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2026 Global Site Landscape Survey – Part I

October 16, 2026

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SCRS
Society for Clinical Research Sites

Faculty Disclosure

In compliance with ACCME Guidelines, I hereby declare:

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MOREHOUSE SCHOOL OF MEDICINE

Criteria for Awarding Contact

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.

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MOREHOUSE SCHOOL OF MEDICINE

A Smarter Trial Starts Here



Jimmy Bechtel, MBA
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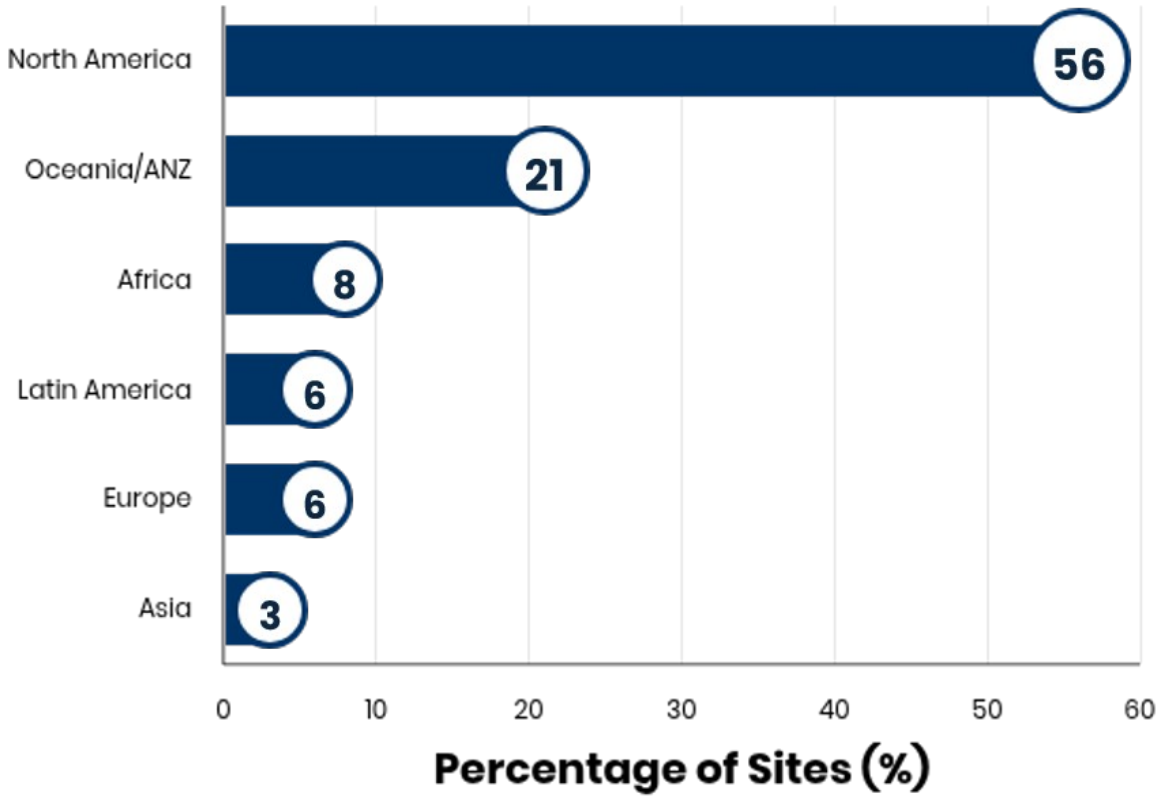
Dan Kearney, MA
CNS Healthcare

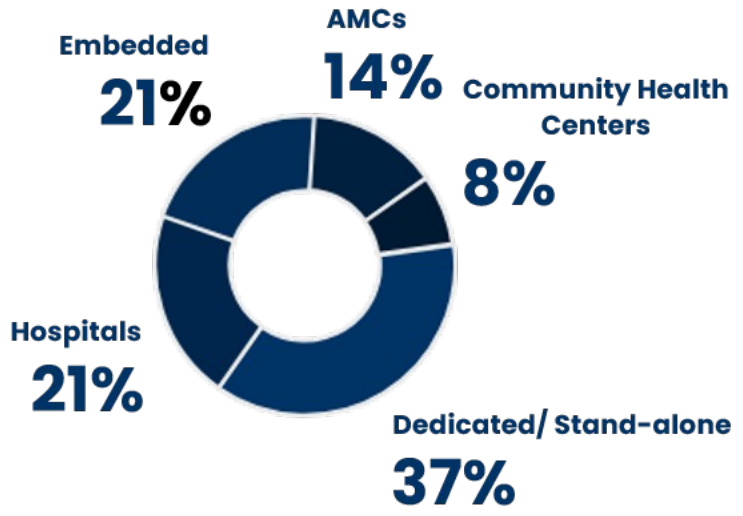
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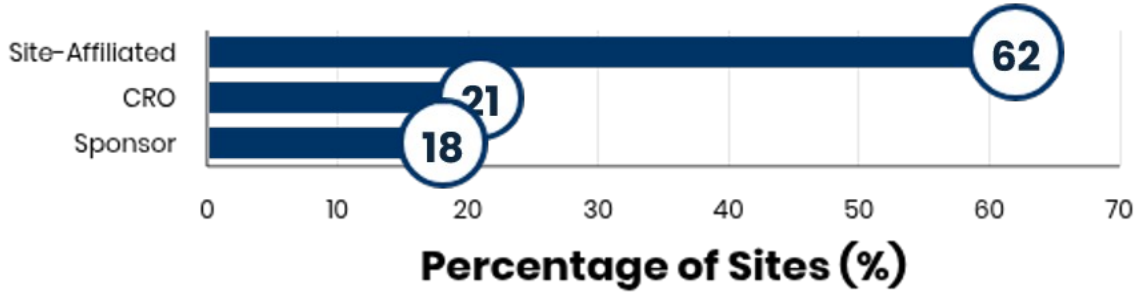
Who We Heard From – A Global Example

Geographic Reach





Respondent Profile (n=490)



For the first time, the Landscape Survey speaks with a global voice.

What's Improved - The Wins Worth Noting

Measure	Favorable Movement
Staff turnover pressure	58% higher turnover in 2022; by 2024 distribution more balanced
0% withholding negotiated	15% → 30% (2023 → 2024, pre-redesign)

Progress is real, even if partial — five measurable gains since 2022.

What's Improved – The Wins Worth

Measure	Favorable Movement
Contracts declined over budget	Sites declining none: 34% - 46% (2023 – 2025)
Study-delay contributors	Negotiation delays 55% → 41%; sponsor pause 53% → 37%; amendments 35% →27% (2025→ 2026)
Monthly payment terms negotiated	61% → 65% (2023 → 2024)

What Hasn't Moved: Structural

Budget

Consistently insufficient since 2022 (start-up costs, screen-failure, recruitment support). In 2026: 20% improved, 54% unchanged, 22% declined.

Receivables

Aged receivables show no downward trend, creating ongoing cash flow pressure for sites.

Training

2026 data shows 54% of areas have seen no change, with 22% experiencing a decline.

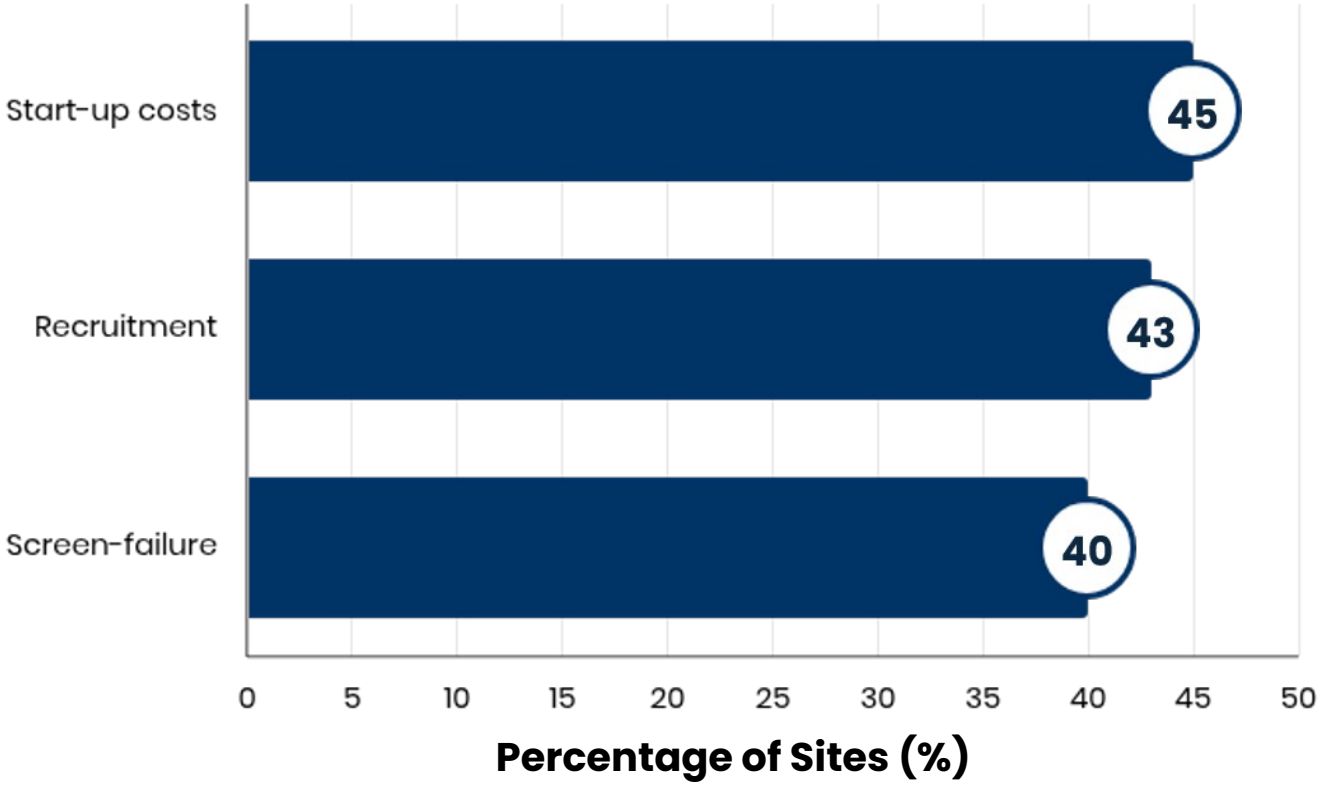
Relationships

The primary root cause for systemic delays, contract hurdles, and redundant training requirements.

Budgets, receivables, and the sponsor/CRO interface remain the stubborn core.

Budgets & Contracts: 2026 Status

Top Underfunded Categories

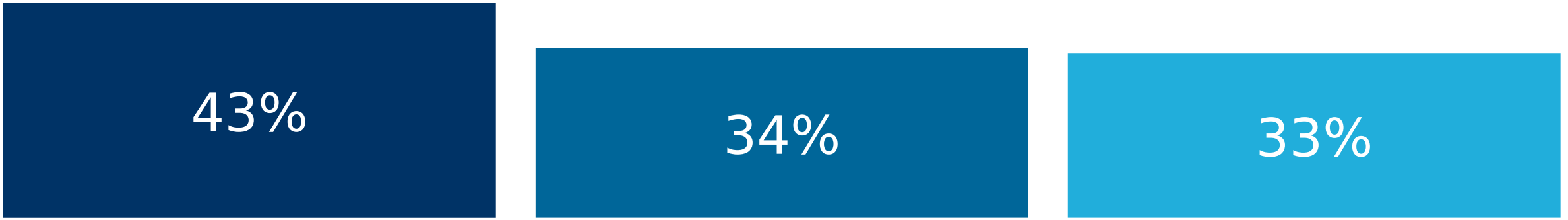


70%

of sites absorb costs that should be covered by sponsors

Underfunding is still concentrated in the same three categories it's always been.

Operational Trade-Offs



Extend negotiation timelines

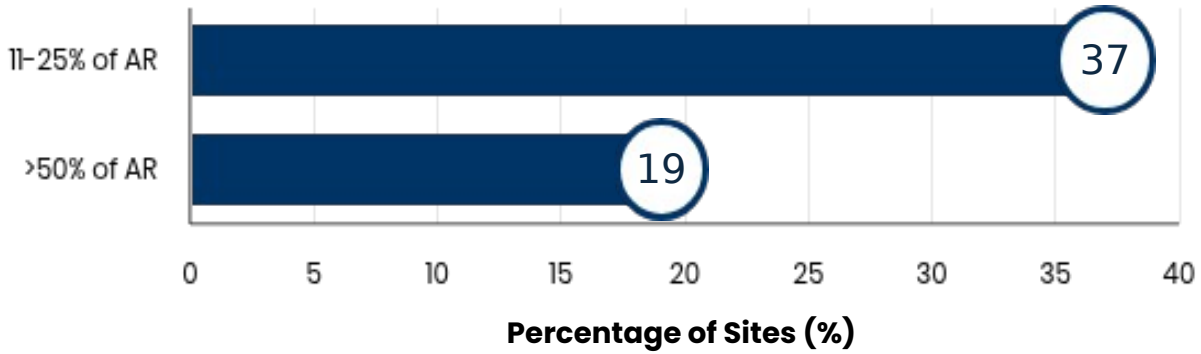
Decline otherwise-suitable studies

Delay hiring needed staff

Quantifying the cost of systemic site pressures

Financial Pressure: 2026 Status

Accounts Receivable Aging (>90 Days)

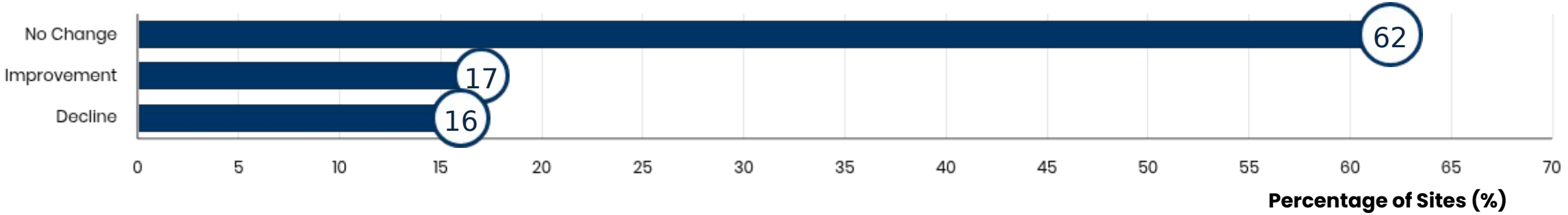


Rising Operating Costs

83%

of sites reported cost increases in 2025

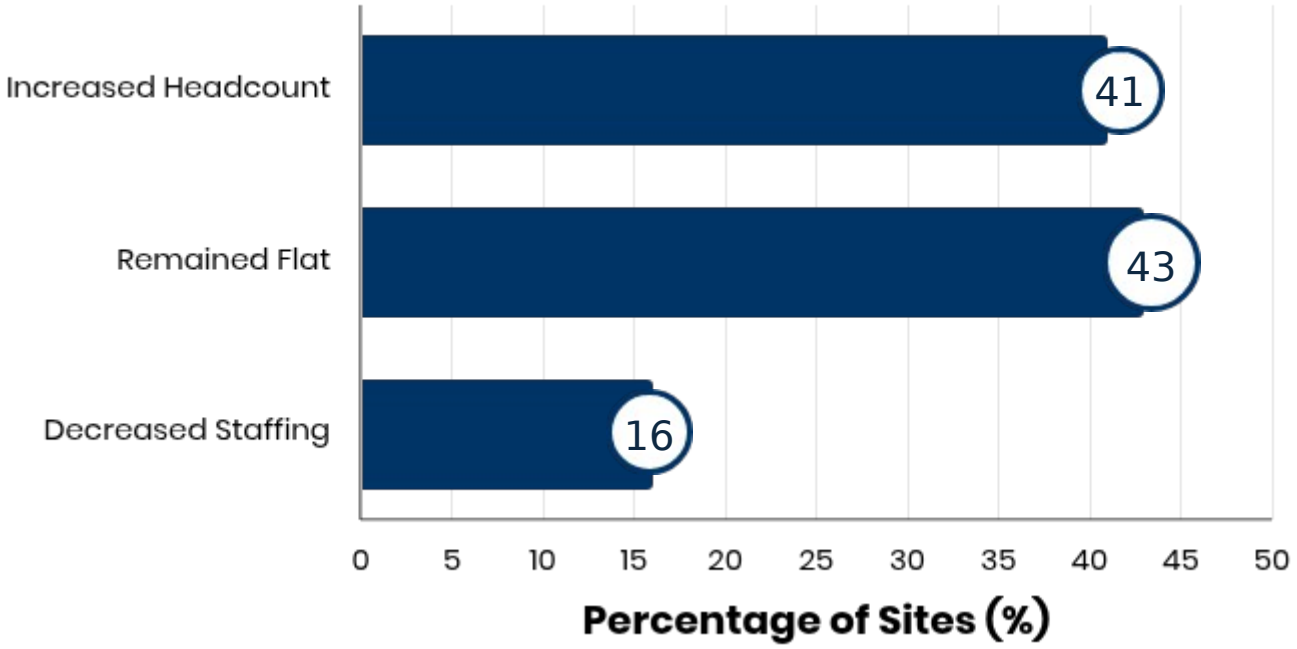
Payment Timeliness Change (vs 2024)



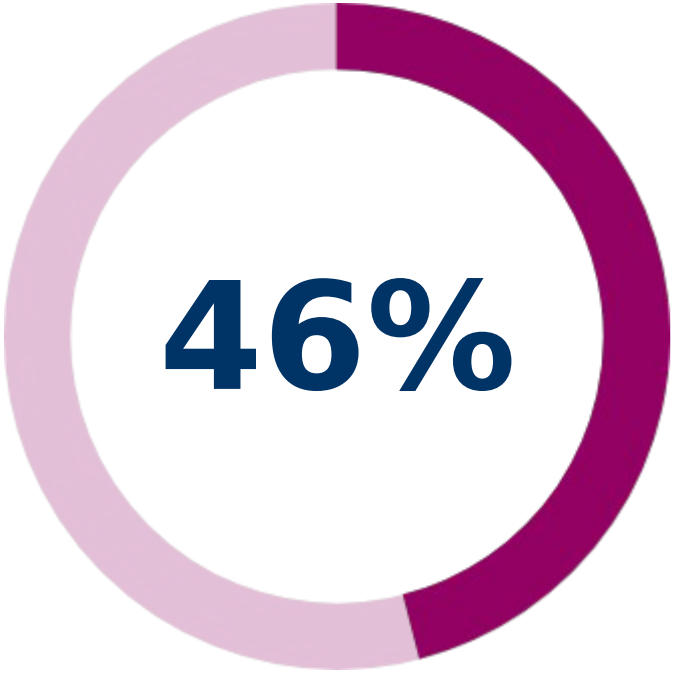
Receivables and rising costs are squeezing sites from both ends.

Staffing & Capacity: 2026 Status

Staffing Growth Trends



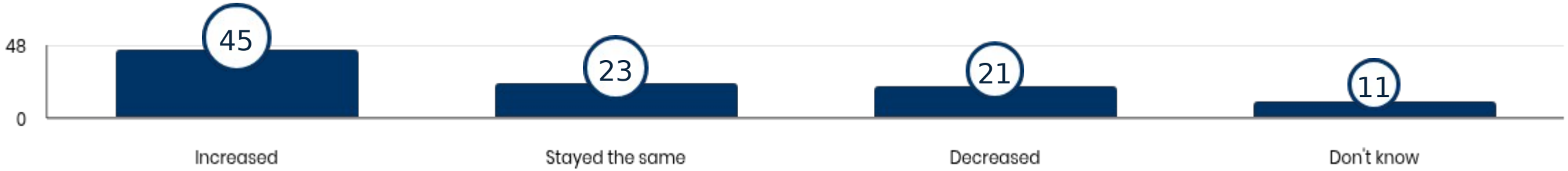
Sites Under-Staffed Capacity



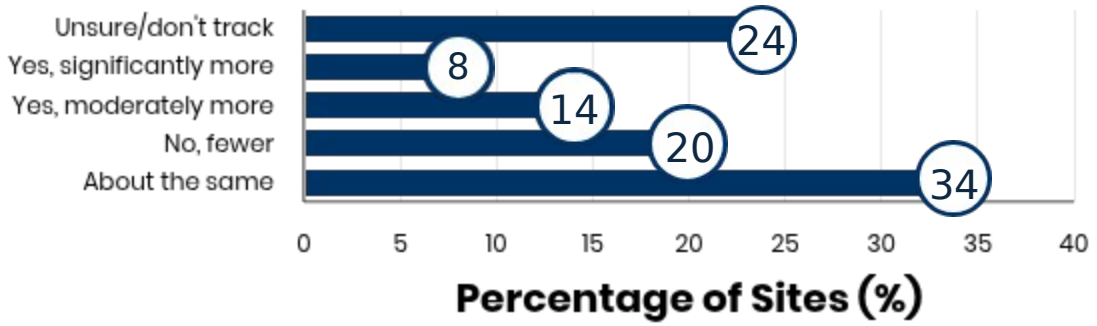
Nearly half of sites are stretched thin — even where headcount is growing.

Trial Flow: Opportunities & Declines

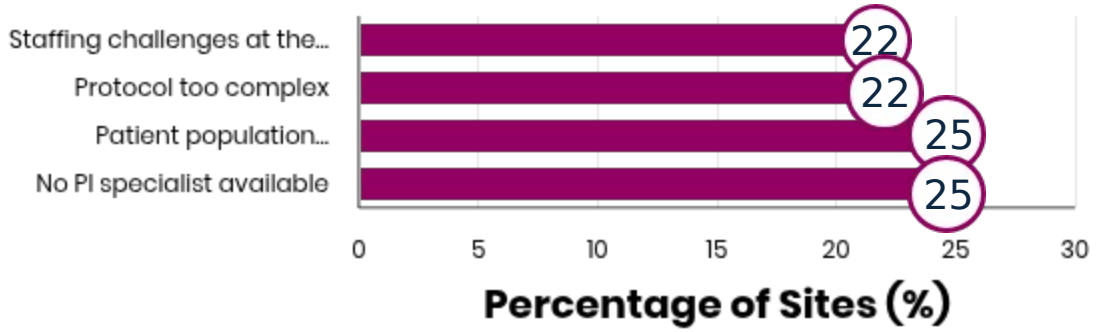
New Study Opportunities (2025 vs 2024)



Declined More Trials Than in 2024



Top Reasons Sites Decline Trials



Even with opportunity growing for most sites, capacity and fit — not funding — are still the top reasons a study gets turned away.

Recap & Bridge to Part 2

1. **Progress is real but partial**

   Turnover, negotiated terms, and delay causes have all moved favorably since 2022.

2. **The core has not moved**

   Budget adequacy, aged receivables, and the sponsor/CRO interface remain stuck.

3. **2026 confirms it globally**

   Underfunding, absorbed costs, and thin staffing capacity show up across a now-global respondent base.


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