

10 REASONS TO JOIN A SITE NETWORK

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As competition for studies among research sites increases, site networks are playing a larger role in the clinical trial industry. FierceBiotech reports that “Site selection can affect a study’s timeline, budget and data quality. The need to choose sites again for each new study is often time-consuming and inefficient. Moreover, the increase in the number of clinical trials as well as the different exclusion and inclusion criteria across trials have created challenges for selecting sites that perform well. Global site networks can effectively address these concerns...”¹ See why a site network would benefit your research site.

1. EXPANDED BD TEAM:

A network offers sites an expanded Business Development Team. Network BD teams are focused on funneling competitive studies to sites, whereas most sites must divide their time between conducting awarded trials and gathering new leads. By outsourcing BD efforts, sites access more opportunities without the cost of hiring dedicated staff.

2. ACCESS TO NEW CLINICAL TRIAL OPPORTUNITIES:

A Network Offers Expanded Opportunities for Sites. Networks are constantly working to build relationships with a wide variety of study sponsors, including smaller and lesser known biotechs. By joining a network, sites profit from these relationships, giving them access to a wider range of companies than feasible through individual outreach. Joining a site network is a great way for research sites to gain credibility, and sponsors and CROs often look to site networks first to find sites to conduct their trials. Site networks secure hundreds of new study opportunities every year, so joining a site network is a great way for research sites to find new avenues for pipeline development.

3. COMPETITIVE INTELLIGENCE:

Because the network communicates daily with hundreds of industry leaders, networks can alert sites to upcoming study opportunities before they are widely publicized. This information is invaluable; submitting early in the feasibility process is one of the best ways for sites to get awarded more competitive studies.

4. SINGLE POINT OF CONTACT:

Networks increase efficiency by recommending sites for study leads through a single point of contact. Sponsors love this, because it makes their job easier. Sites love it because it lands them more studies with less effort. Effective communication between research sites and sponsors/CROs can streamline study start-up times, a worthwhile goal for sites.

5. A NETWORK IS IDEAL FOR NEW THERAPEUTIC AREAS:

Even well established sites have difficulty winning studies in new indications, often because it requires building connections with new and unfamiliar companies. By casting a wider net across the clinical trials industry, networks can provide study leads in almost any therapeutic area, in a timely manner.



¹<https://www.fiercebiotech.com/sponsored/why-choose-a-site-network-for-your-clinical-trials>

6. SITES BENEFIT FROM A NETWORK'S REPUTATION:

Networks become successful because sponsors and CROs view them as efficient and reliable. Therefore, sites that submit through a well-known network often enjoy a competitive advantage over sites that submit to sponsors directly.

7. A NETWORK INCREASES SITES' VISIBILITY.

Networks help create bridges to key sponsors and CROs through constant promotion of their sites' capabilities and experience. Sites in networks can use this increased visibility across the industry to forge new partnerships.

8. CONSULTING WITH A NETWORK CAN IMPROVE SITE OPERATIONS.

Many site networks offer standardized operating procedures that sites can implement to enhance their efficiency. Sites can develop new strategies for growth through consultations with a network, benefiting from the network's wider view of industry trends and practices.

9. A NETWORK HELPS SITES MEET THEIR FEASIBILITY DEADLINES.

Never miss a study opportunity because it got lost in your inbox! Most networks track study leads throughout the feasibility process, to site selection.

10. CENTRALIZED ADMINISTRATIVE FUNCTIONS:

For many research sites, administrative functions can sometimes be pushed to the back burner. Often, sites would rather focus on their patients and research, which makes finding time for administrative tasks difficult. In addition, they may not have allocated staff to focus on exclusively on administrative functions. Another great benefit of site networks is that they offer many services to help centralize administrative functions including centralizing account receivables and financial services, business development, and contract and budget negotiations. This provides sites with the necessary bandwidth to focus on what is most important to them.

No two research sites are identical and finding what works for one research site may be different for another. Site networks are a powerful way for research sites to find what workflows work for them, all while streamlining their study start-up processes, building meaningful relationships with sponsors and CROs, and most importantly with you, the site.

Want more information about site networks? ClinEdge Network has been successfully representing sites across North America for over nine years. [Contact us to learn more.](#)

