Case Study: BSA Renegotiation

Your site’s budget is our top priority

Situation

A sponsor implemented protocol amendment:

- Changed lab requirements
- Added PK procedures to 3 visits

The lead coordinator alerted BTC that:

- Changes increased timelines for preparing source documents & IRB submissions
- PK visits time intensive
- Reimbursable screen fails already exhausted

Challenge

- BTS was responsible for negotiating study
- Independently, the site proceeded with budget negotiations:
  - CTA finalized
  - No signatures from either party
  - BTC intervened at site’s request & transparently worked with the site and sponsor to increase budget

Results

In a 20 minutes sponsor phone call, BTC increased:

- The per patient budget from $65,860 to $72K
- Study start up from $5K to $9K
- Several pass through items & added rater training to $3,600