



COLLABORATE FORWARD

October 27, 2020

Meeting Notes: Budgets & Contracts

Summary of Key Points

Breakout Discussion Considerations:

1. Are your terms hurting outcomes?
2. What do sites want sponsors and CROs to know about their next contract
3. How do solution providers impact CTAs and what they should know

Breakout Responses:

- COVID has drastically impacted operations requiring review of contract terms
- Important to identify contract variables; be mindful of detrimental contract terms
- All stakeholders need to determine how to process contract amendments especially with respect to withholding terms
- Imperative to quantify the delay in holdbacks; delays cost millions of dollars; critical to establish an industry standard
- Need to have honest conversations between sites, CROs and sponsors; communication is paramount; mutual needs to be discussed
- CRO and sponsor transparency is important
- Underestimations occurring when sites involved with contract process due to lack of information for accurate pricing
- Sites and sponsors acknowledge making budgeting errors and need to re-negotiate
- Sponsors rely on sites to identify errors during budgeting process
- Scope of work changes throughout cycle of trials
- Business practices need to change; lifesaving treatments are being held up because contracts are not fully executed between sponsors and sites
- Sites need to explain their ask and justify it
- Sites need to demand change; sponsors encouraging sites to have these conversations
- COVID has greatly impacted operations; site teams are exhausted and there's been an increased demand on sites
- Navigating manpower is challenging
- Fragmented industry; naïve sites affecting progress of experienced sites