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First Contracts, Then Patients: Newly Released Findings on Site Contracting Practices

CHICAGO, Illinois, December 9, 2009 – Findings from a newly released study by KMR Group found that the time it takes to get a site contract approved is 5 to 6 weeks on average. The time has remained steady from 2006 to 2009. The study, which included major pharmaceutical companies, focused on understanding how well companies were able to get sites up and running with respect to the contracting process. The study examined contracts during the 2006 through 2009 time period.



To the extent companies can reduce the contracting process, they can in turn reduce all around recruitment cycle time -- the **key** component and most time consuming portion of a clinical trial. Current recruitment times average about 50 weeks for all phases, patient trials (source: KMR Group's Enrollment Metrix program). Less start up time ultimately increases on market patent life and optimizes use of critical resources.

In addition to the overall contract time, the study found timing differences across geography, therapy and the type of site being engaged. For example, significant differences in performance were found between institutional versus independent sites. Cycle times at institutional sites (e.g., hospital, academic center, VA) are longer and have a larger variance than those from independent sites. Also, institutional sites have significantly longer cycle times in the Northeast and Midwest.



With respect to therapy areas, cycle times for contracts associated with Oncology trials are more than 2 times as long as those associated with Lipid & Metabolic trials. The study also found that there is a considerable amount of variance between pharma companies, with some showing consistently better performance, demonstrating that best practices can lead to improved performance.

To find out more about this recent study, KMR's Enrollment Metrix program or its Enrollment Insights Study, contact: Lyndsey McKay, Marketing Associate Tel: (312) 795-0400.

About KMR

KMR has been working exclusively in the biopharmaceutical R&D industry since 1990. KMR is a leader in benchmarking, analytics and performance management. With an exclusive focus on biopharmaceutical R&D, KMR provides industry with the experience and knowledge to produce clear and uncompromising results in the form of reports, tools and presentations. We use our extensive, unparalleled datasets and experience within the industry to add value to the most pressing business questions. Please visit our website at <http://kmrgroup.com>

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