

Budgets and Contracts: Sites NOW



October 27, 2020



**Guest Speaker David Vulcano
shared the impact sites have
always had and how this has
evolved throughout
the COVID-19 pandemic.**

David Vulcano

Vice President, Research Compliance & Integrity
HCA Healthcare



Site Solutions Summit
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SITES NOW  #SCRS20

Month	Date	Sites NOW Meeting Topic	Sites NOW Publication	Sites NOW Forum
Sept. 2020	9/22	Why Sites Matter in the New 2020		
October 2020	10/27	Budgets & Contracts		
Nov. 2020	11/17	Decentralized Trials	Why Sites Matter in the New 2020	Forum One
Dec. 2020	12/15	Diversity	Budgets & Contracts	
January 2021	1/26	The Evolution of Patient Engagement and Services	Decentralized Trials	
Feb. 2021	2/23	Oncology	Diversity	Forum Two
March 2021	3/16	Technology Adoption	The Evolution of Patient Engagement and Services	
April 2021	4/13	Patient Recruitment	Oncology	
May 2021	5/25	Training & Workforce	Technology Adoption	Forum Three
June 2021	6/22	Regulatory & Audit Preparedness	Patient Recruitment	
July 2021	7/27	Security, Data & Privacy	Training & Workforce	
August 2021	8/24	Communication and Site Relationships	Regulatory & Audit Preparedness	Forum Four
Sept. 2021			Security, Data & Privacy	
Oct. 2021			Communication and Site Relationships	Final Presentation at Global Summit



Get to Know the Sites *NOW* Program



Virtual Site
Solutions Summit



Monthly
Sites *Now* Meeting



Quarterly
Sites *NOW* Forum



Monthly article in
SCRS Newsletter



Sites *NOW*
Playbook for Site
Success



Quarterly article
in SCRS
InSite Journal



Presentation of
findings at 2021
SCRS Summits



Ground Rules

Agenda

- 11:30-noon Intro and main presentation
- Noon-1 Coffee Break Meet-ups and Team Breakouts
- 1-1:30 Team reporting in main room

- Next Sites NOW (Tuesday 11/17 at 11:30am EST)



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Michael Jay

Senior Project Manager, SCRS

Author, Hidden Costs in Research Series

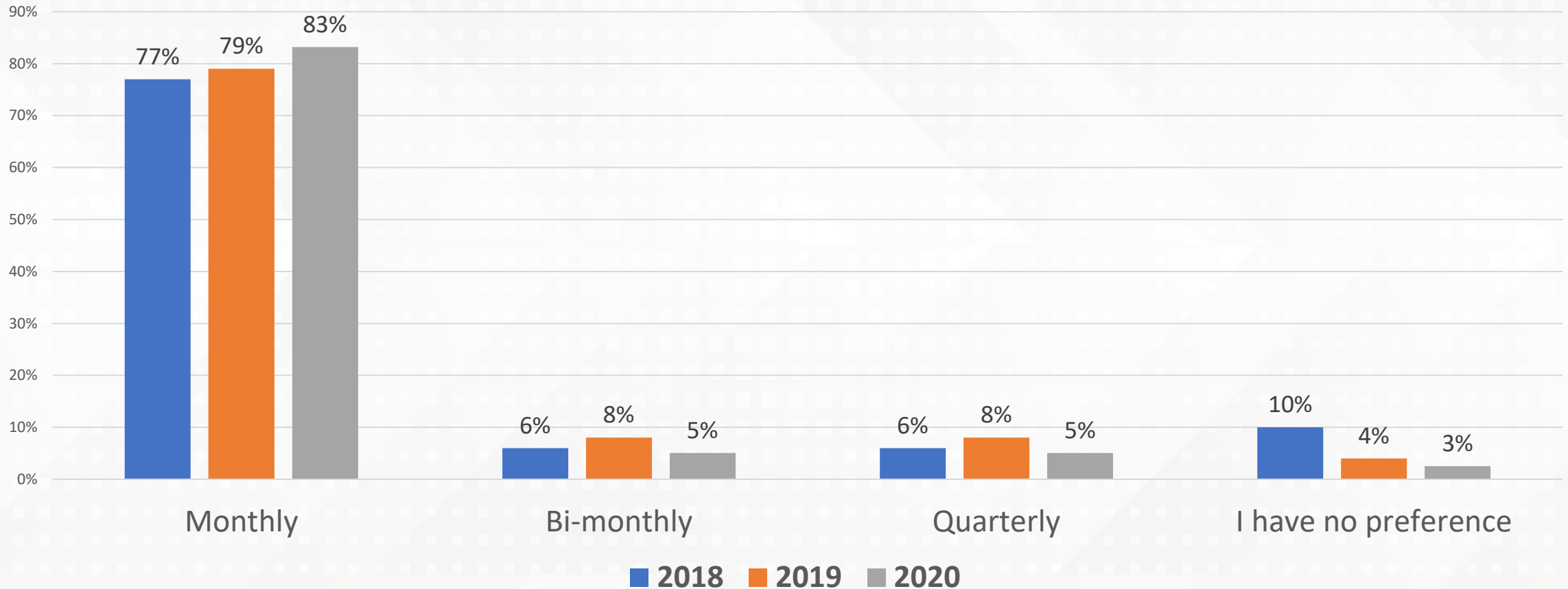


Faculty Disclosure

- 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.



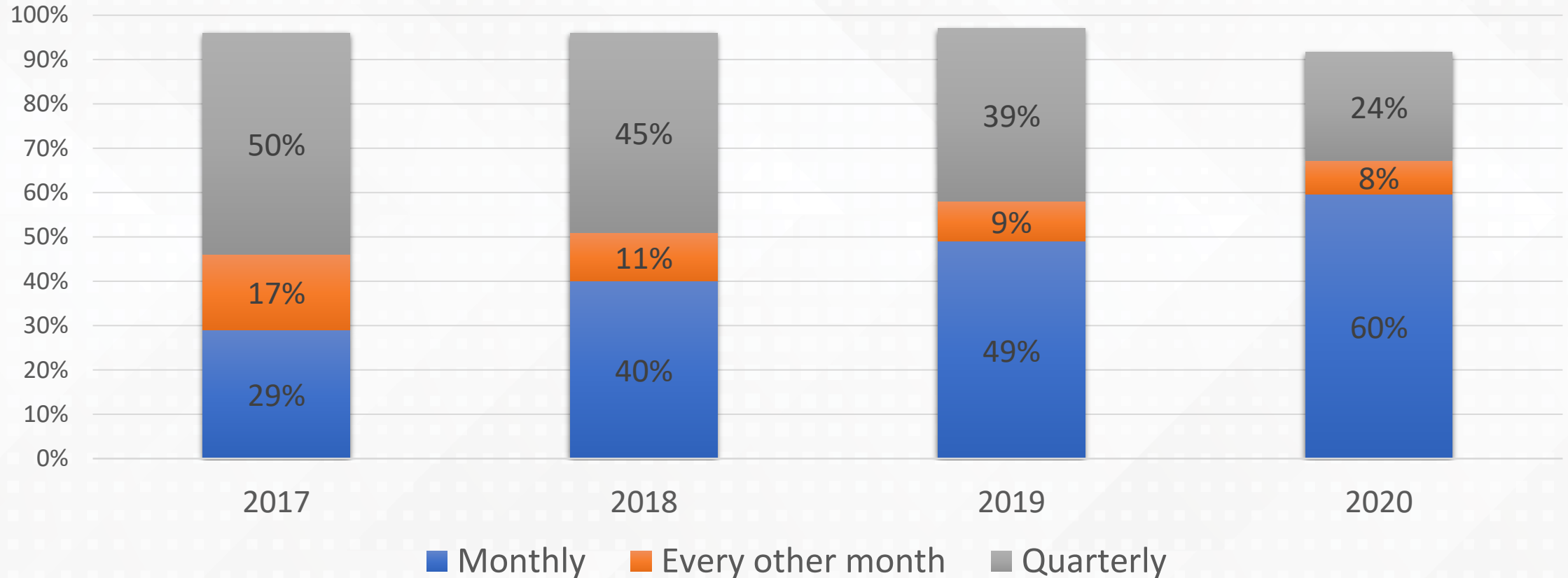
What is your preferred Payment Schedule?



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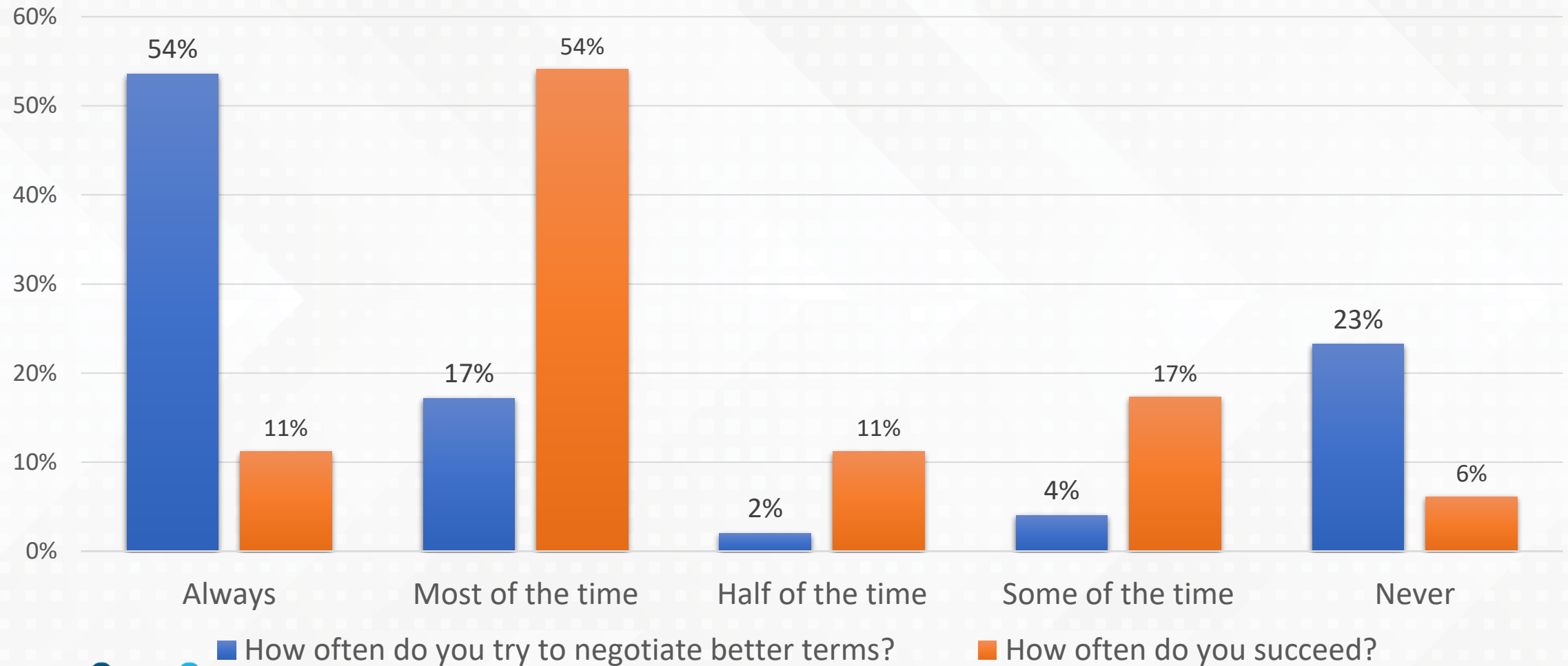
Of all the Clinical Trial Agreements you signed, indicate the most frequent payment terms:



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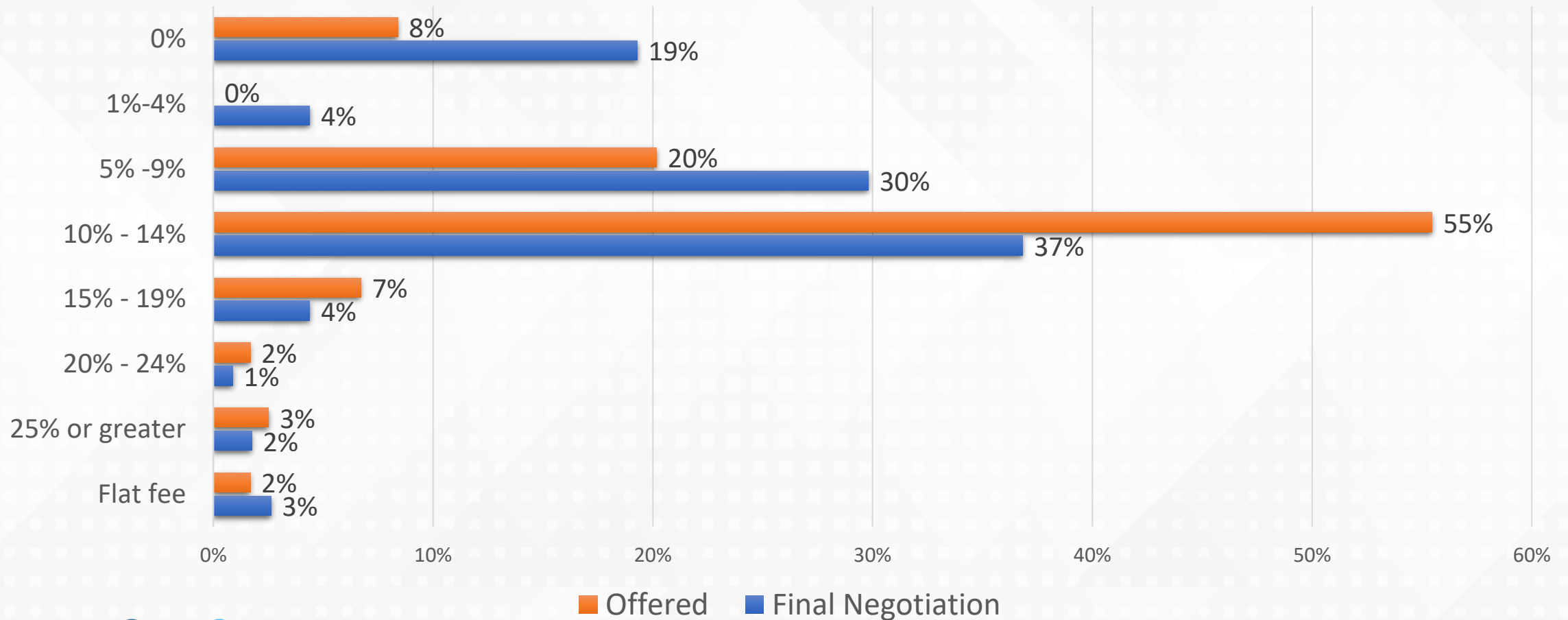


When negotiating a quarterly or bi-monthly payment schedule to a monthly payment schedule:



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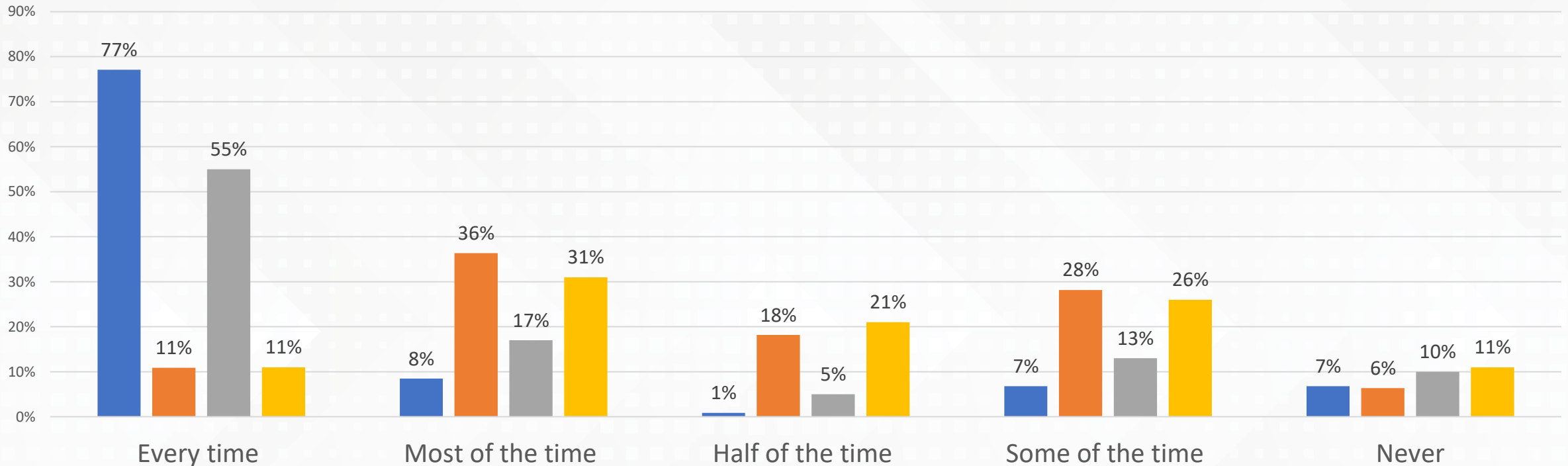
Withholding Amounts of all the Clinical Trial Agreements you signed in 2019:



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When negotiating the withholding % (2020):

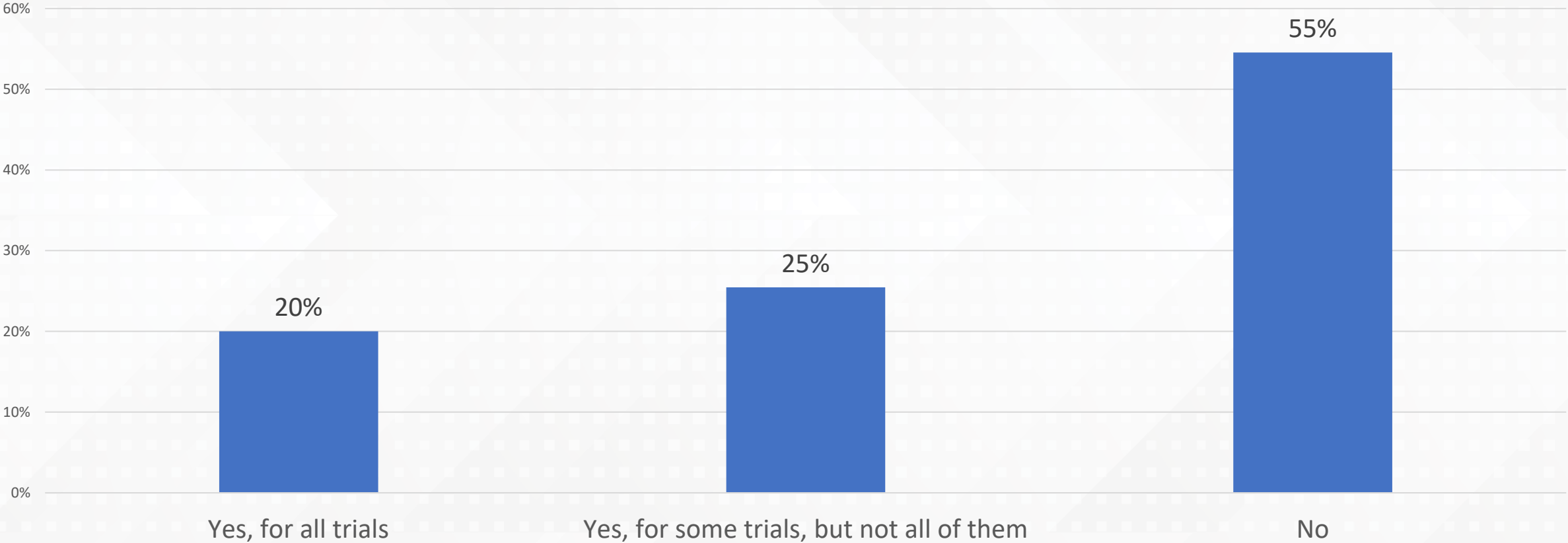


- 2020 How often do you negotiate the withholding % (when it is higher than you'd like it to be?)
- 2020 How often are you successful?
- 2019 How often do you negotiate the withholding % (when it is higher than you'd like it to be?)
- 2019 How often are you successful?



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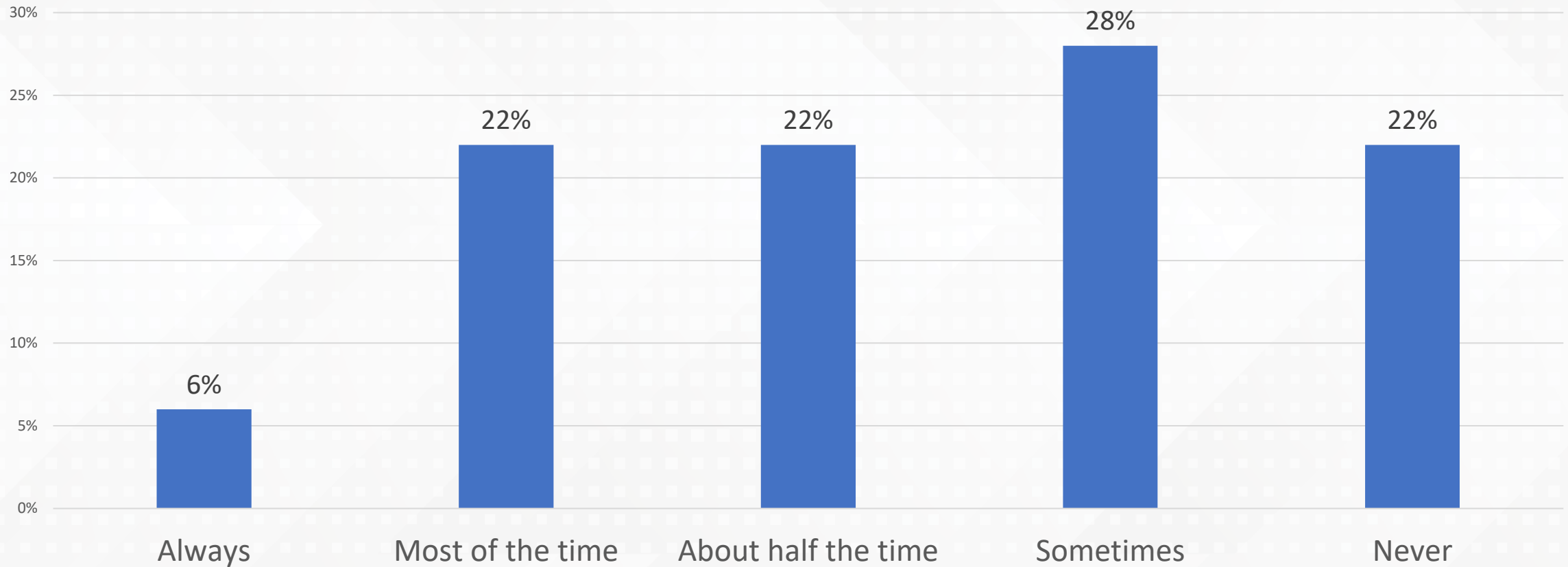
Did your site request holdback be paid sooner to assist with COVID-related adverse financial conditions?



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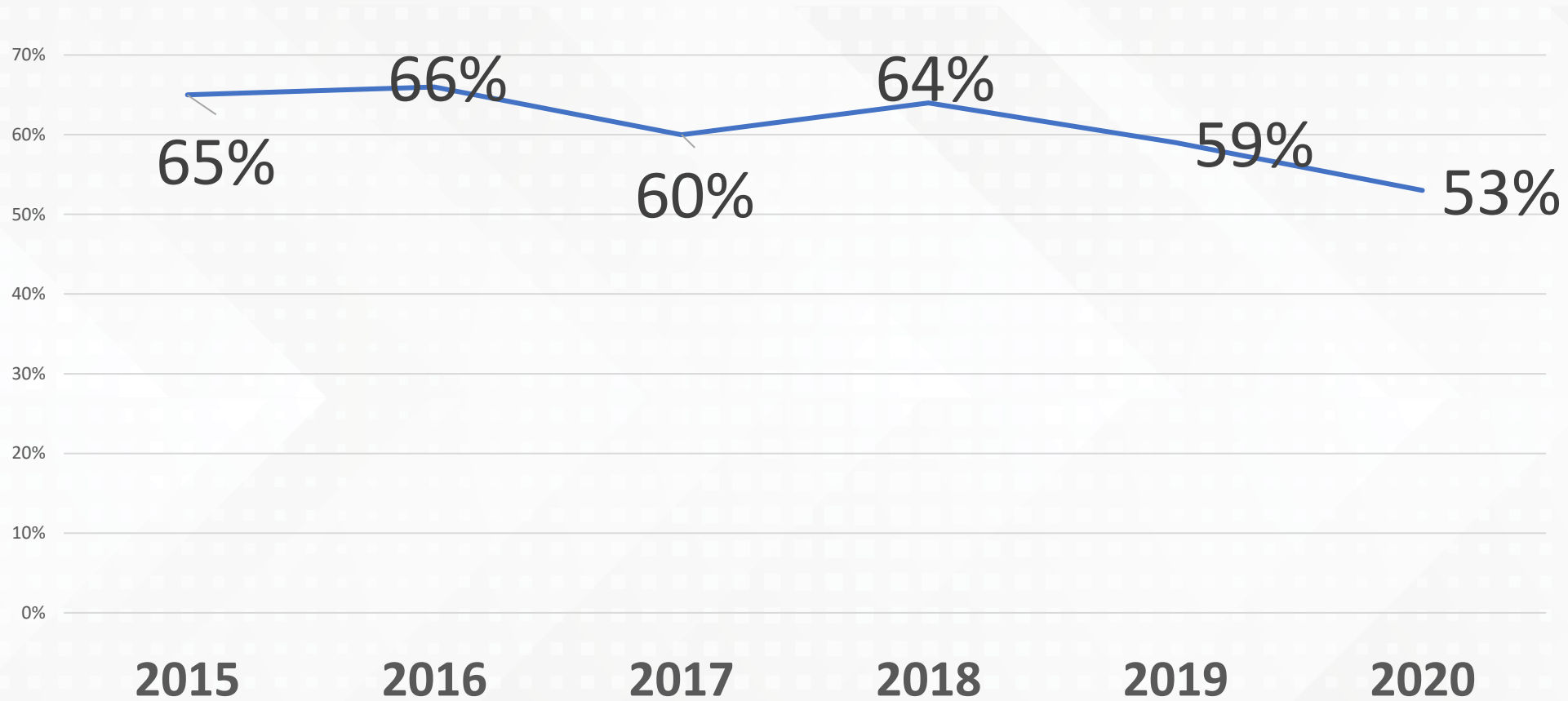
How often were you successful in having some or all holdback paid sooner?



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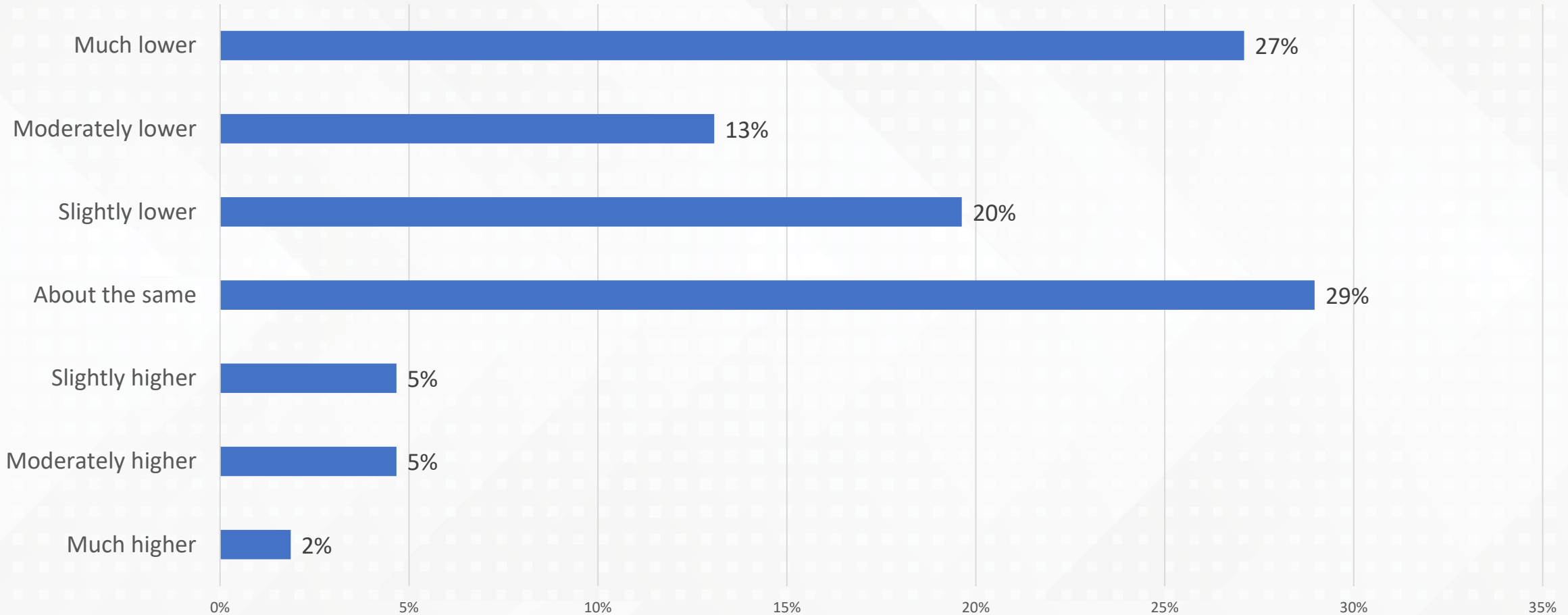


Sites with 3 Months or Less Operating Cash



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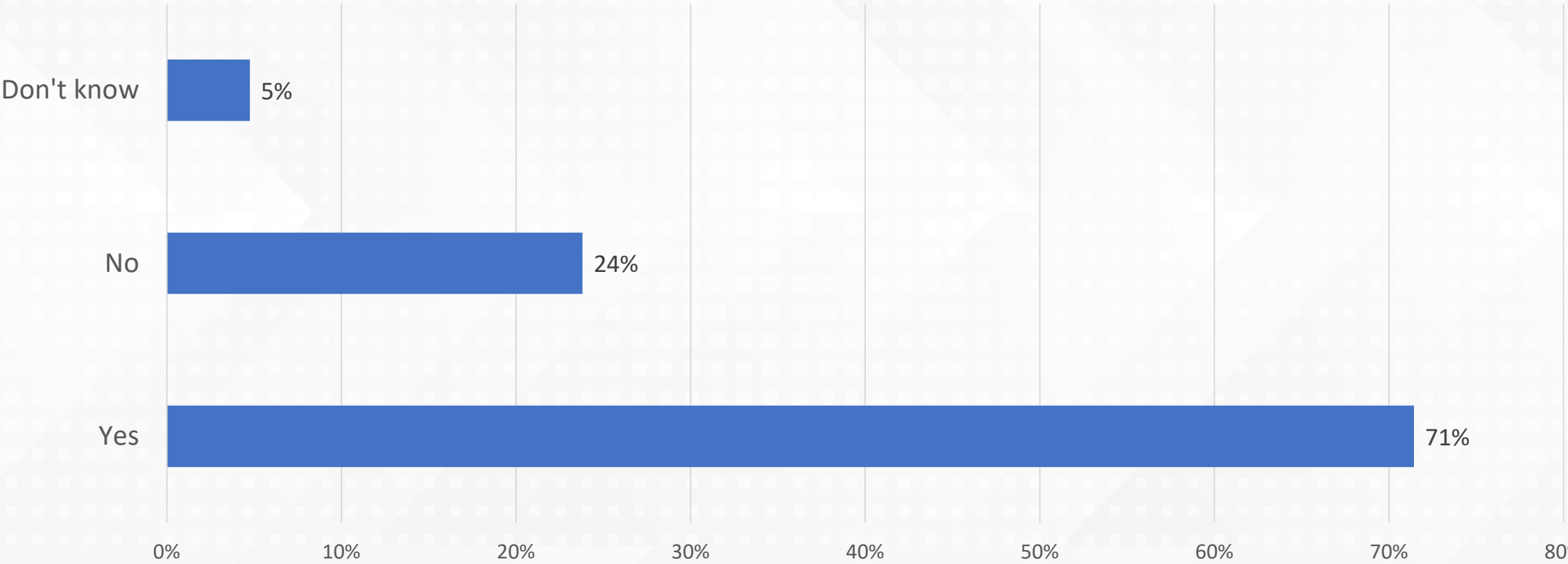
How has the amount of months of operating capital you have in the bank changed over the last year?



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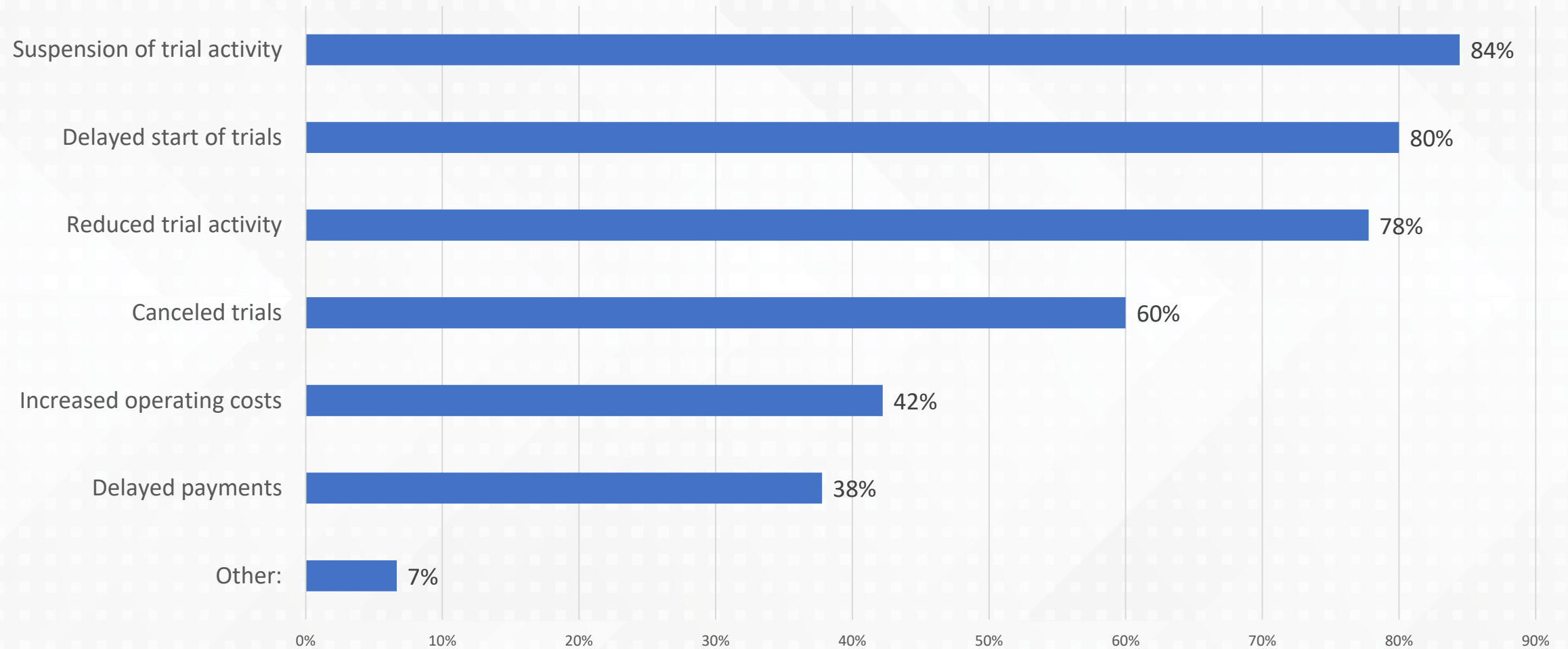
Was the primary reason for the decrease in operating capital due to COVID?



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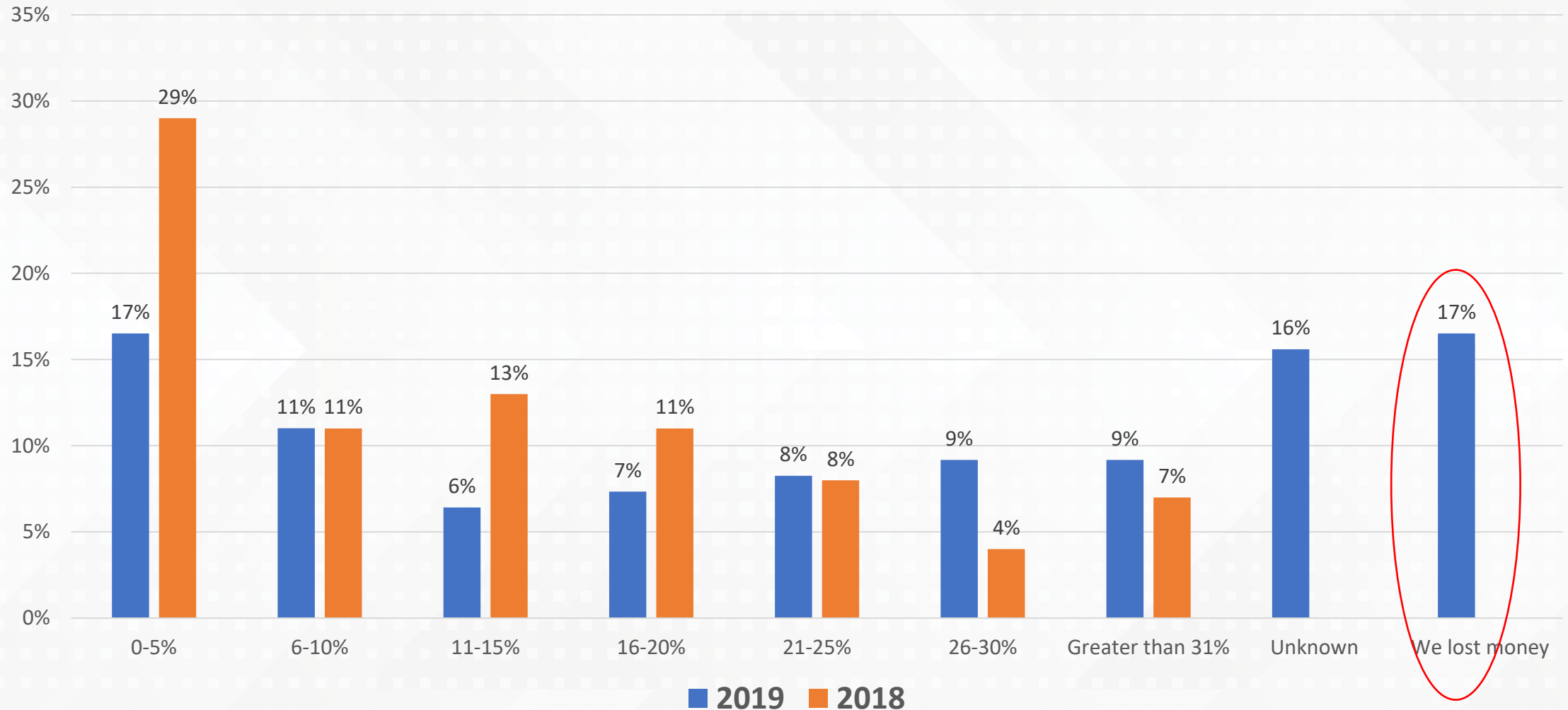
What, due to COVID, caused the reduction? Select all that apply.



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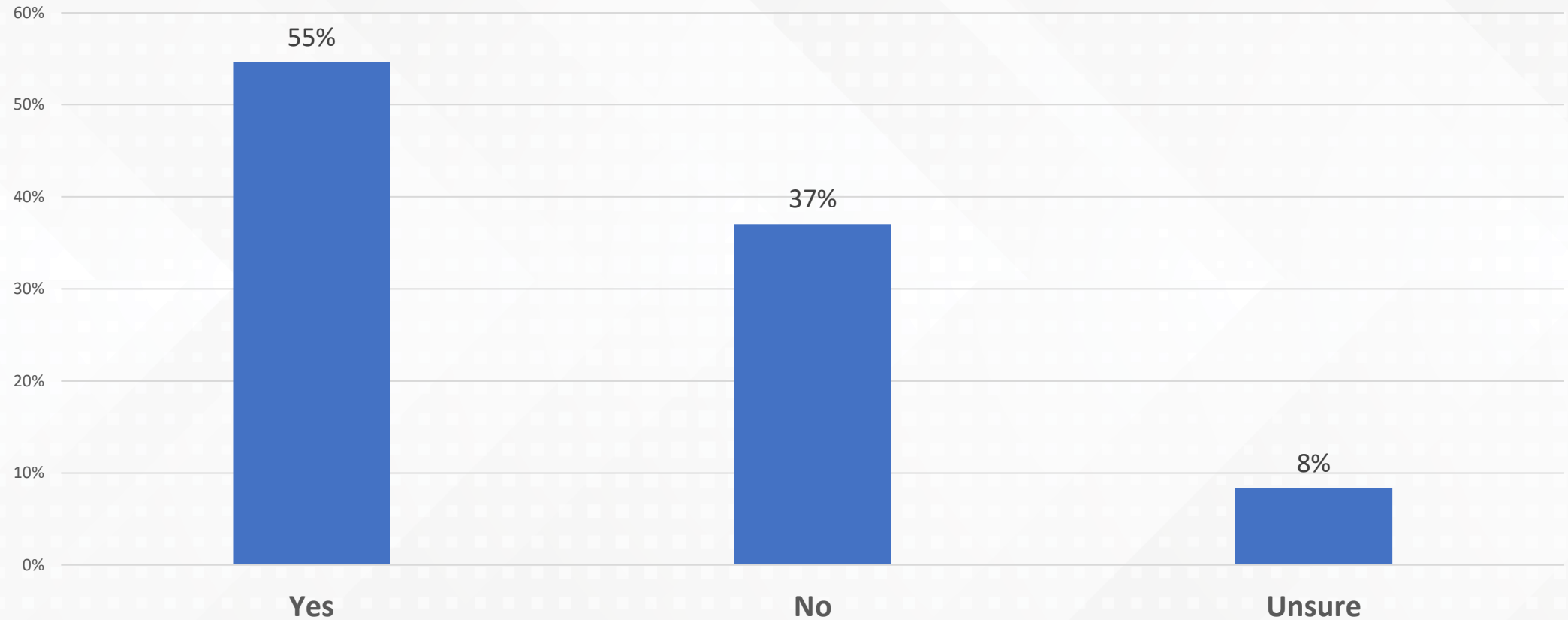
What was your Site's Net Profit for 2019?



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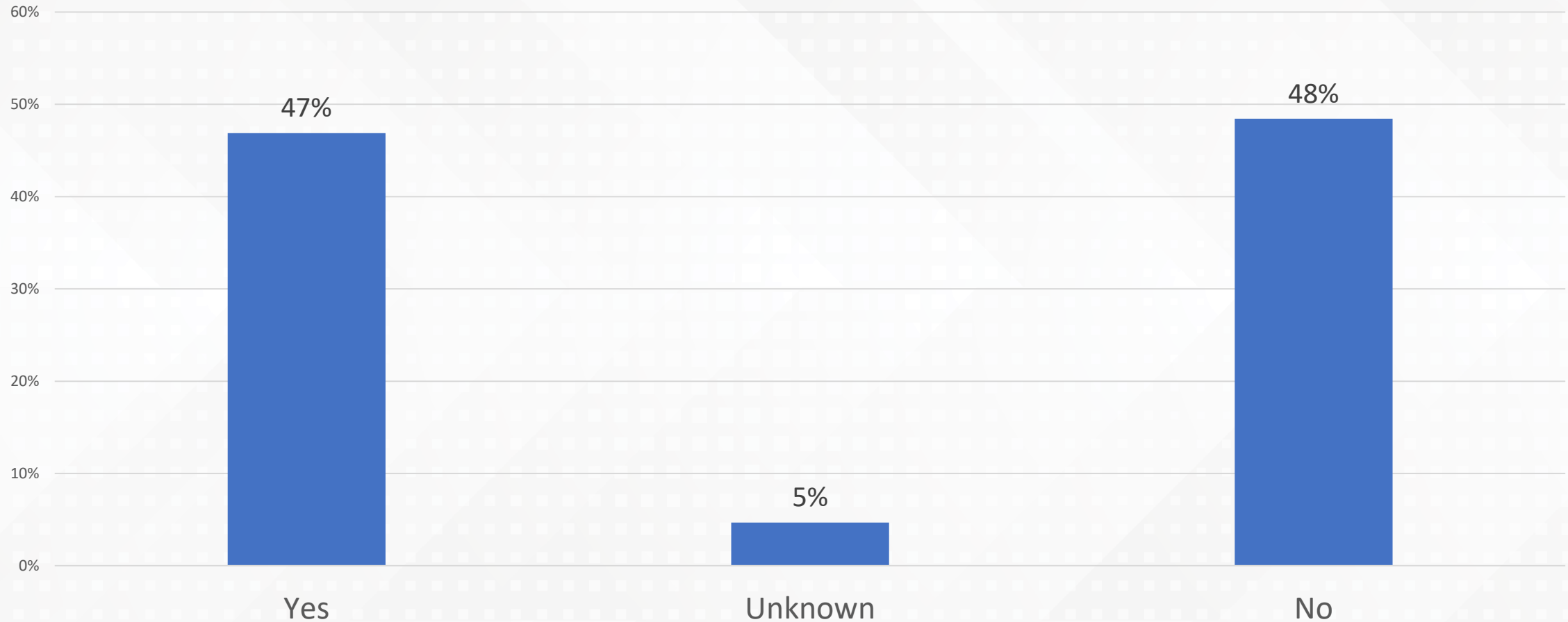
Did your profit decrease from the prior year?



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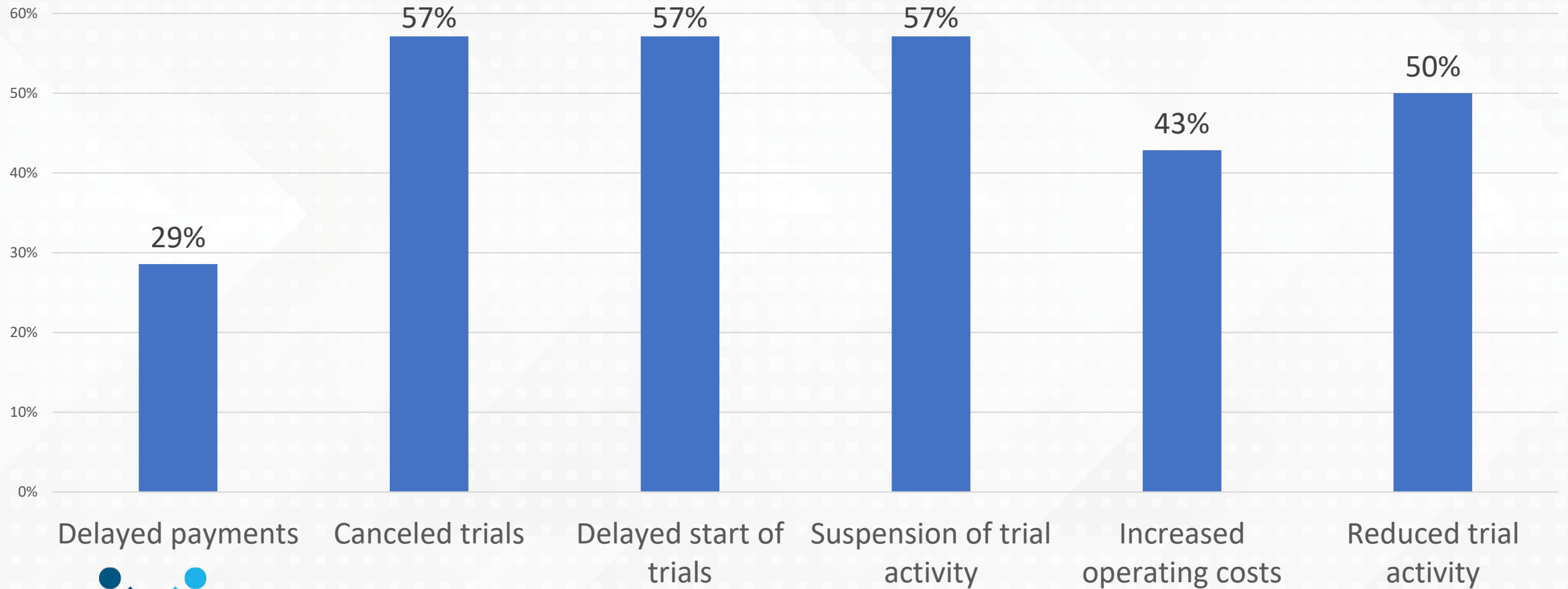
Was your loss / decrease due primarily to COVID?



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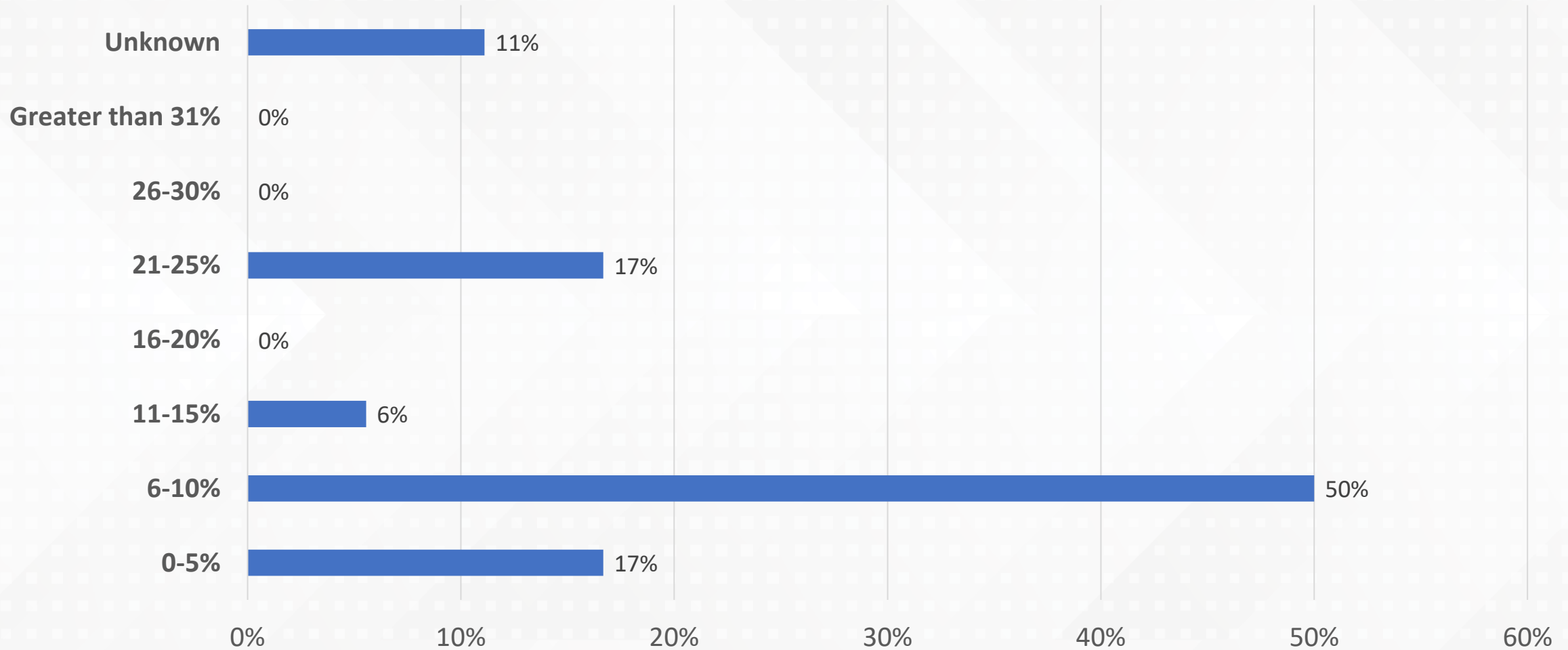


What, due to COVID, caused this loss / decrease? Select all that apply.



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What was your Site's Net Loss for 2019?



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How would you describe the change in the amount sponsors/CROs are using decentralized or remote monitoring?

Answer	%
Increasing	90.11%
Decreasing	2.20%
No change	7.69%
Total	100%

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How would you describe the change in your site's workload related to decentralized or remote monitoring activities?

Answer	%
Increasing	77.90%
Decreasing	5.52%
No change	16.57%
Total	100%

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Have you requested compensation for the additional increase in your site's workload related to decentralized or remote monitoring activities?

Answer	%
Yes, from all studies that required increased labor	32.86%
Yes, from some of the studies that required increased labor	28.57%
No	38.57%
Total	100%

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Are you receiving compensation for the additional work?

Answer	%
Yes, for all studies where me requested increased compensation	5.76%
Yes, for some studies where we requested increased compensation	38.85%
No	55.40%
Total	100%

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Has your site had to purchase or invest in non-trial items (PPE, sanitizing equipment screens, etc) due to COVID?

Answer	%
Yes	88.24%
No	8.09%
Unsure	3.68%
Total	100%

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Have you requested reimbursement for these items?

Answer	%
Yes	27.35%
No	59.83%
Unsure	12.82%
Total	100%

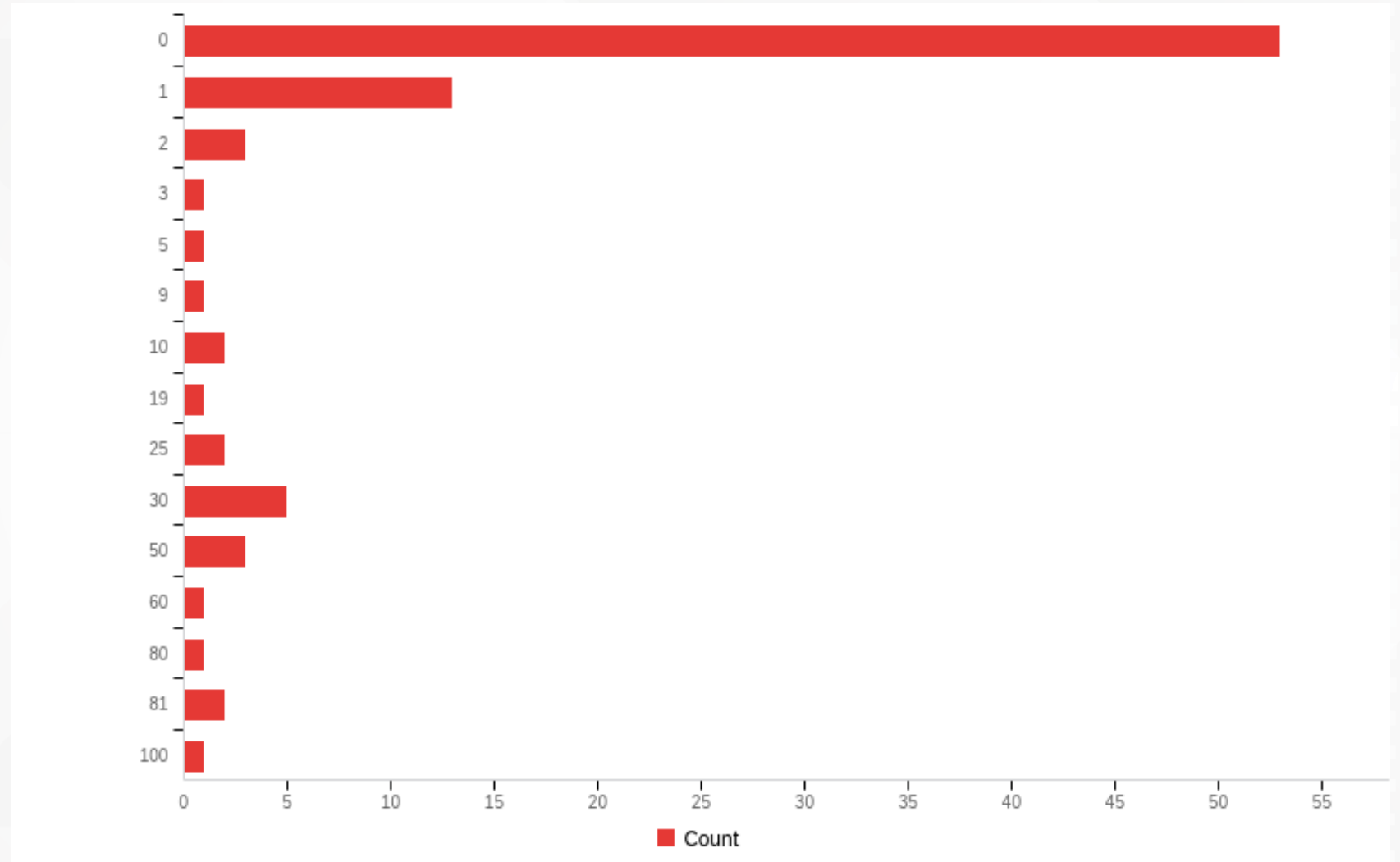
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What percentage has been reimbursed?

Field	Mean
Percentage reimbursed	9.19

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What are your thoughts?

- Teams
- Hellos and Get to Knows
- Discussion points:
 - Are your terms hurting outcomes?
 - What sites want sponsors and CROs to know about their next contract.
 - How solution providers impact CTAs and what they should know.

