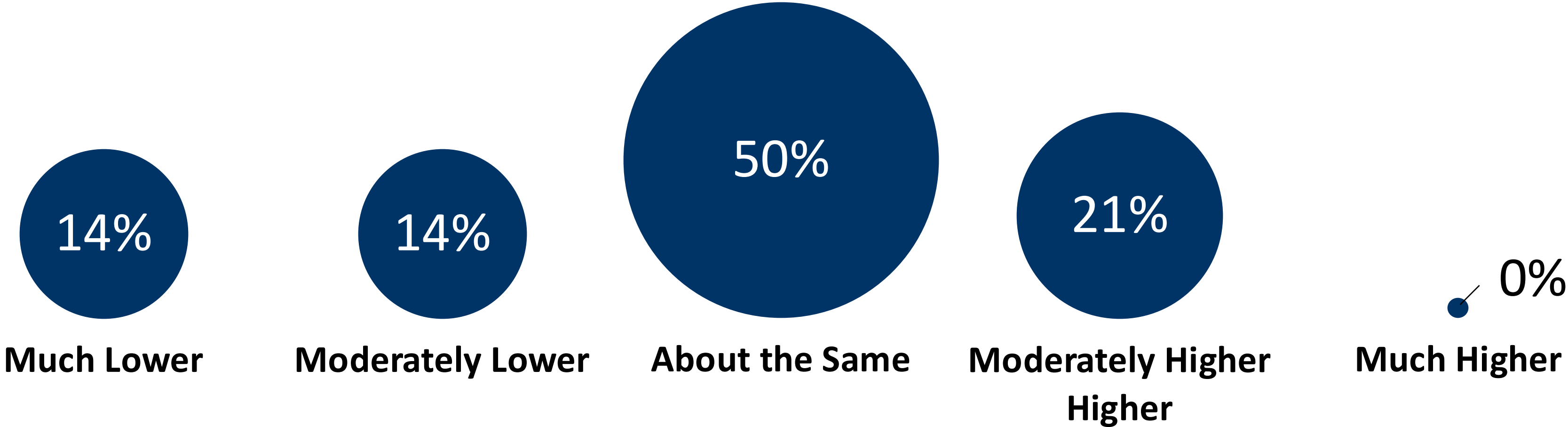
# Site Operating Capital



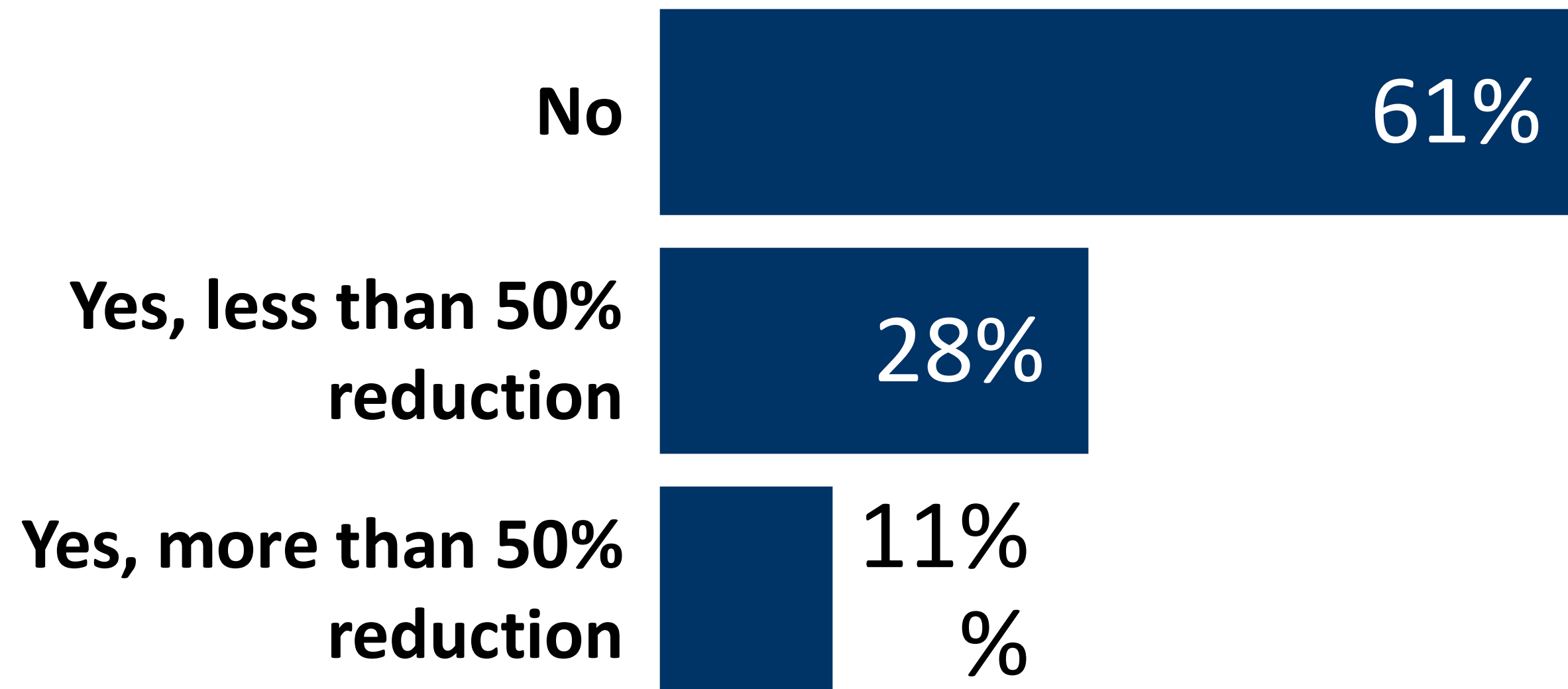


# Change in Sites' Operating Capital Year Capital Year Over Year

European Sites



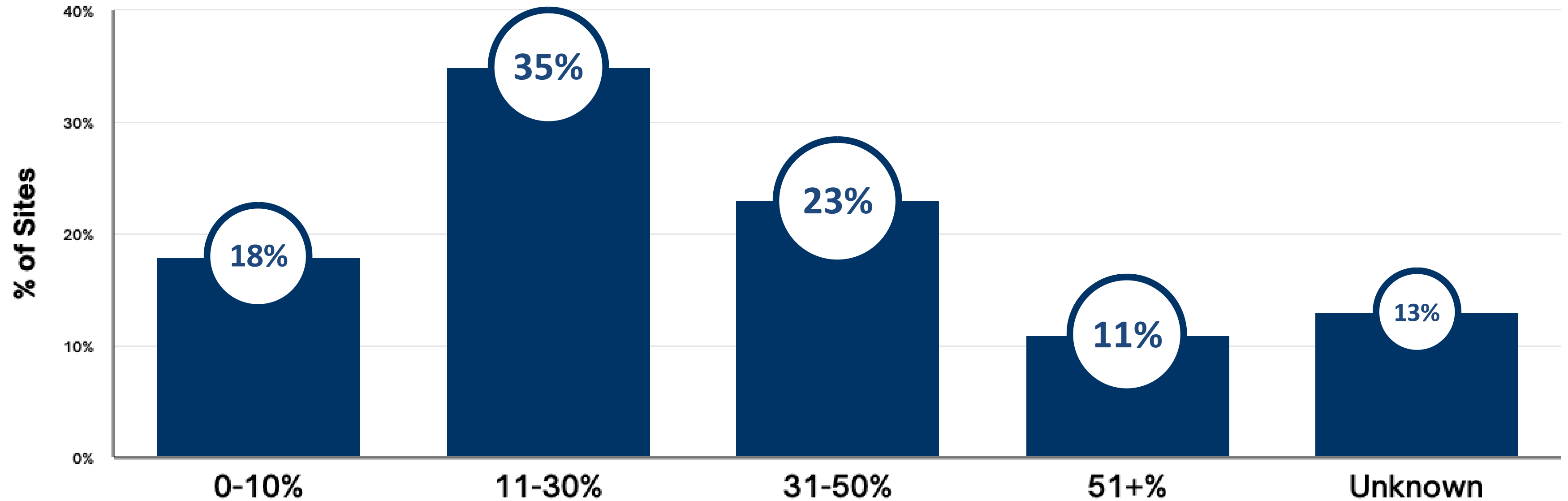
# Are Sites Seeing Fewer Study Opportunities or Feasibilities This Year?





# % of Sites' Accounts Receivable More Than 90 Days Old

Global Sites



# Site Finances Recap

1

**64% of European sites have three months or less of operating capital in the bank**

2

**28% of European sites reported lower operating capital year over year**

3

**11% of European sites have more than half of their accounts receivables more than 90 days past due**

4

**Most European sites have the same amount of study opportunities as previous years**



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European Sites Solutions Summit<sup>SM</sup>