

# SPONSOR TRENDS IN INVESTIGATOR SITE PAYMENTS

The increasing number of clinical trials (and therefore investigative sites) is contributing to the complexity of trial execution, including investigator site payments. In a recent survey distributed by FierceBiotech, Bioclinica asked sponsors about their challenges and experiences with site payments.

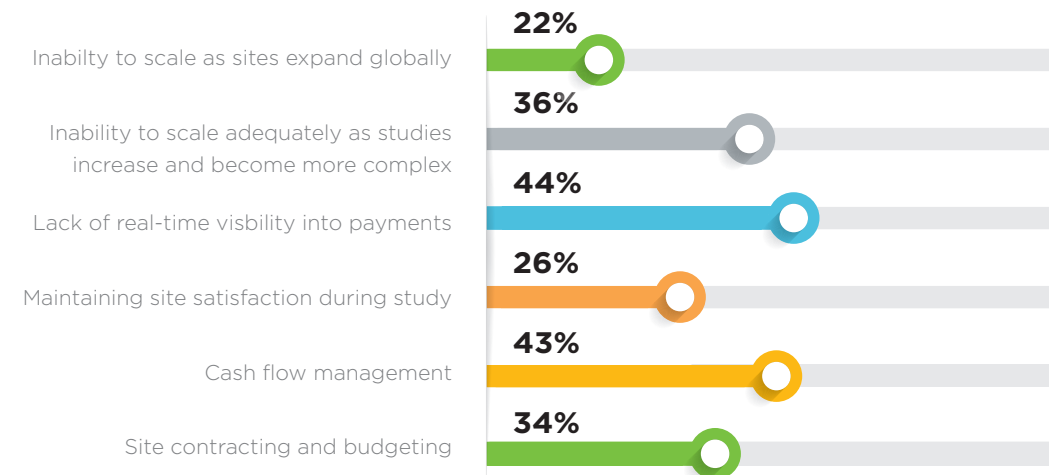
Conducted in **April 2018**

**149 sponsors** responded

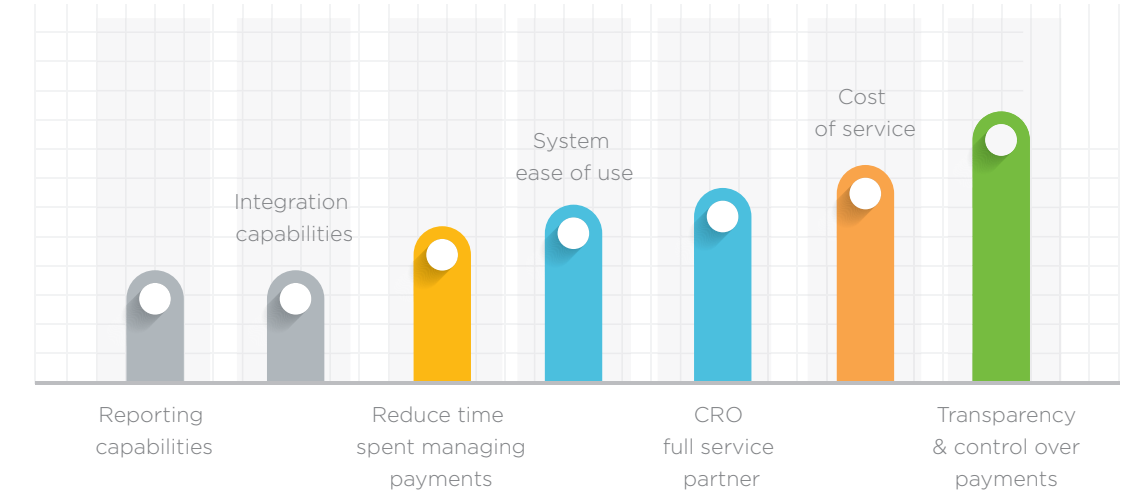


## CHALLENGES WITH SITE PAYMENTS

Lack of real-time visibility into payments and cash flow management were the most commonly reported challenges sponsors face with site payments.



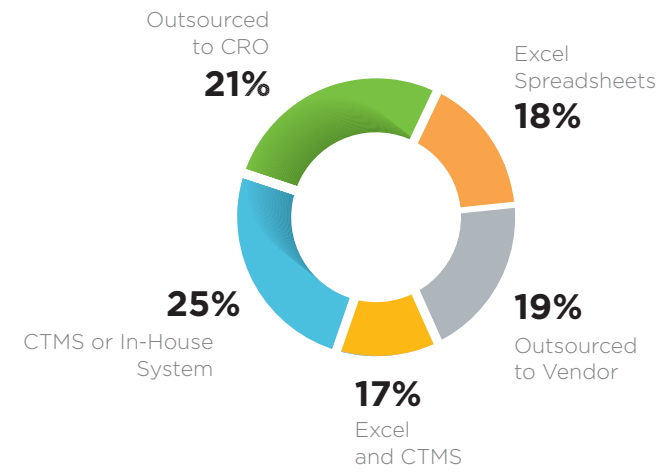
This was supported by the majority of sponsors responding that transparency and control of payments was the most important criteria for choosing the current method of site payments.



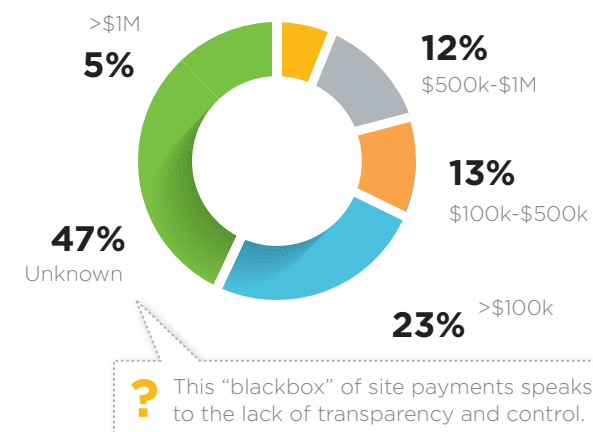
## MANAGEMENT OF SITE PAYMENTS

Although a CTMS or in-house system was the most commonly reported single method (25%) to manage site payments, the use of Excel spreadsheets, either alone or in combination with a CTMS, was reported by 35% of respondents.

Current Management of Site Payments

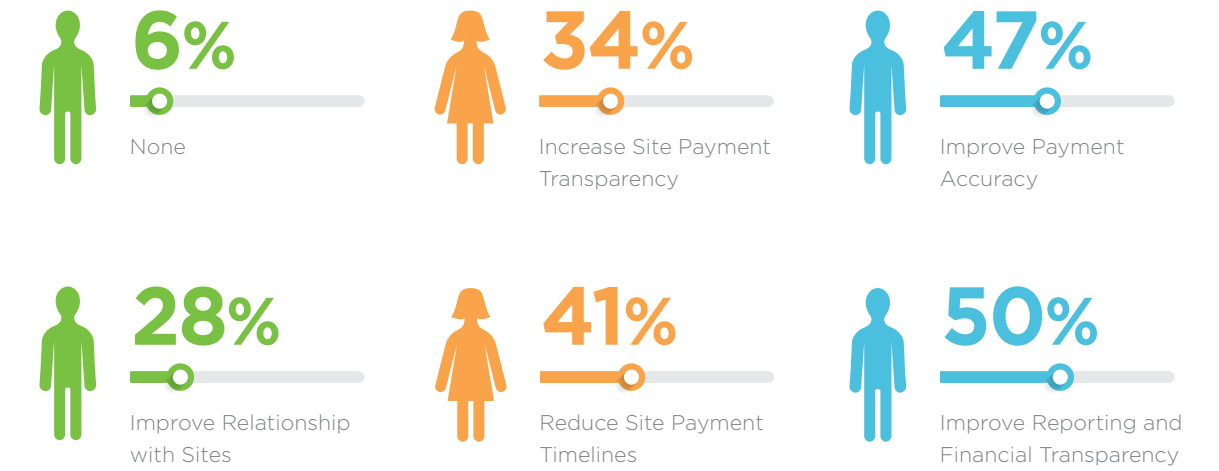


Estimated Overspend Due to Payment Errors and Inefficiencies



## FUTURE OF PAYMENTS

SPONSORS WANT TRANSPARENCY OF THE PAYMENT PROCESS AND CONTROL OVER THEIR CASH FLOW.



## BENEFITS OF AUTOMATED TECHNOLOGY & WORKFLOW

HAVING MORE INNOVATIVE METHODS CAN BE CRUCIAL TO ACHIEVE TRANSPARENCY AND CONTROL FOR A SPONSOR TRYING TO RUN MULTI-SITE TRIALS.

- Better payment accuracy
- Fewer payment errors
- Real-time data about payment status
- Less time reconciling payments
- Better cash management
- Increased site satisfaction
- Reduced operational burden of invoicing
- Payments based on entered data

LEARN MORE ABOUT HOW TO MAKE YOUR PAYMENT STRATEGY MORE TRANSPARENT & IMPROVE YOUR CASH FLOW

CONTACT US @ [BIOCLINICA.COM/CONTACT](https://www.bioclinica.com/contact)