

A Case Study

How To Use Your Own Clinical Data To Track Investigator Grants



AUXILIUS

10

PM

DO YOU
KNOW
WHERE YOUR

INVESTIGATOR GRANTS

ARE?



"Abdomen MRI
with Contrast"

Site CTA



"MRI of Liver"

EDC



"Patient Imaging
/ MRI Fees"

**Payments
Reporting**

Why visibility into investigator grants matters



Site Relationships



Payments Accuracy



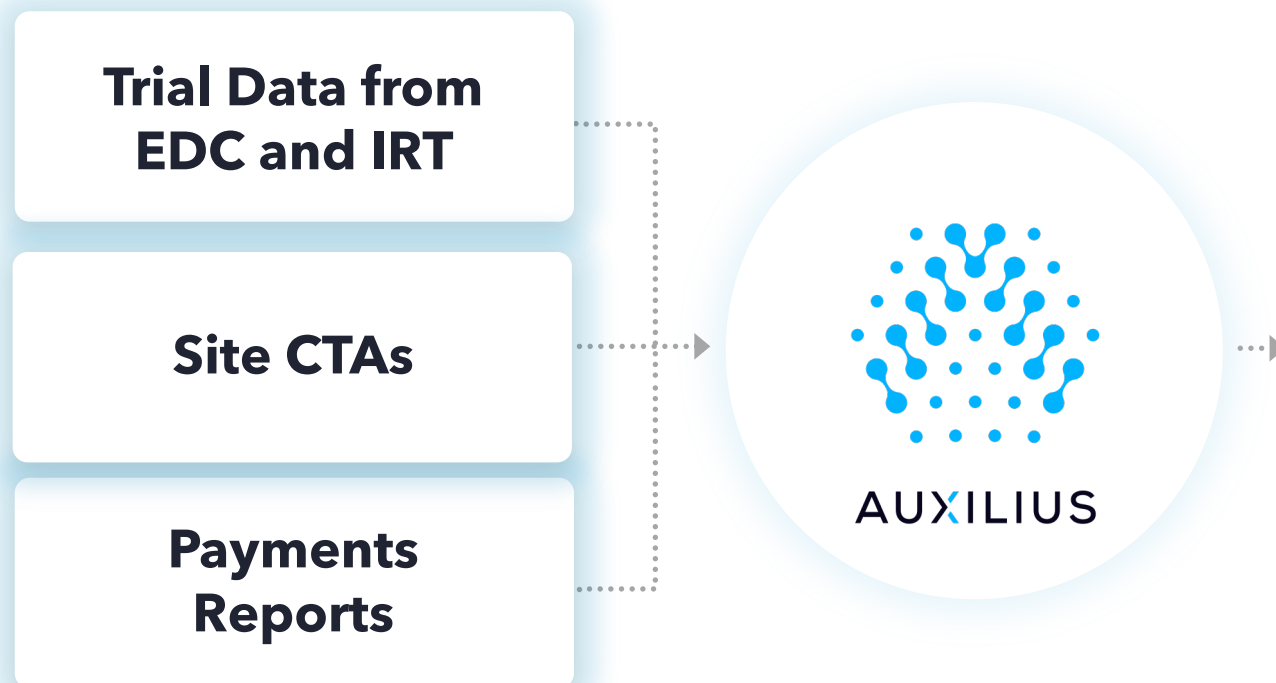
Budget + Forecast Confidence

Case Study:

Large BioPharma

- › Therapeutic Area: Oncology
- › \$2B R&D Spend
- › 60 Active Studies

Combine clinical and budget data to give visibility into trial progress and spend



Internal Forecast

Activities	Expenses LTD	Invoiced LTD	Net Change in Accruals	Accrual LTD
Assay Development	_____	_____	_____	_____
Central Lab	_____	_____	_____	_____
Clinical Pharmacology Vendor	_____	_____	_____	_____
Clinical Supply Vendor	_____	_____	_____	_____
European CRO Services	_____	_____	_____	_____
Packaging/Storage Vendor	_____	_____	_____	_____
Patient Referral Vendor	_____	_____	_____	_____
Primary CRO	_____	_____	_____	_____
Specialty Lab	_____	_____	_____	_____
Test Vendor KL	_____	_____	_____	_____

Invoices and POs

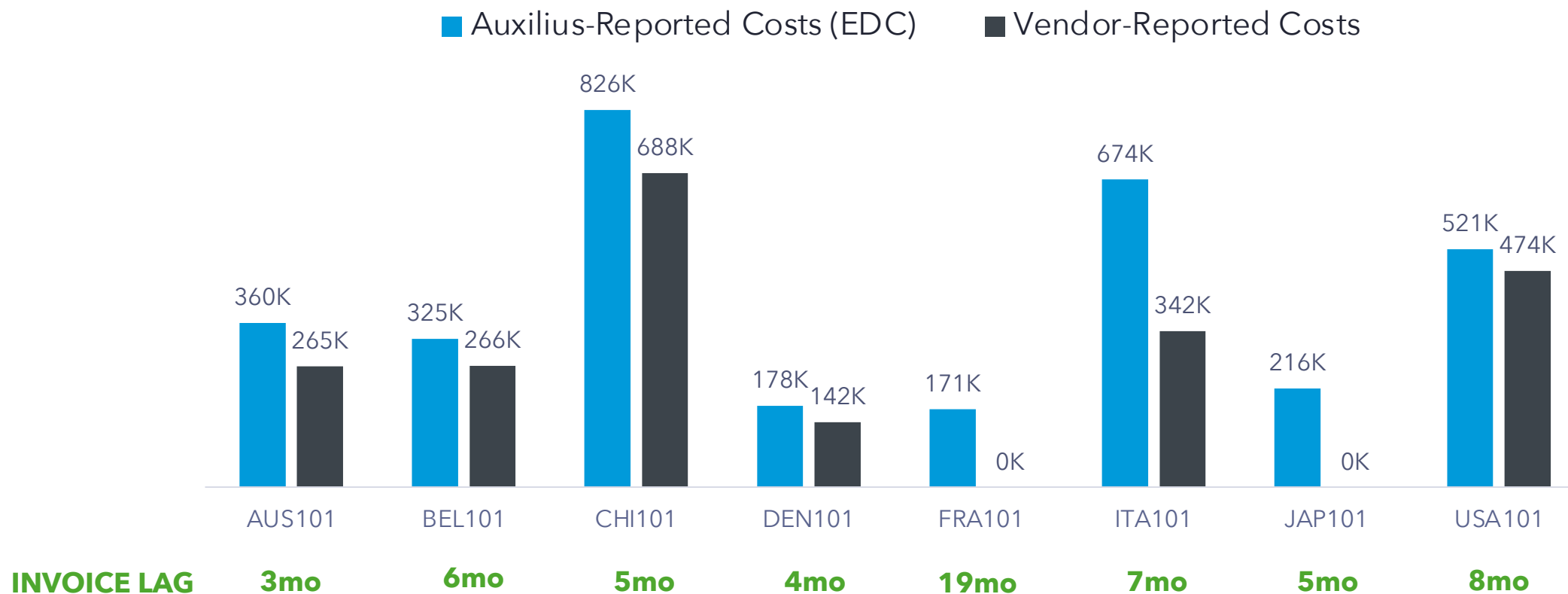
Vendor estimates

Clinical data (EDC)

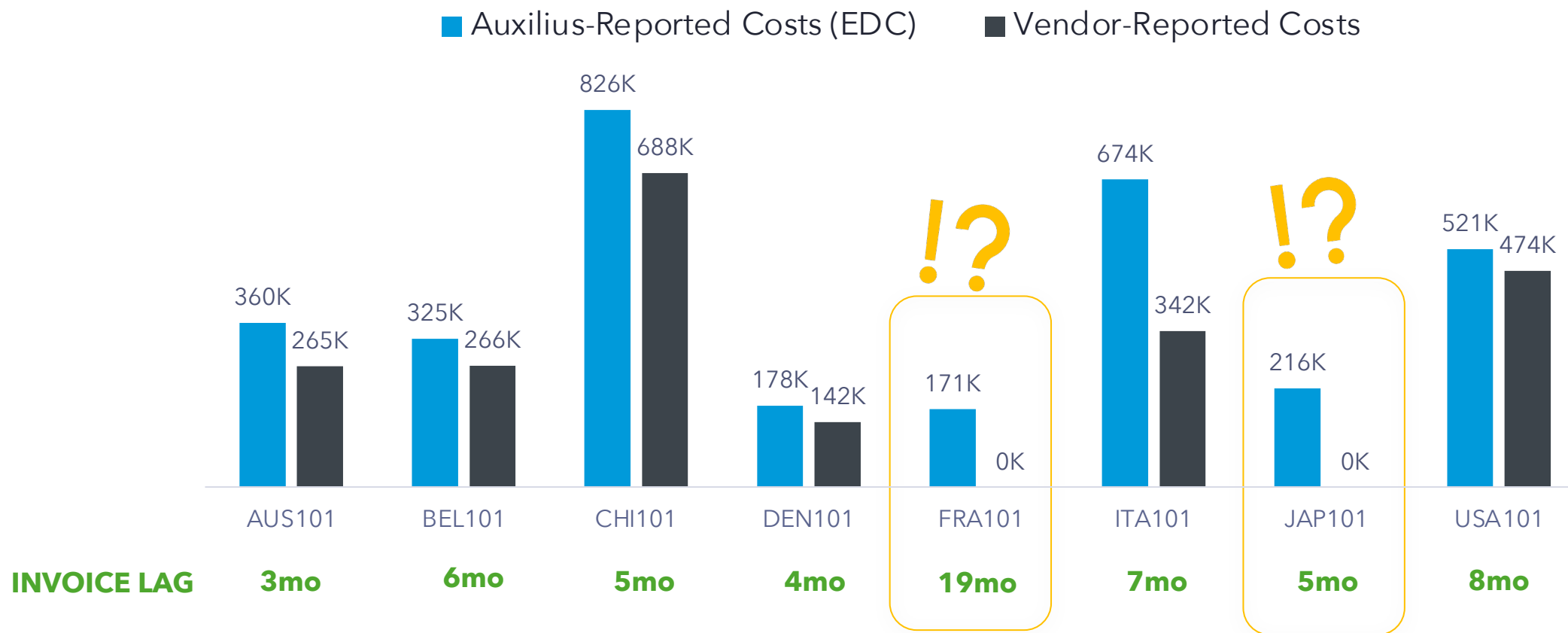
- › Site Payment Validation
- › Investigator Budget Visibility
- › Automated Investigator Forecast



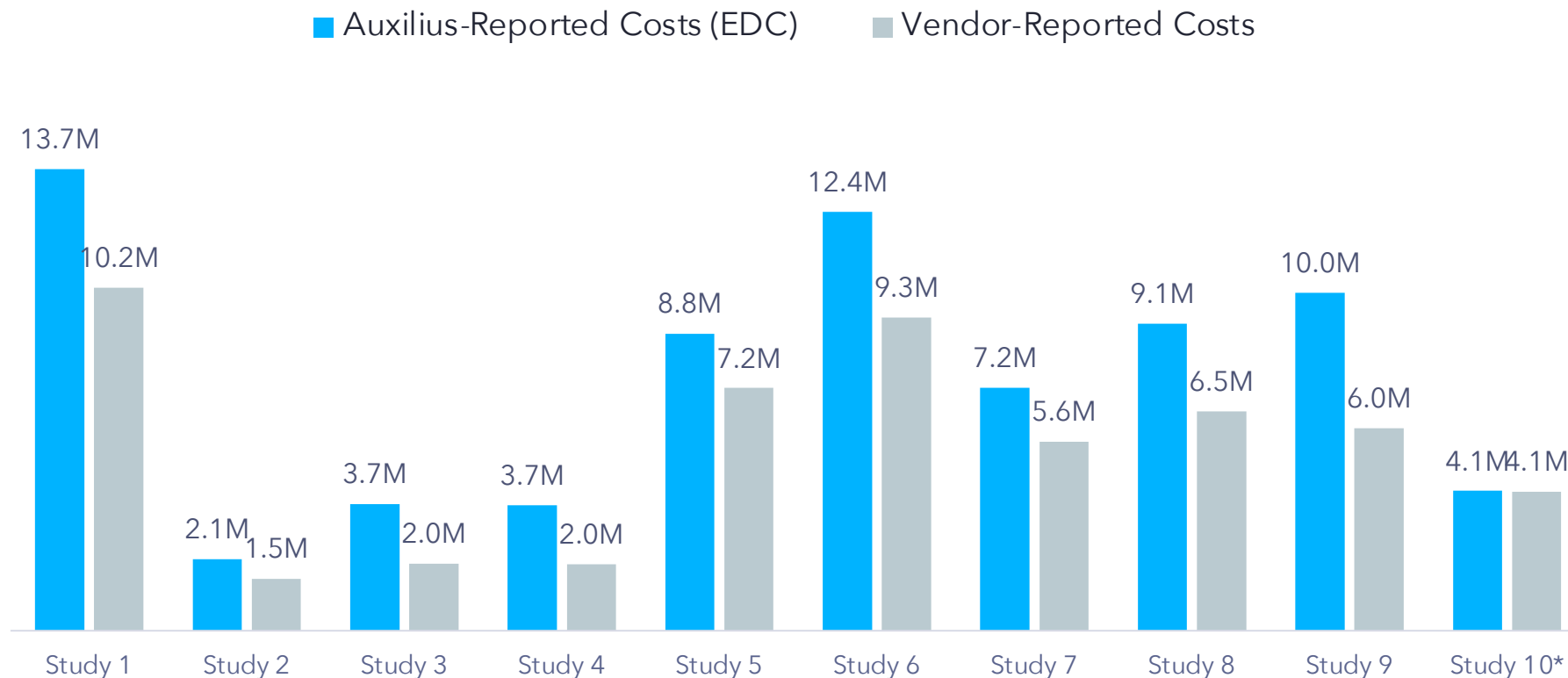
Costs reported and invoice timing across sites



Costs reported and invoice timing across sites



Portfolio-level Impact

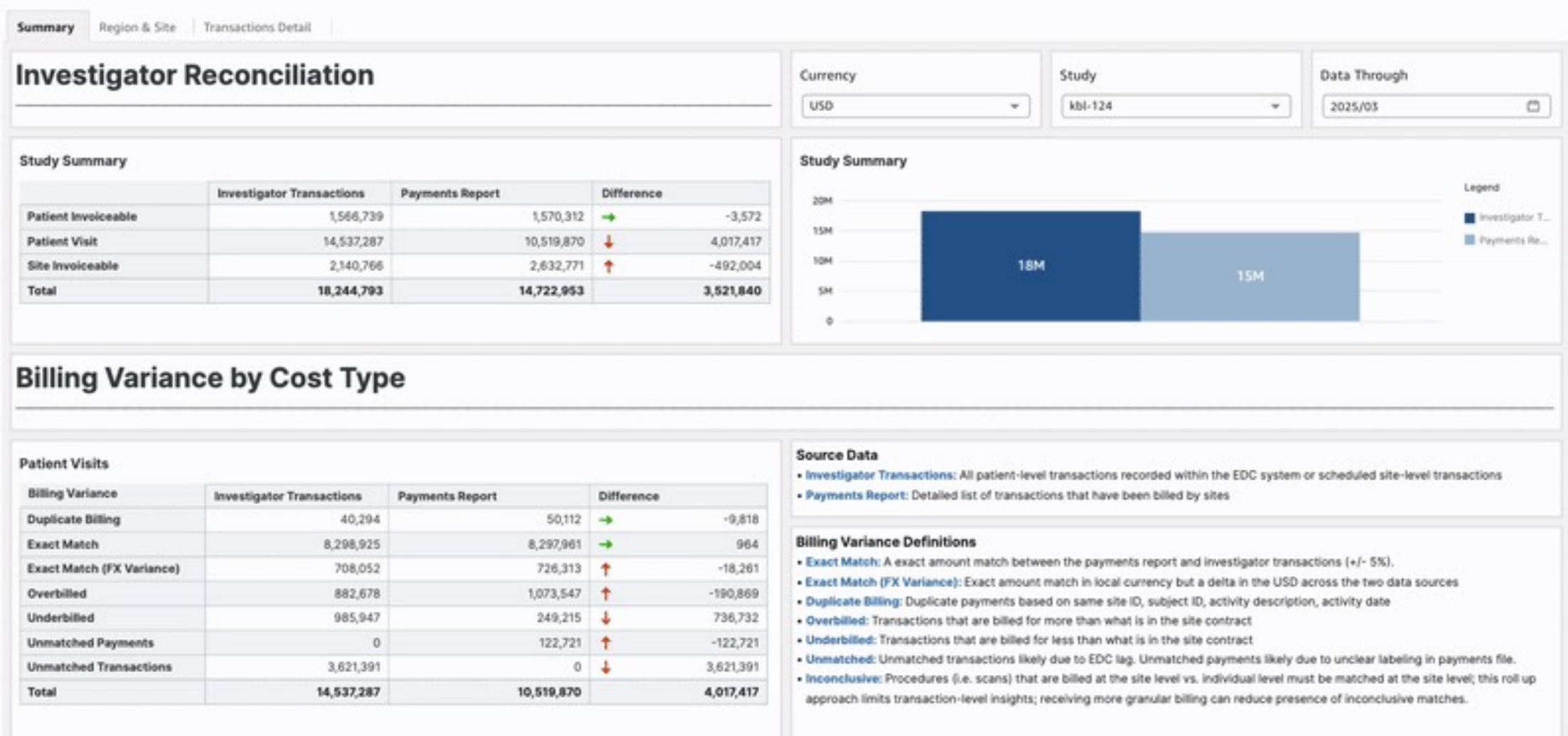


Cross-portfolio unlocks:

- › Cash mgmt.
- › Trend visibility
- › Structured data

44% Average variance between real-time clinical data and Payments Report

Harnessing the power of your data



Other findings

>7

months between procedure and payment date

3

sites billing for incorrect patient group costs

18

of 25 sites (with patient invoiceables) have not billed for invoiceables to date

\$0

amount French and Japanese sites have billed (vs. ~\$1.5M in expected costs)

To bring it all together...

1. Lack of visibility into investigator grants threatens your site relationships (and the accuracy of your budgets)
2. You already have the data you need (you just need to integrate it)
3. Bringing together this view helps you confirm sites are being paid accurately and get a better view of where your grants are today

Thank you!



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President & COO, Auxilius



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