

Latin American Site Landscape: Benchmark Your Site

Speakers



Guillermo Ortiz
Fundación Estudios Clínicos



Michael Pierre
SCRS

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.

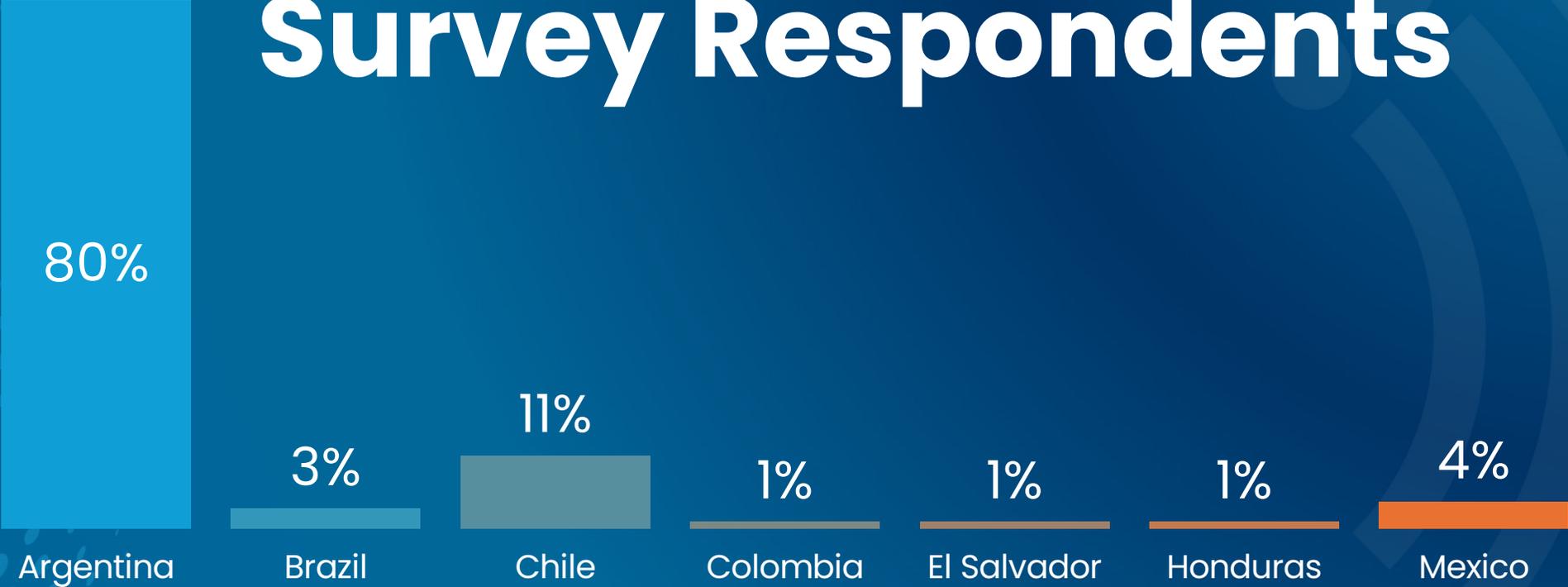
Michael Pierre, SCRS

Guillermo Ortiz, Fundación Estudios Clínicos

Additional notice disclosure! I know that OUS countries use commas instead of decimal points in your percentages.

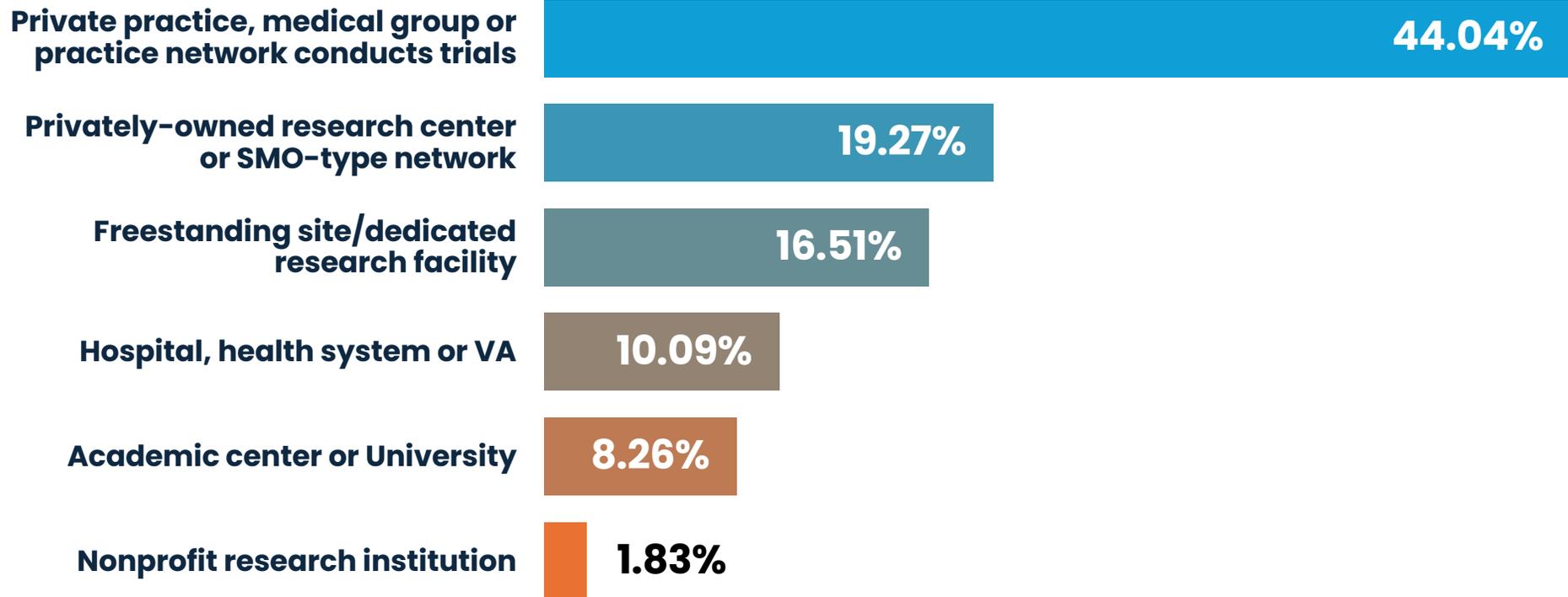


Survey Respondents

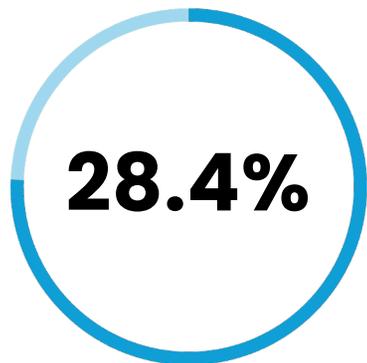


PARTNERING FOR SUCCESS

Site Type

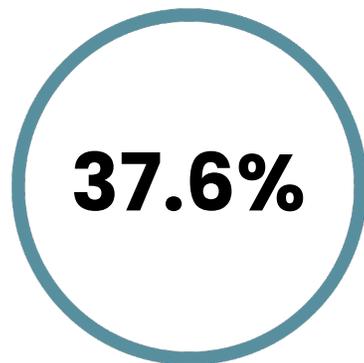


Site Network Affiliation



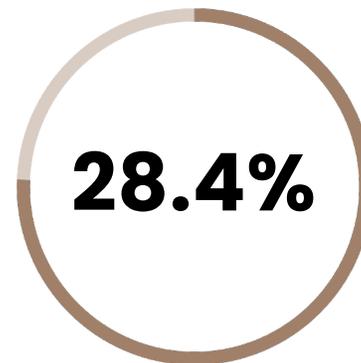
28.4%

Yes



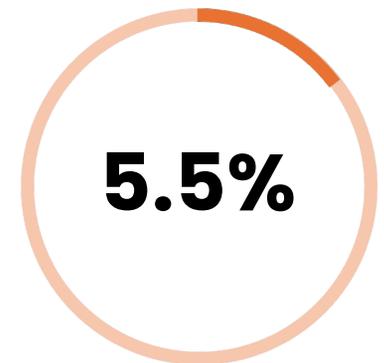
37.6%

No, but we are considering joining a site network



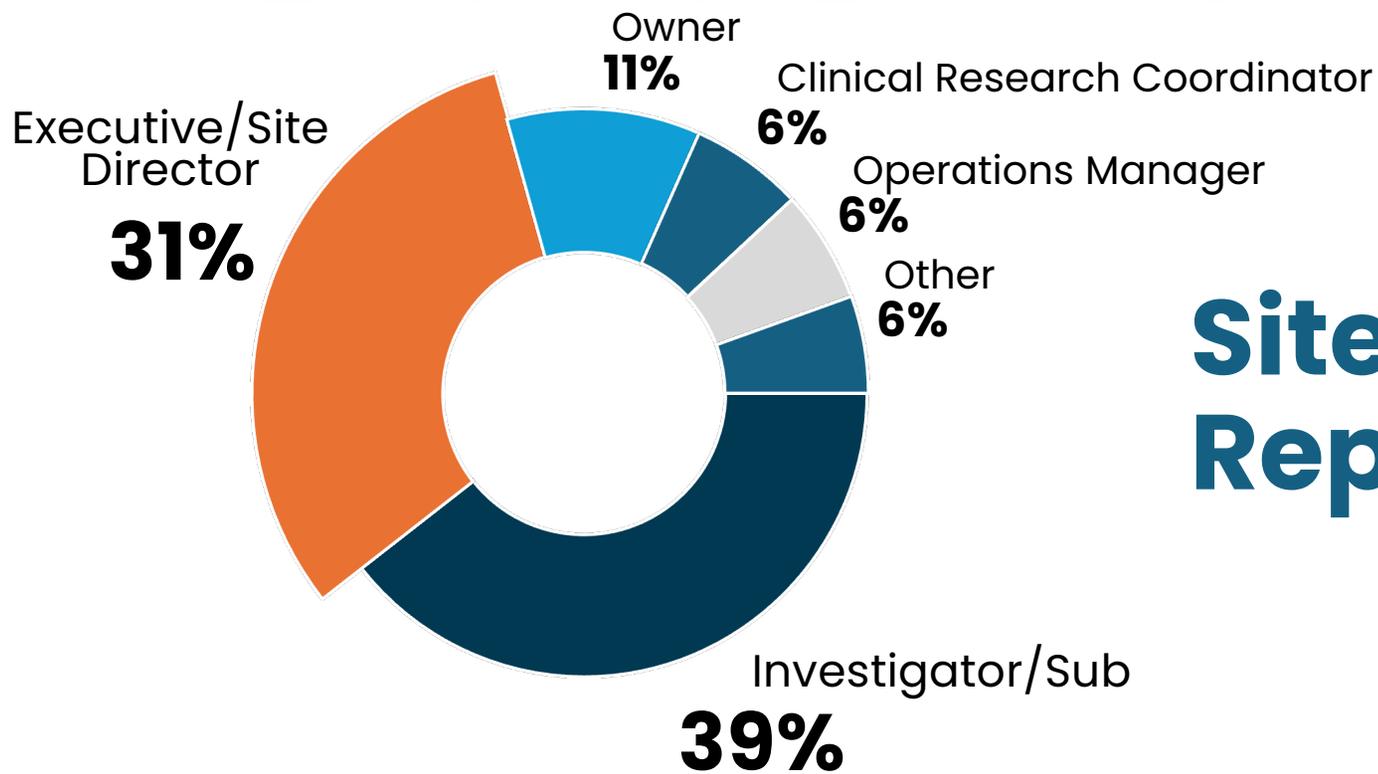
28.4%

No, and have no plans to join a site network



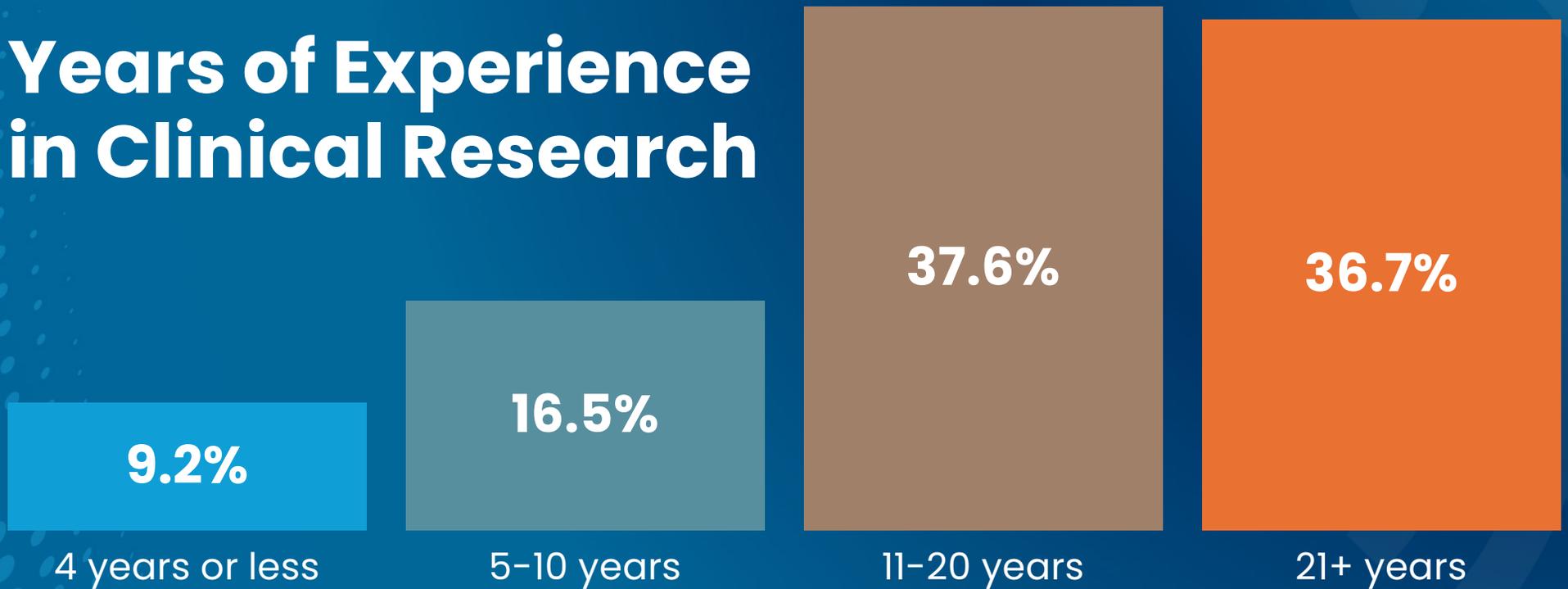
5.5%

Unsure



Site Roles Represented

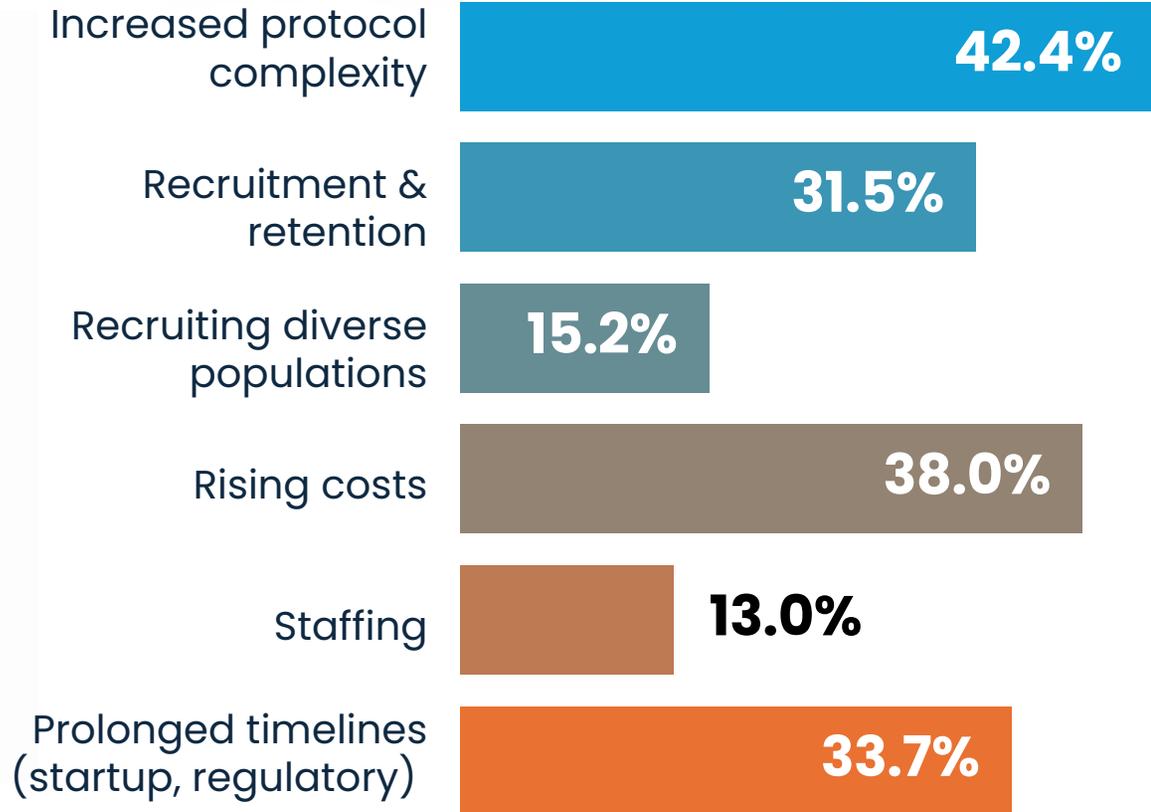
Years of Experience in Clinical Research



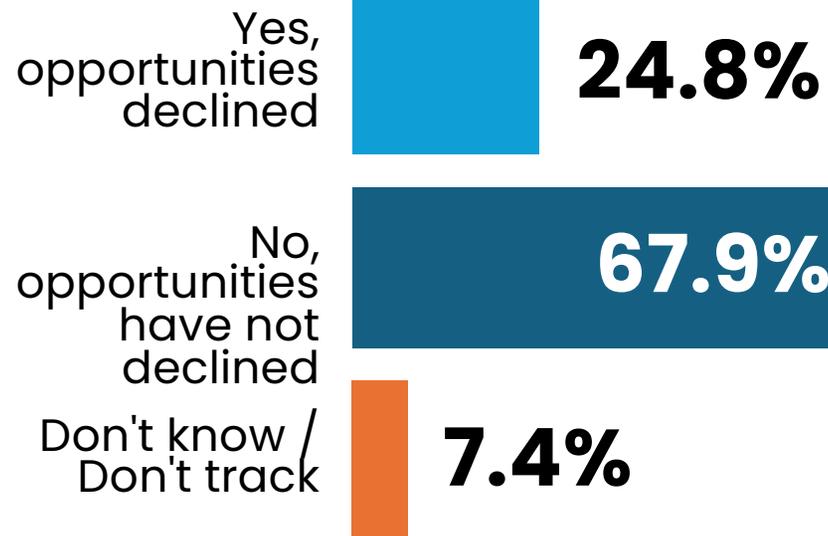
PARTNERING FOR SUCCESS

What Sites Consider the Most Pressing Industry Issues to Address in 2025

Select up to 3

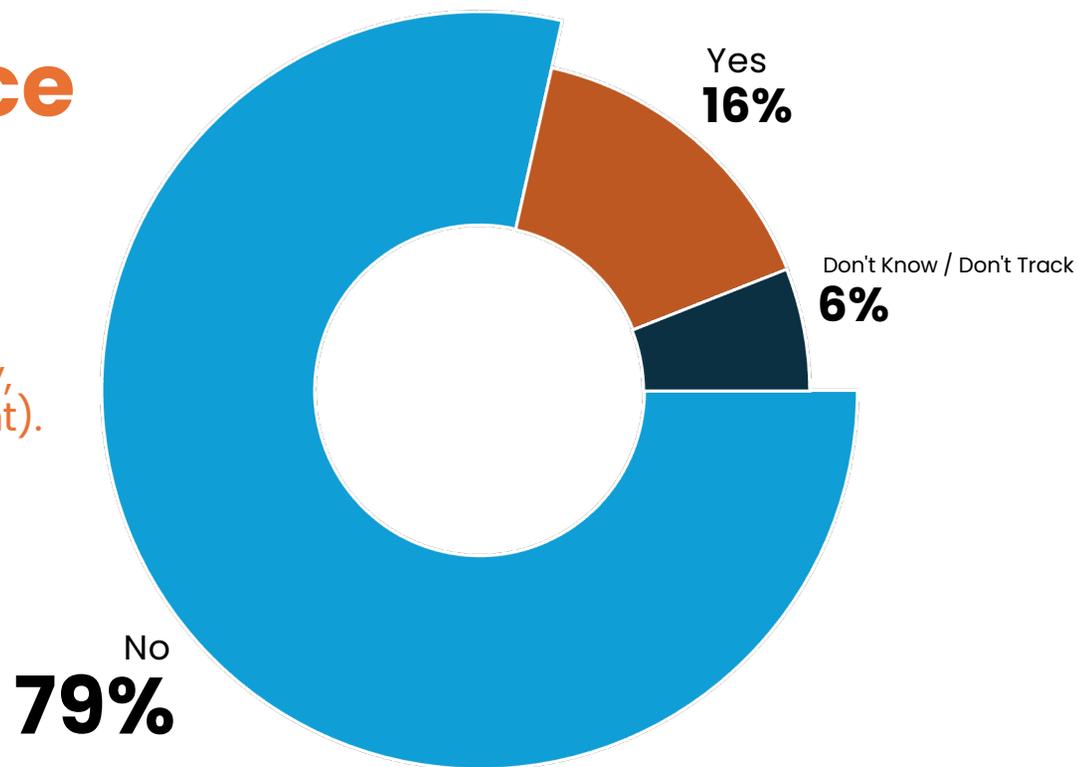


Year-Over-Year Declines in Study Opportunities



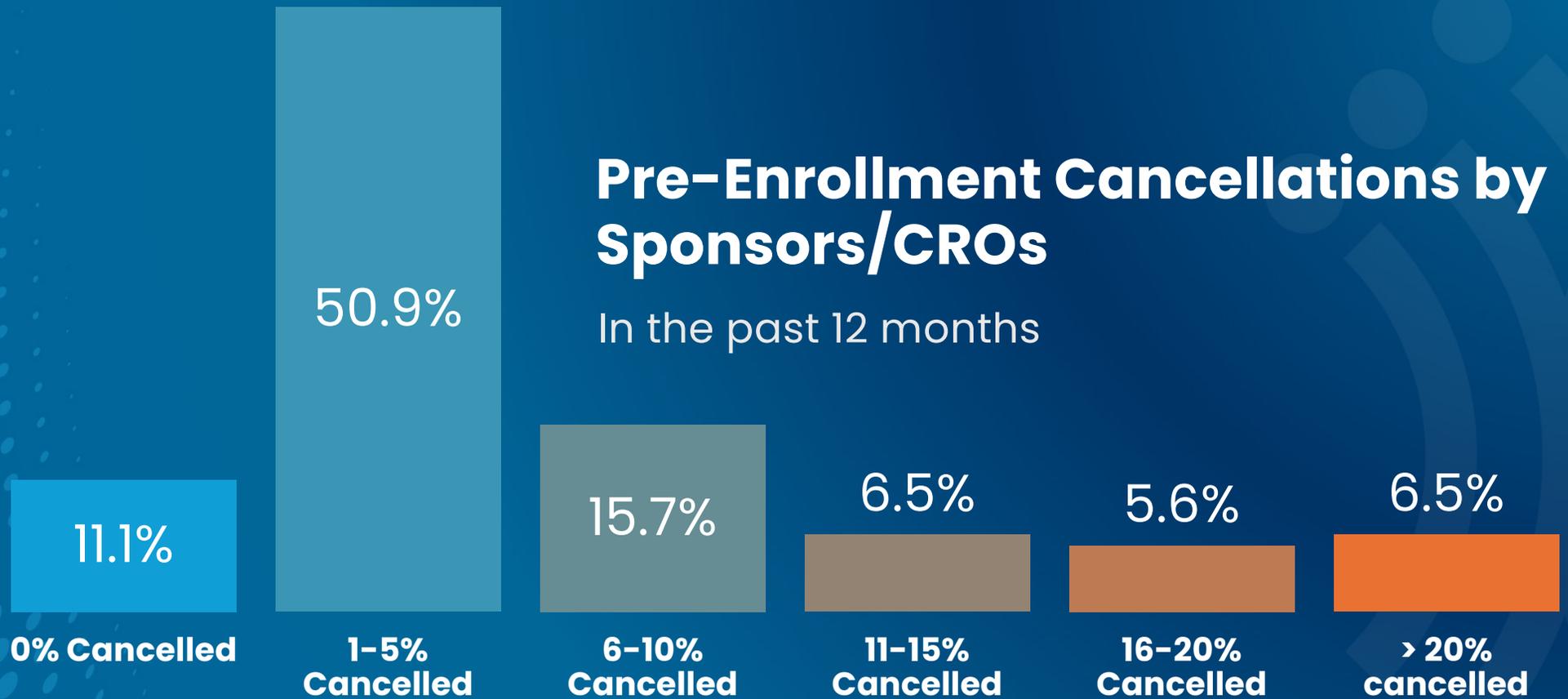
Did Sites Experience an Increase in Declined Trials?

Includes any declined during pre-feasibility, feasibility, or after award (before enrollment).



Pre-Enrollment Cancellations by Sponsors/CROs

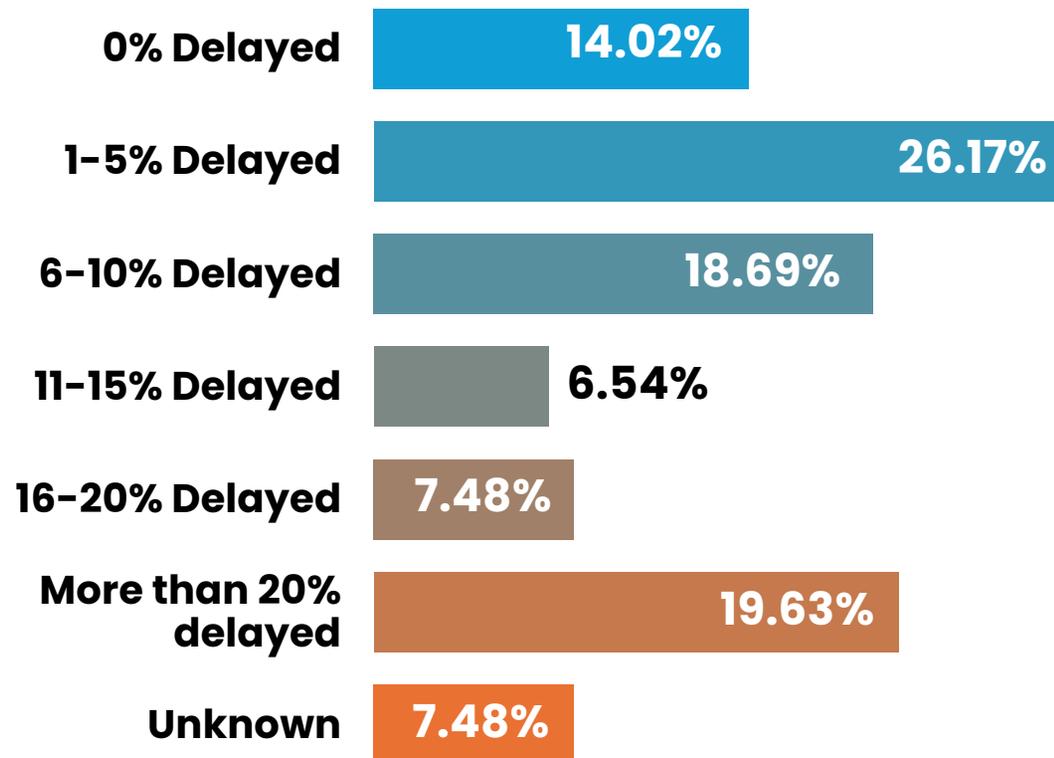
In the past 12 months



PARTNERING FOR SUCCESS

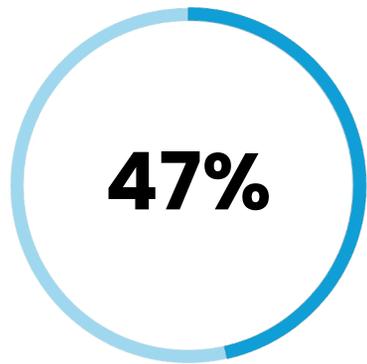
Pre-Enrollment Delays by Sponsors/CROs

By 30 or more days in the past 12 months

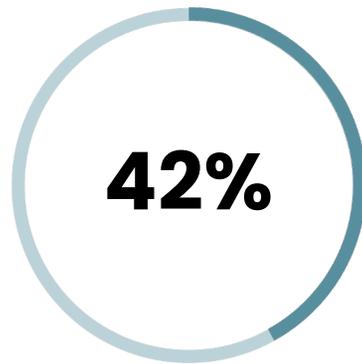


Top Reasons for Study Delays

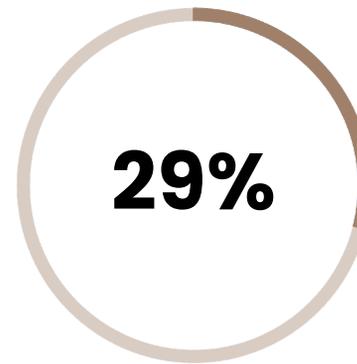
Select all that apply



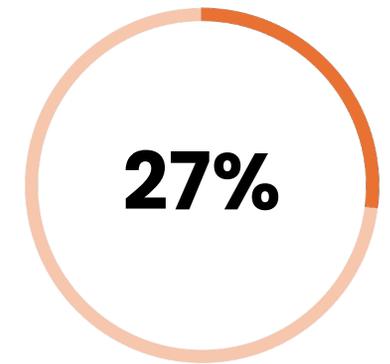
Sponsor driven-
pause



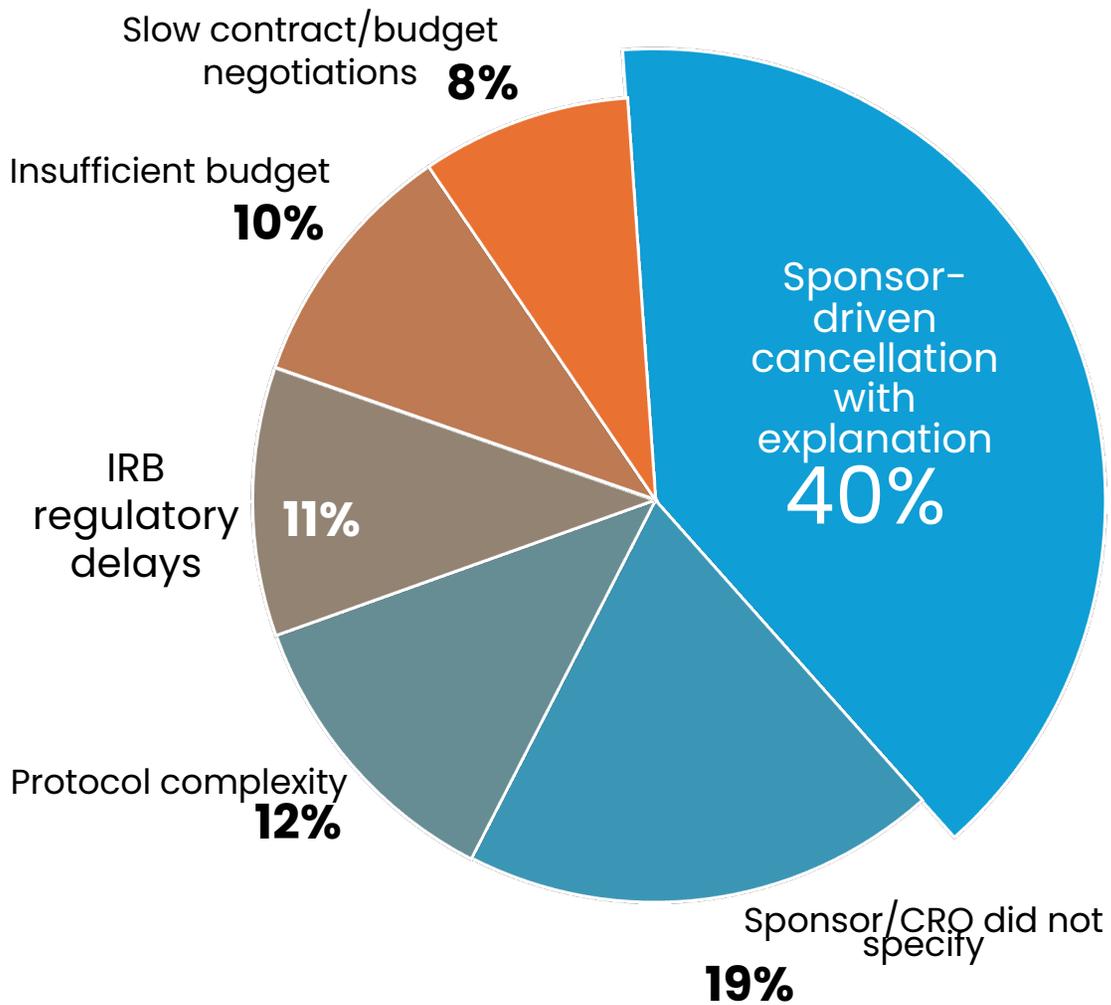
IRB regulatory
delays



Slow contracts/
budget
negotiations



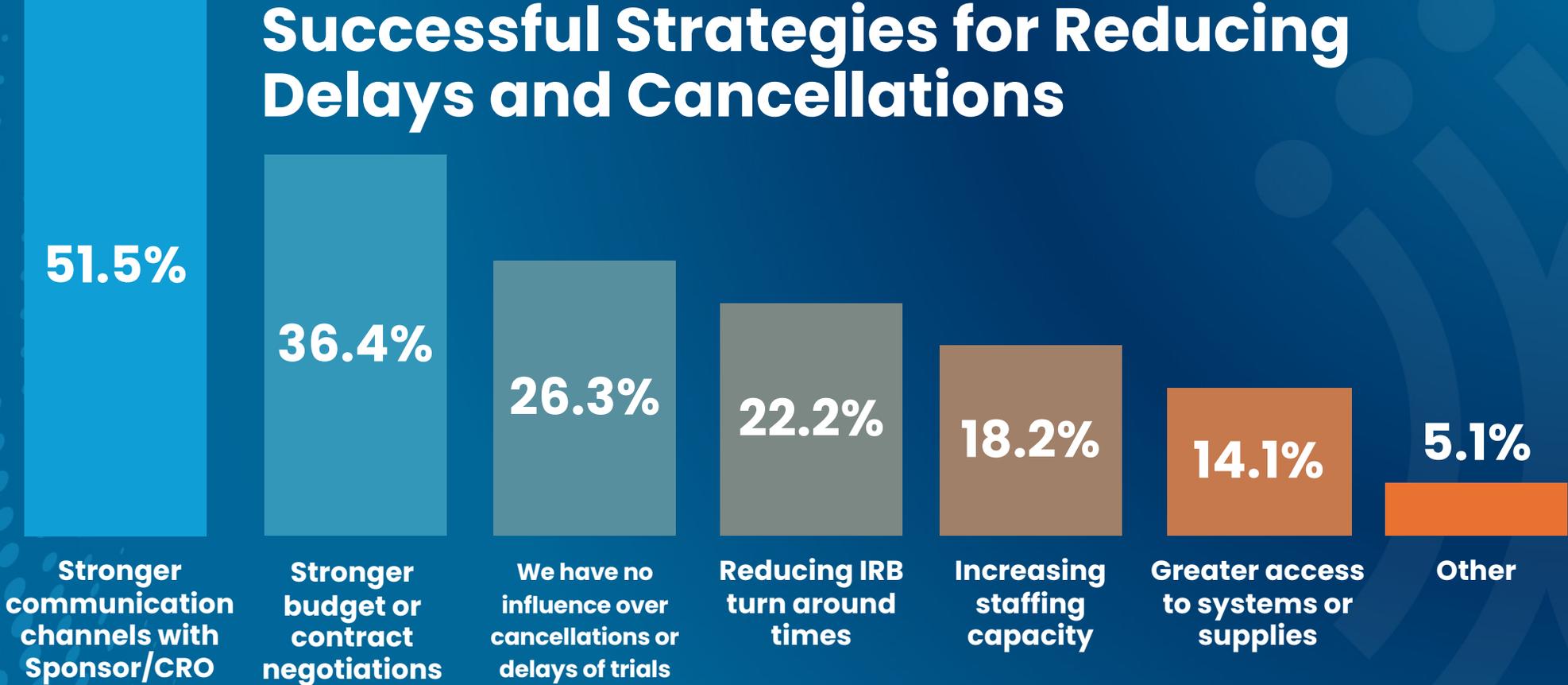
Protocol
amendments



Top Reasons for Study Cancellations

Select up to 3

Successful Strategies for Reducing Delays and Cancellations



PARTNERING FOR SUCCESS

SCRS
AMBASSADOR

P R O G R A M 39

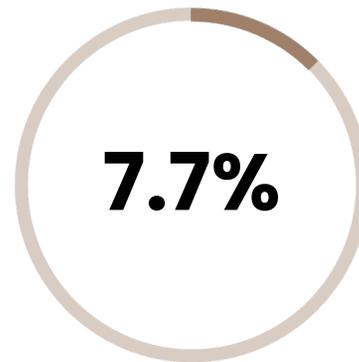
Contract Completion Timelines



< 30 days



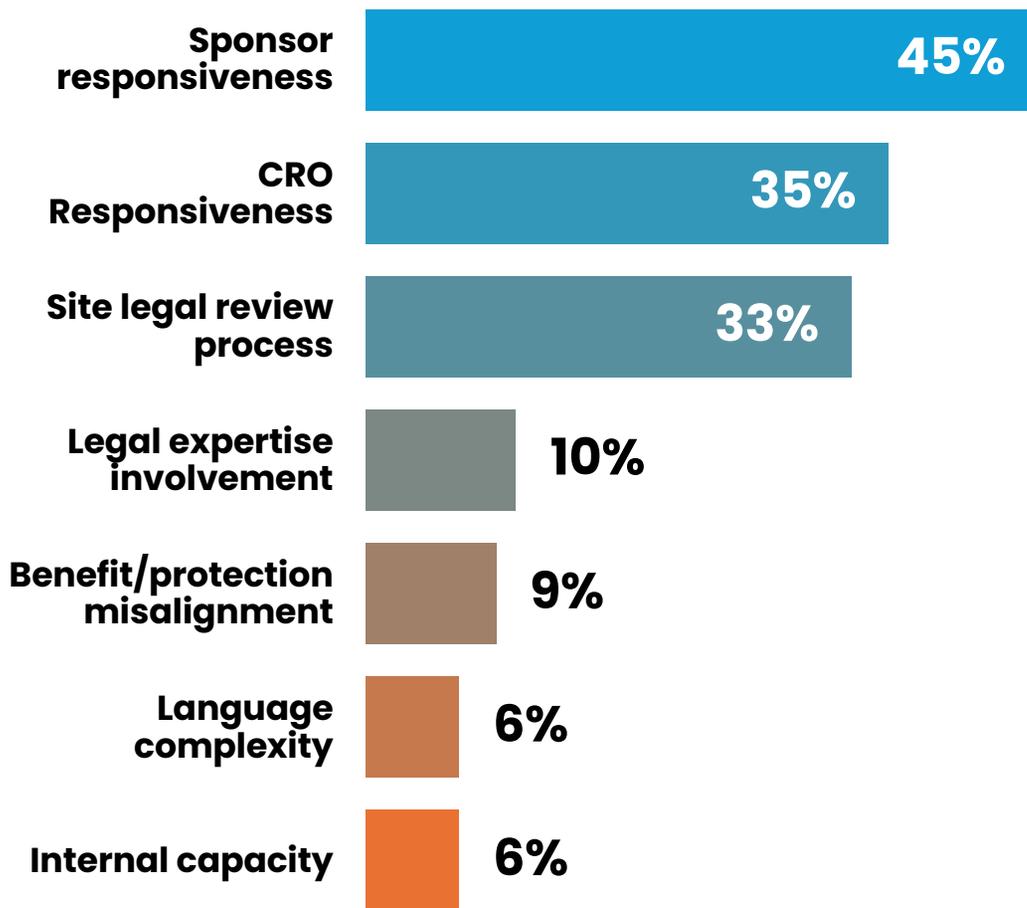
31-60 days



61-90 days



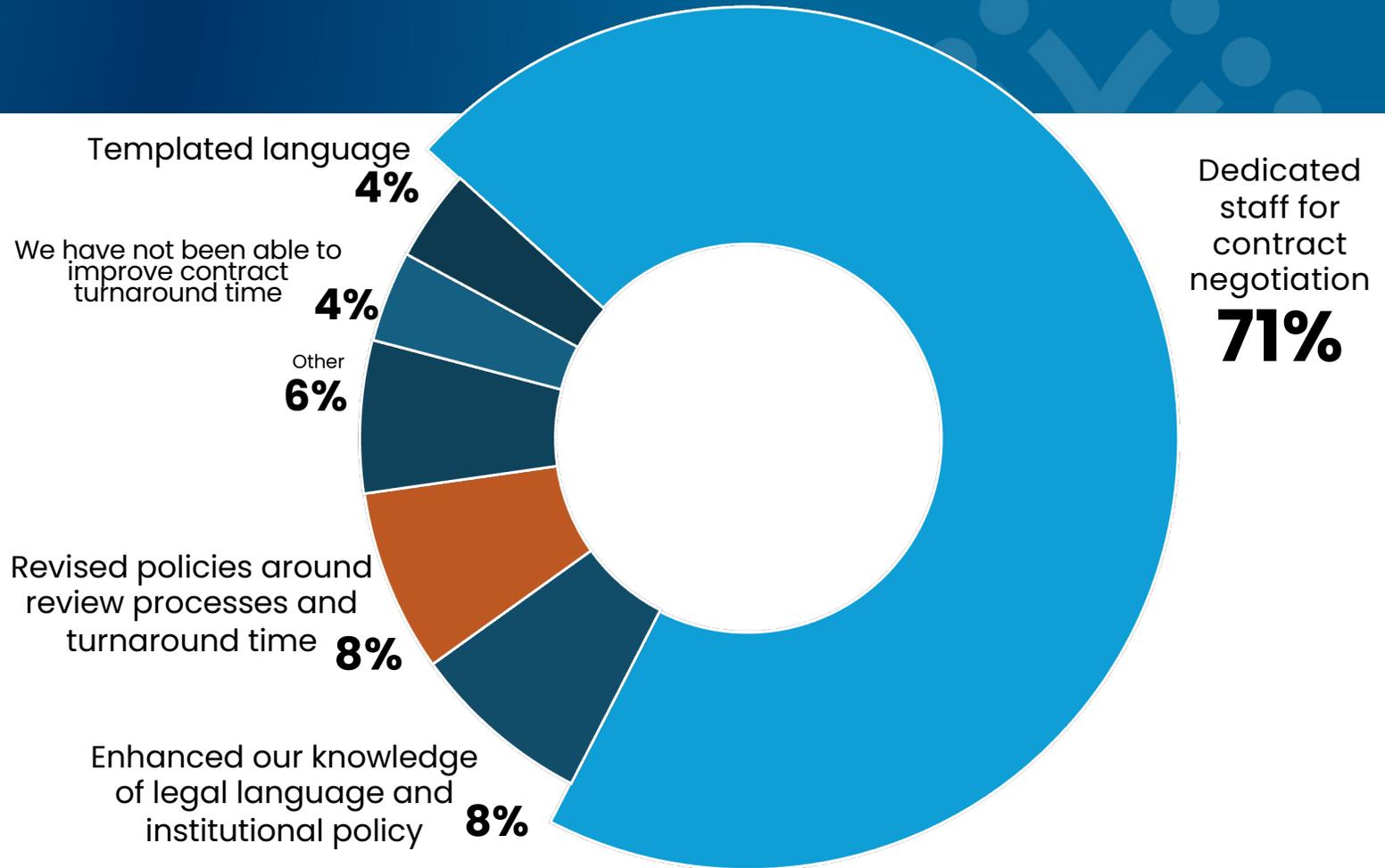
> 90 days



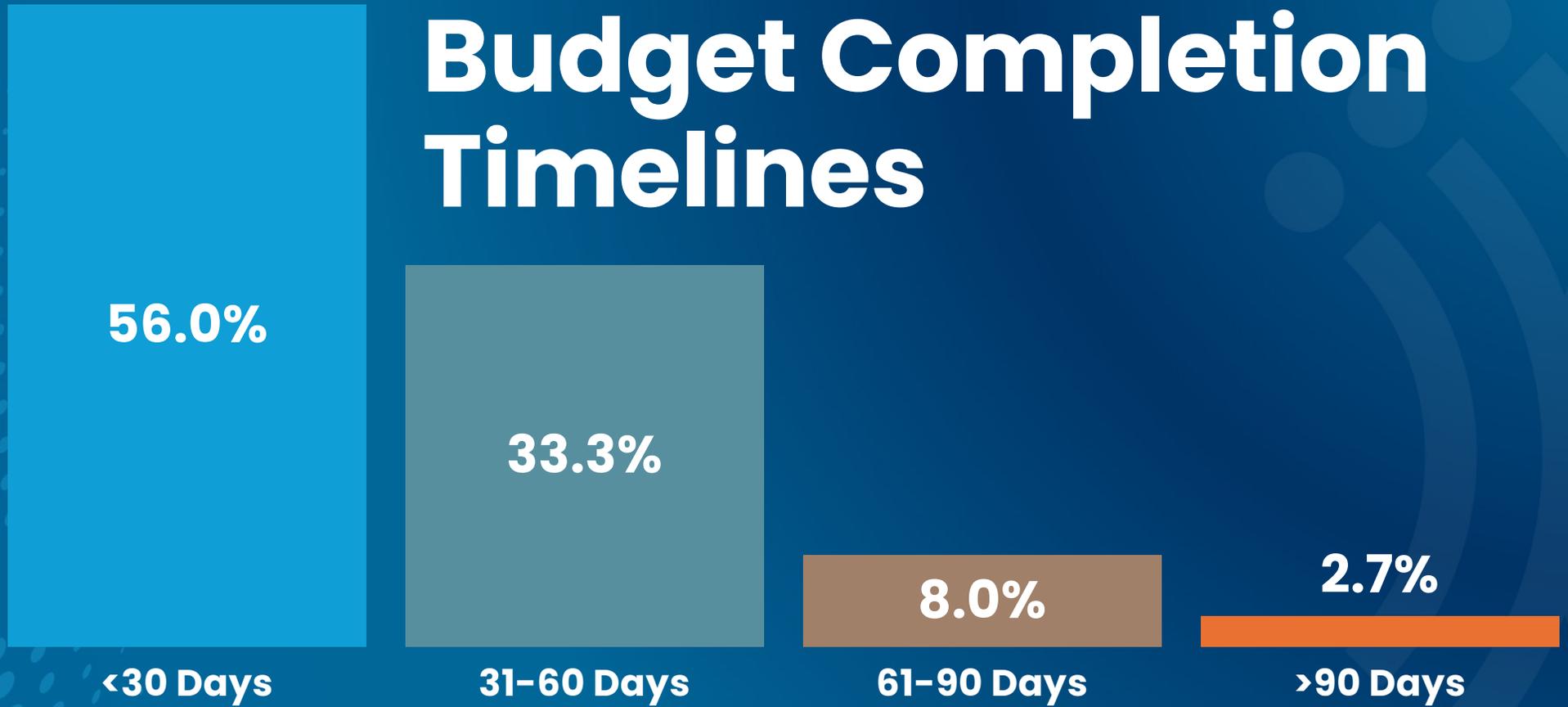
Factors Delaying Contract Finalization

Select up to two

Best Practices for Faster Contract Finalization



Budget Completion Timelines

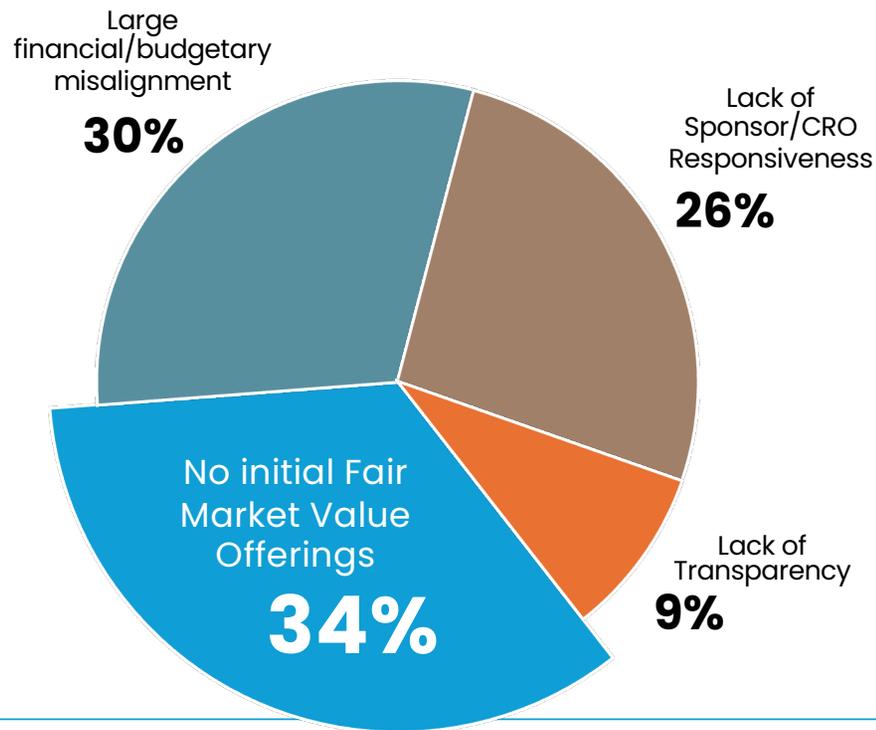


PARTNERING FOR SUCCESS

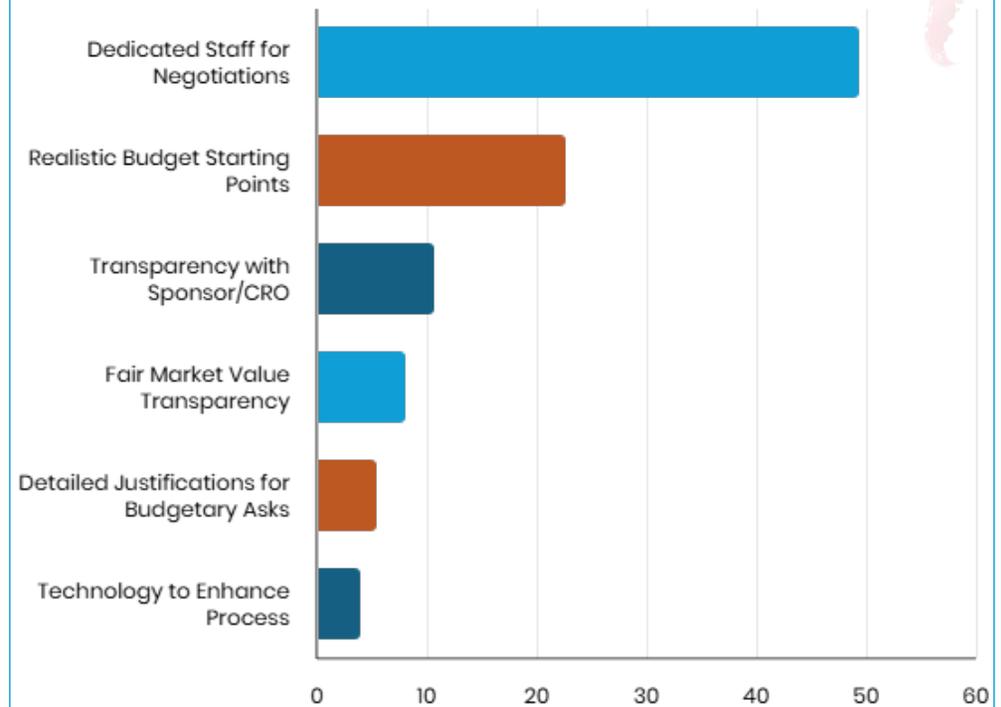
Budget Finalization: Delays and Solutions



Factors Delaying Budget Finalization



Budget Finalization Improvement Strategies



Initial Budgets with 0% Withholding

Usually - More Than
Half the Time

27%

Never

23%

Always

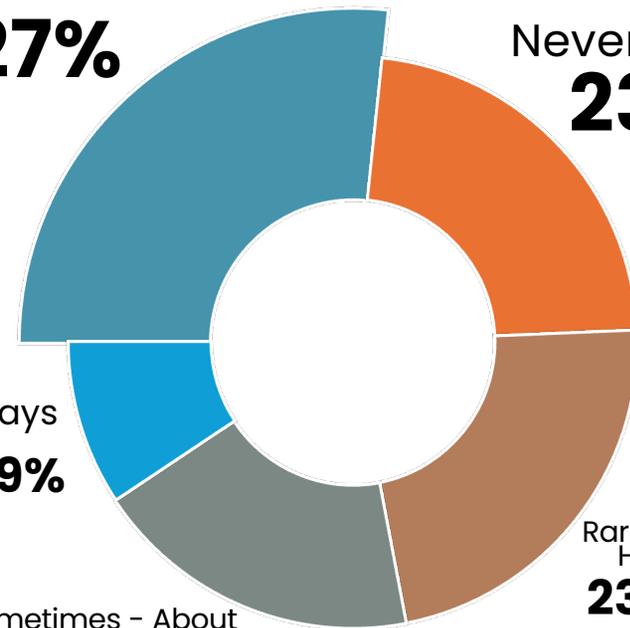
9%

Sometimes - About
Half the Time

19%

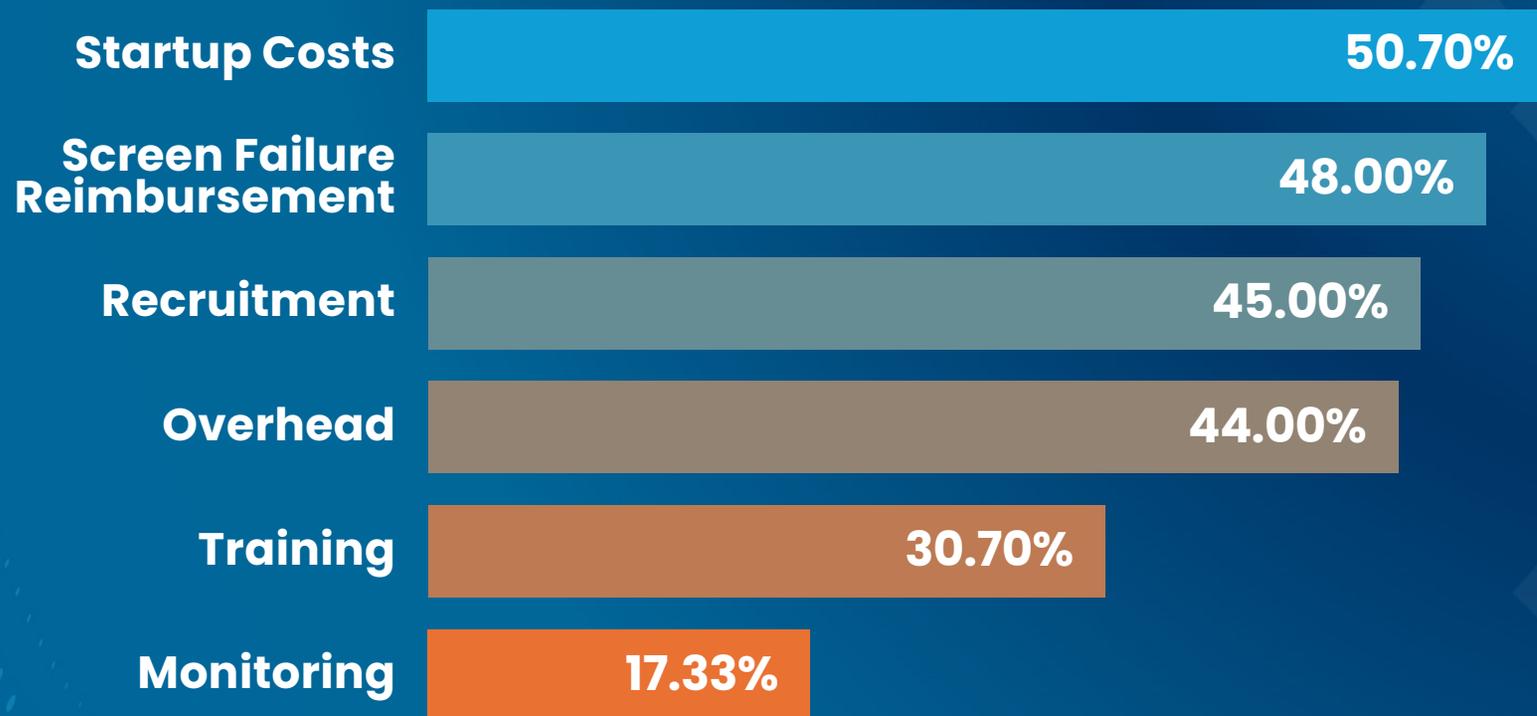
Rarely - Less Than
Half the Time

23%



Most Underfunded Budget Categories

Select up to 3

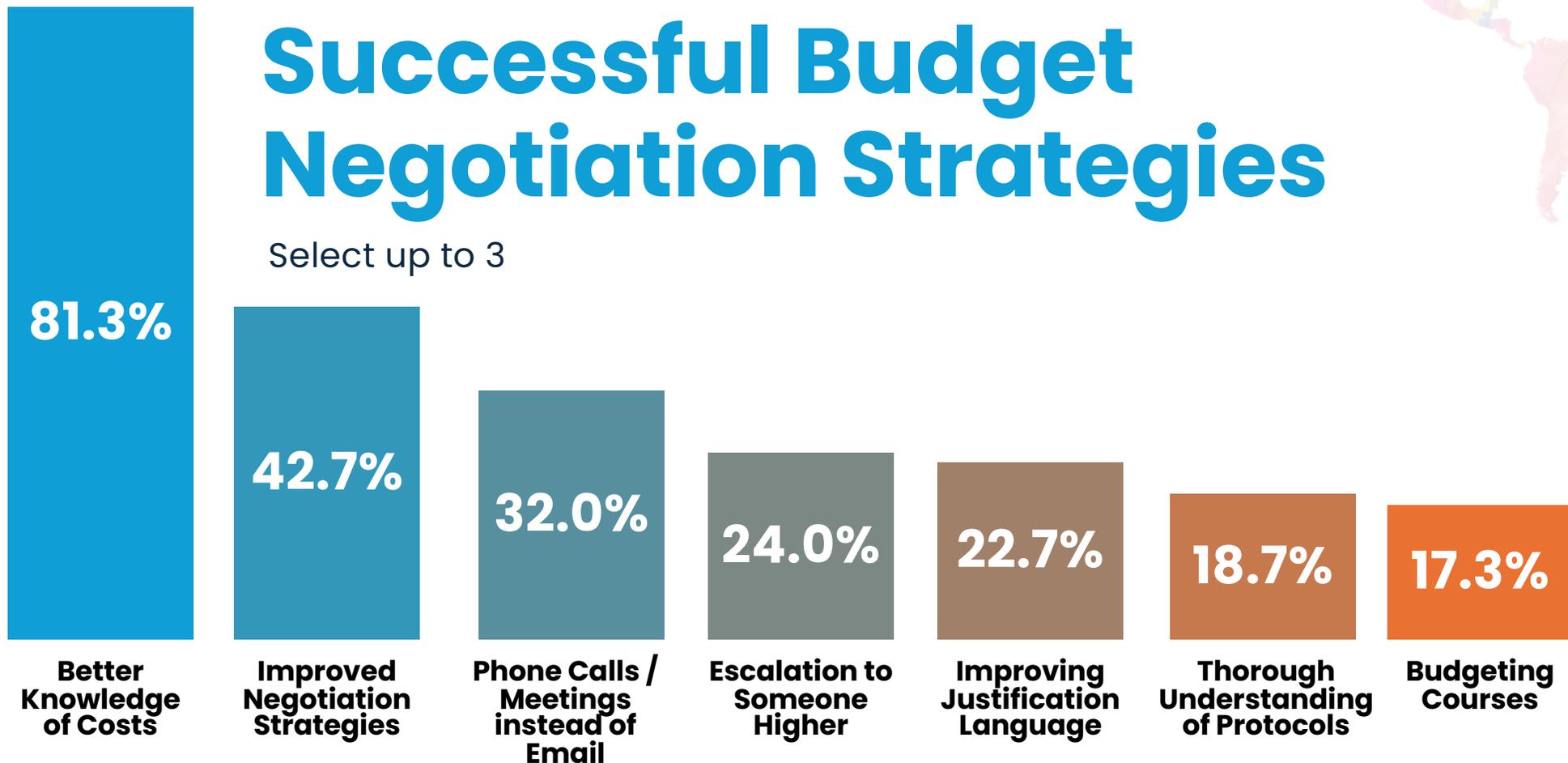


PARTNERING FOR SUCCESS



Successful Budget Negotiation Strategies

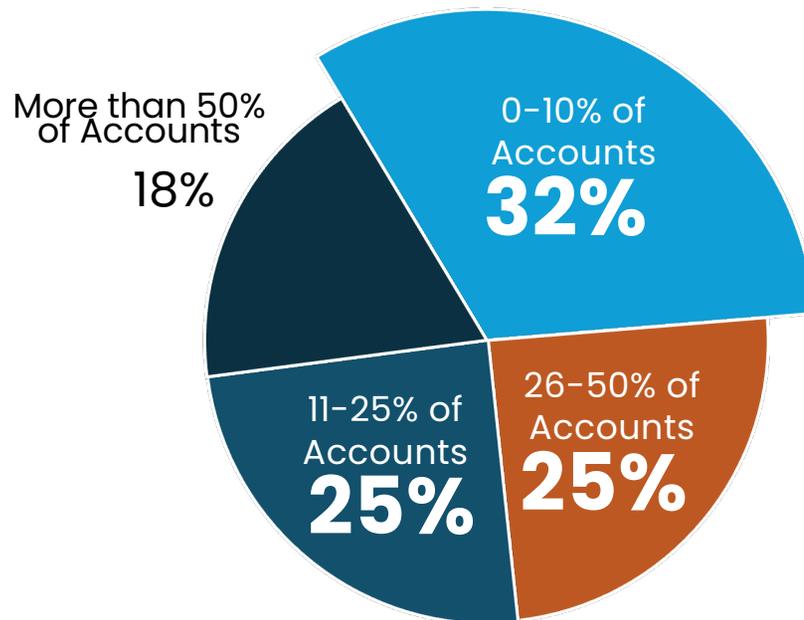
Select up to 3



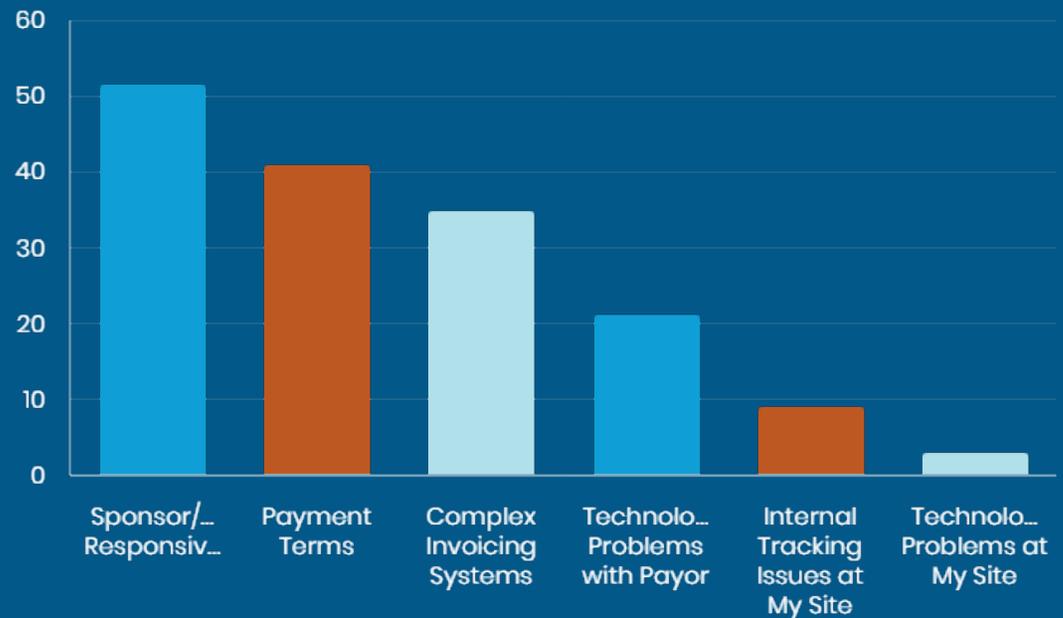
PARTNERING FOR SUCCESS

Delayed Payments

Percentage of Accounts Receivable More Than 90 Days Overdue



Primary Reasons for Delayed Payments



Effective Tools for Improving Payment Tracking

Select all that apply

63.6%

Dedicated Resources to A/R

37.9%

Better Internal Tracking Mechanisms

30.3%

Clear Communication of Policy to Sponsors and CROs

16.7%

CTMS Implementation and Usage in This Capacity

16.7%

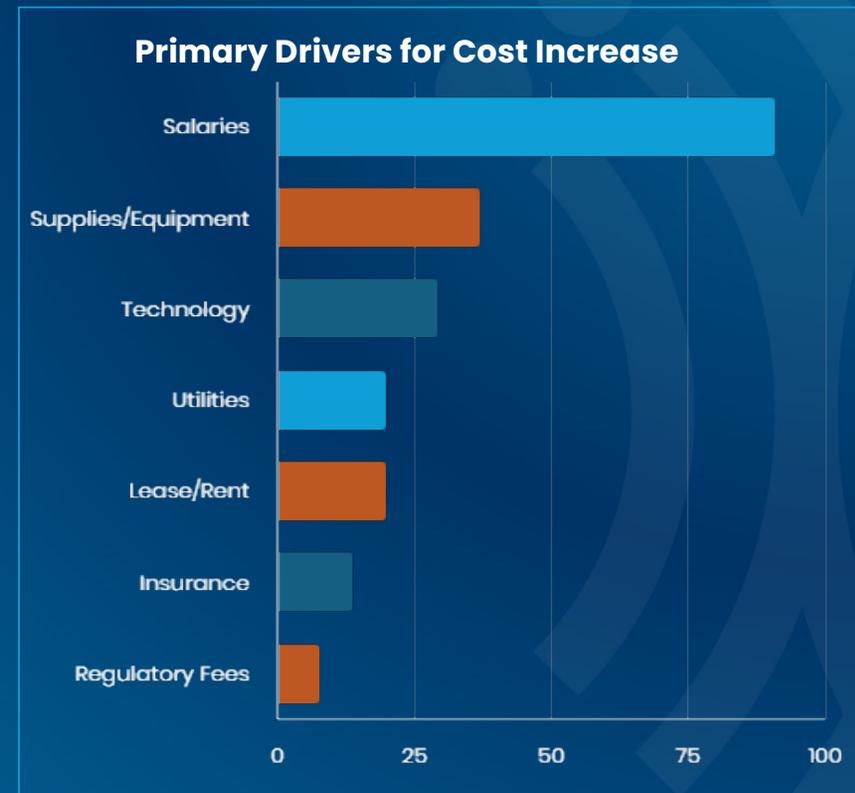
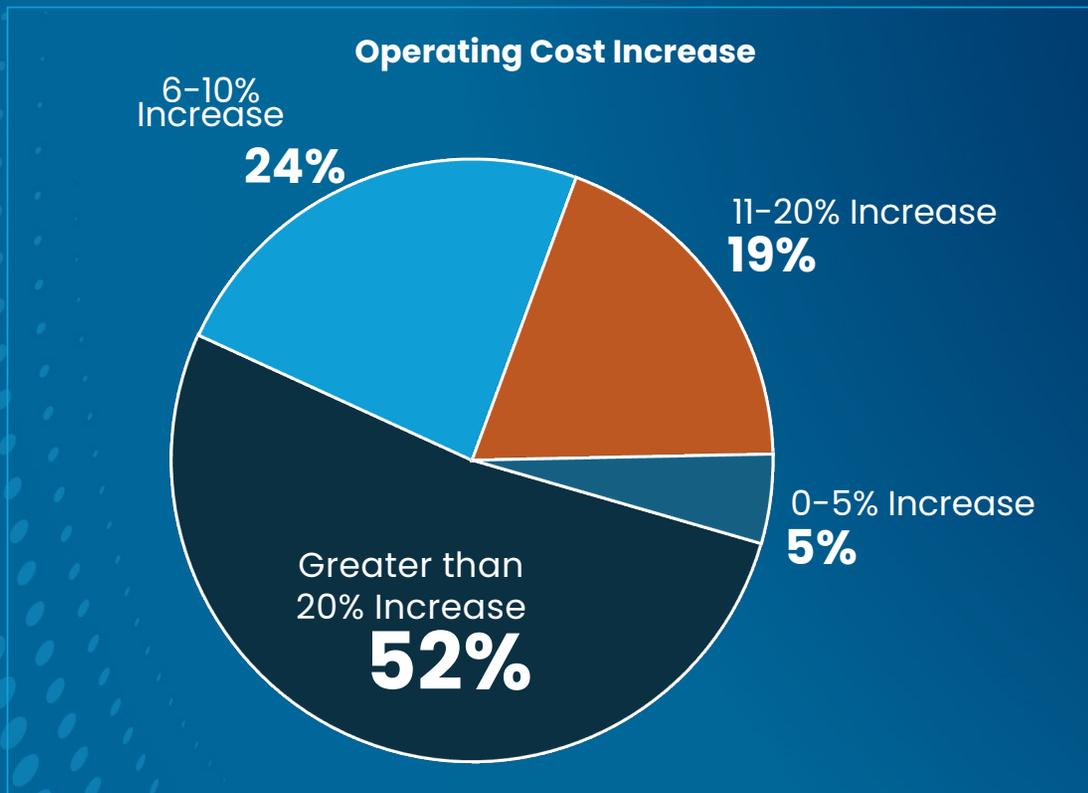
Clarity on Institutional Processes and Policy

PARTNERING FOR SUCCESS

SCRS
AMBASSADOR

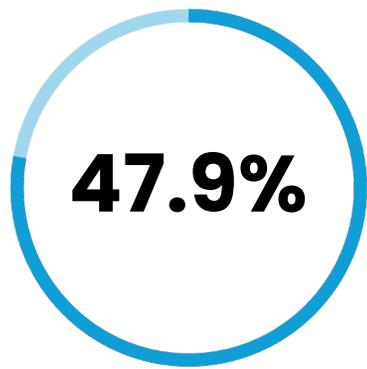
P R O G R A M 49

Rising Operating Costs in 2024: Total Increase and Primary Drivers



Effective Cost Mitigation Strategies

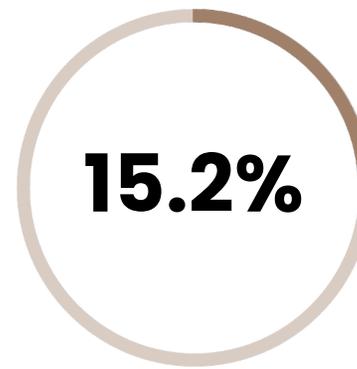
Over the last 12 months



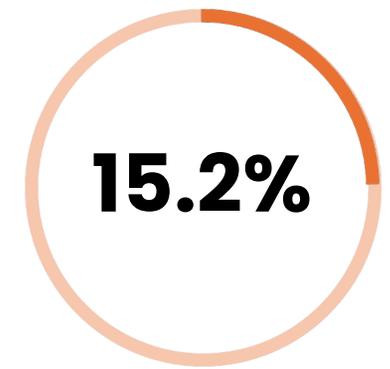
We have been unable to mitigate rising operational costs this year



Staff restructuring



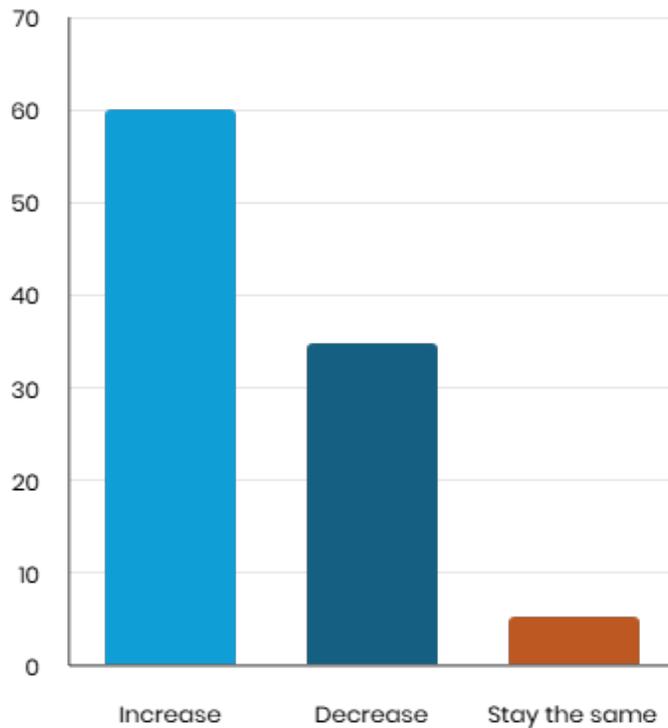
Lower % pay increase for staff



Using technology or AI to create efficiencies

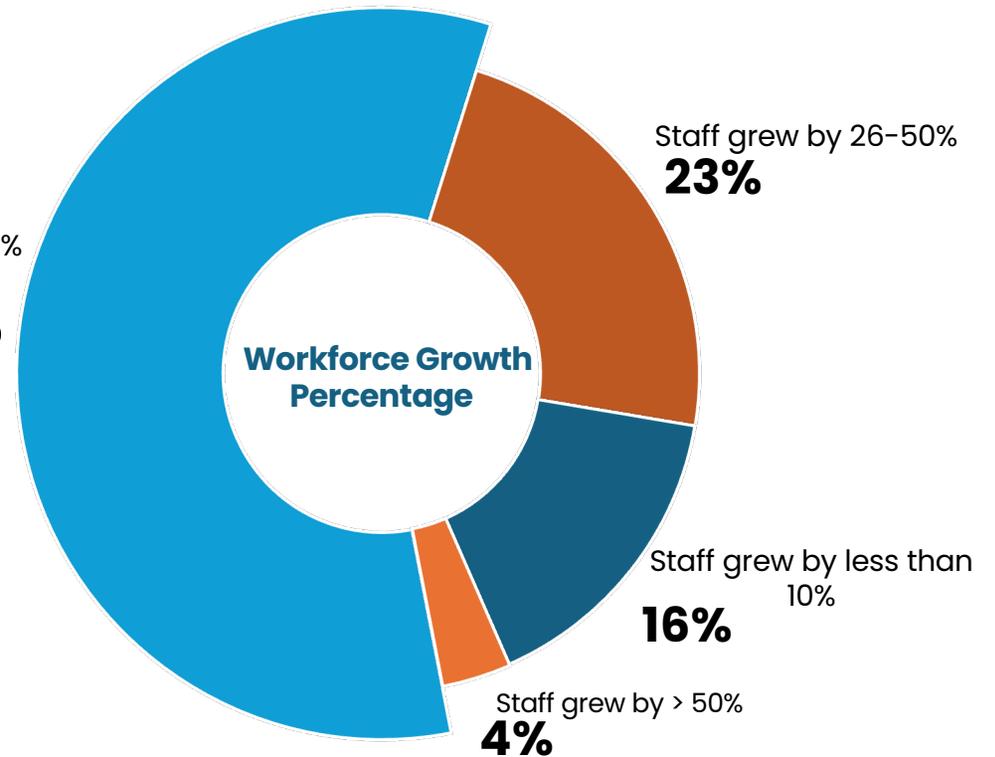
Staffing Growth in 2024: Direction and Percentage Increase

Staffing Level Changes



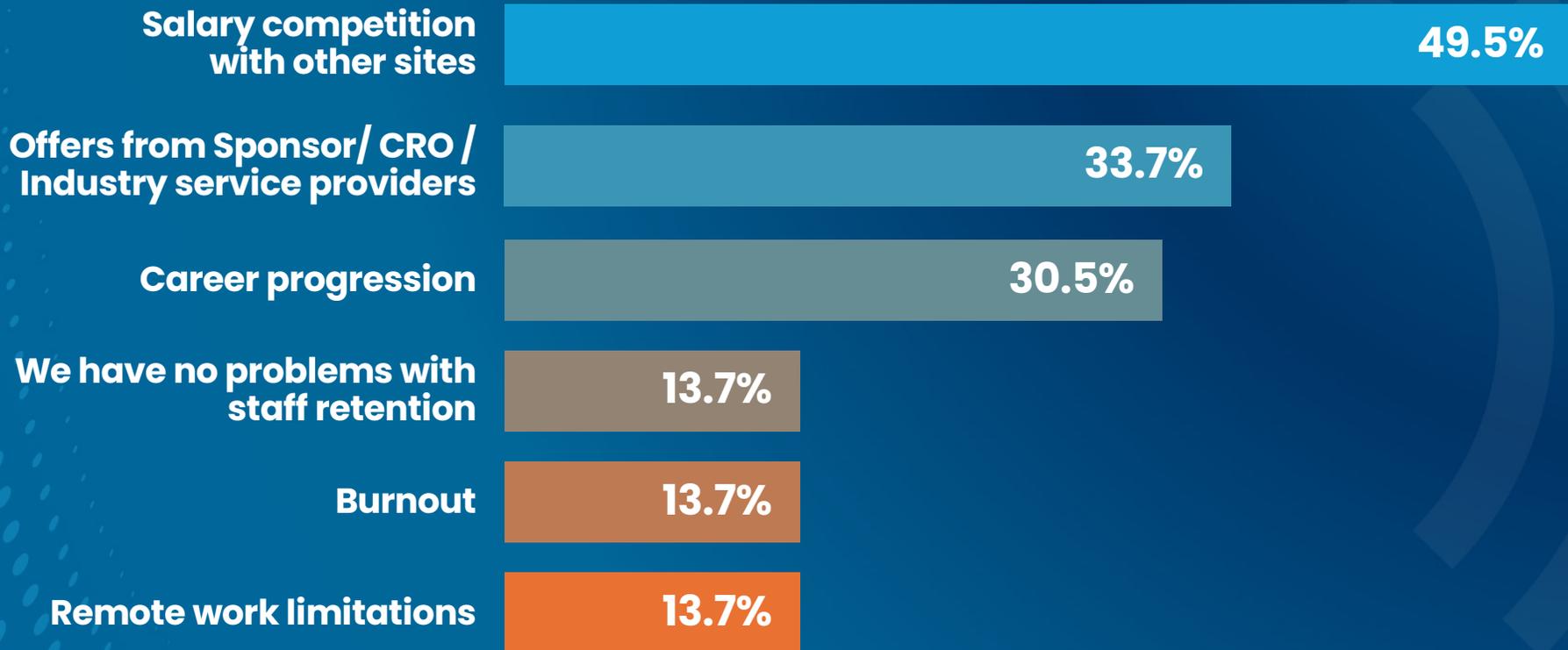
Staff grew by 10-25%

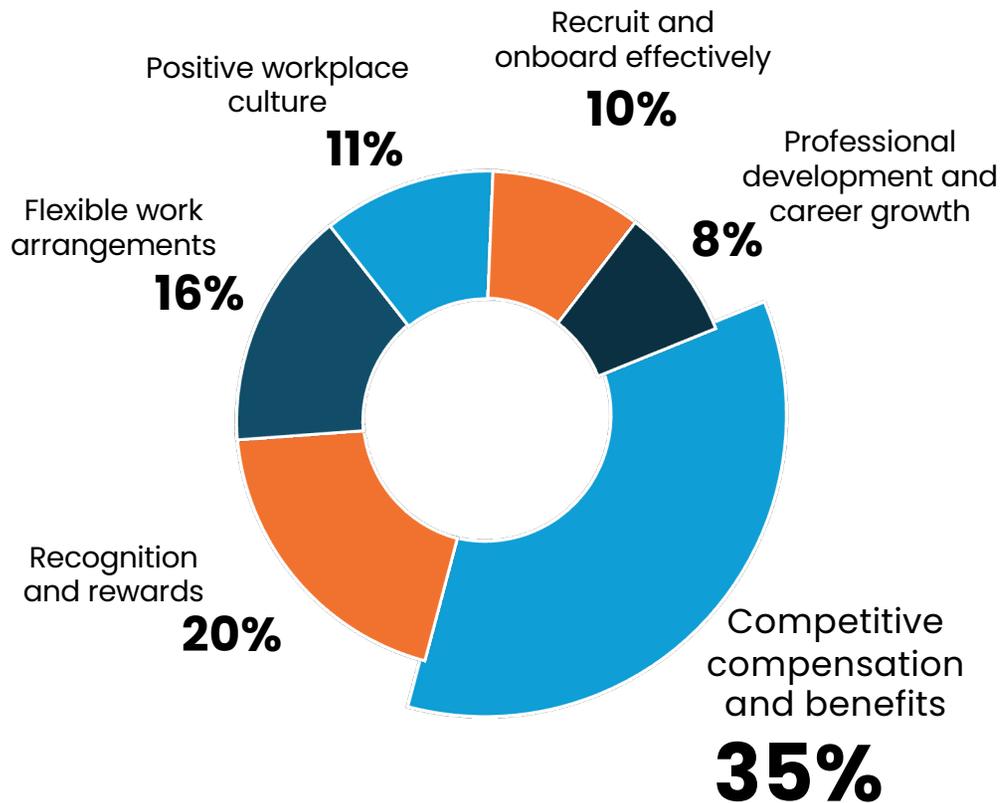
58%



Top Challenges With Staff Retention

Choose up to two

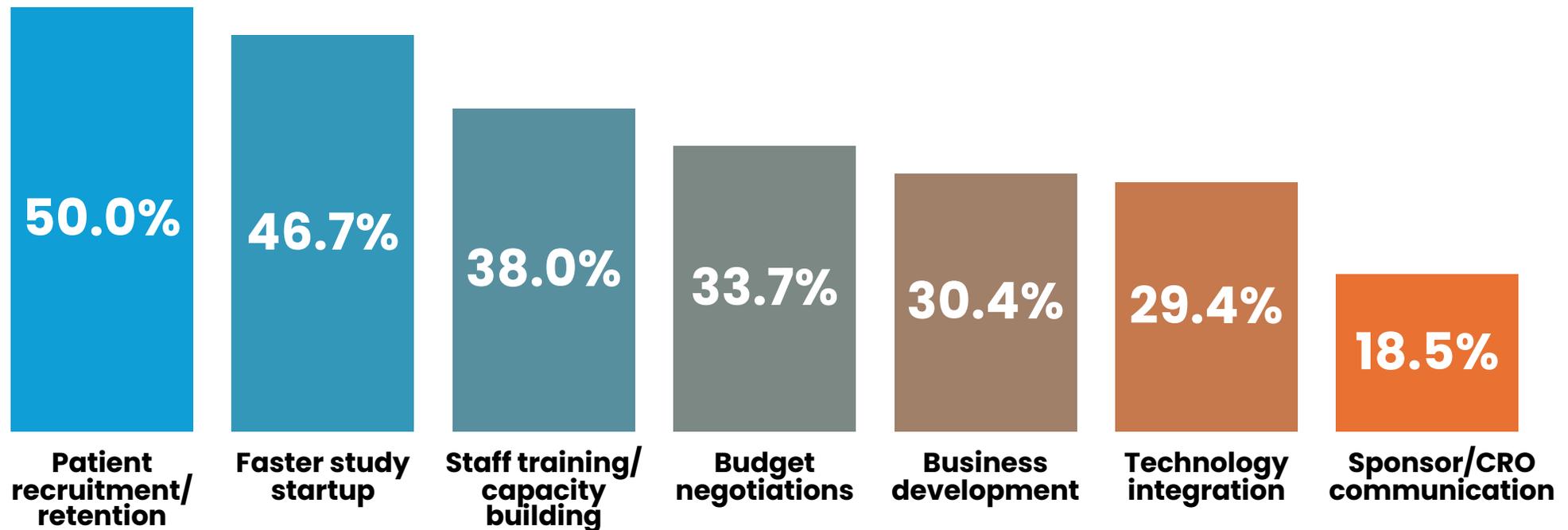




Most Effective Staff Retention Strategies

Sites' Top Priorities For Improvement in 2025

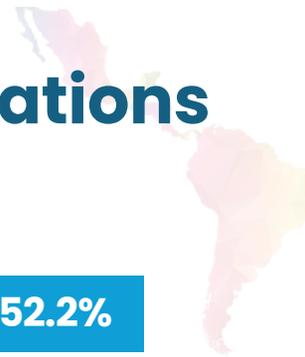
Select up to 3



PARTNERING FOR SUCCESS

Most Impactful Sponsor/CRO Actions for Site Operations

Select up to 3



Monthly payment terms

52.2%

Increase recruitment budgets

43.5%

Reduce or eliminate redundant site training

42.4%

Simplify protocols

26.1%

Improve technology sites are required to use

25.0%

Having a single point of contact for the site

25.0%

Quicker response times to issues

15.2%

PARTNERING FOR SUCCESS