



# Budget Negotiations Cases from Practice

AGAH Study Nurse Forum

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Metrics

# 1. EMOVIS GMBH

# emovis | Metrics Study Site



<b>Name:</b>	emovis GmbH
<b>Type:</b>	Study site, outpatient, including a sleep lab dedicated solely to clinical trials
<b>Founded:</b>	2001
<b>Phases:</b>	Phase II-IV, Phase Ib (3-bed-unit)
<b>Trials conducted:</b>	~ 250
<b>Patients enrolled:</b>	~ 7,200
<b>Indications:</b>	~ 120
<b>FDA-Inspection:</b>	2013, without issuing a Form 483
<b>Achievements:</b>	Clinical Research Site Award 2016
<b>Best case:</b>	848 patients as single site in a vaccination trial



## Homecare Visits

- In-home visits for clinical trials in 13 European countries
- Especially for: Elderly, Pain patients, vulnerable population, rare disease, oncology
- ~ 100 projects conducted
- **Large network of nurses (NOT STUDY NURSES)**
- Since 2012

## camovis GmbH

- Flying Study Nurse Service in Germany
- Site support conducting all study related tasks (except the physician's work) – at Hospitals, physician's wards, other sites
- **Good job opportunities for STUDY NURSES**
- Since 2014



My approach

## **2. BUDGET NEGOTIATIONS**

## 2.1 My approach



- I always make a calculation of the project on my own according to the protocol and flow chart.
- Then I add an overhead.
- In the second step I check the expectations of the sponsor. This makes it easy to find gaps, misunderstandings or different point of views.

→ **CONTRACTS & BUDGETS: DO IT IN ENGLISH!**

## 2.2 Visits, Other, Overhead



- Every sponsor/every CRO is different in how they present a budget. (Based on GÖÄ, on hourly rate, overhead included/to be added, procedure, non procedure, SF-rate ...)
  - **Ask! Try to find out WHAT they did!**
  - Check if the budget fits your setting – if not: add & explain! (**Admin:** Set up, Close out, Archiving | **Pass Through:** Advertising | **Optional costs:** ICF-renewal, SAE-Reporting, SAE-Follow up ... | **Overhead**)
- NO ONE WANTS YOU TO WORK FOR FREE – BUT YOU'RE THE ONE WHO HAS TO ADDRESS



## 2.3 Negotiations during project



- Yes, it is possible to renegotiate during an ongoing project missing tasks or low rates
- **Continuously check, if the budget fits. Find tasks which are out of scope!**
- Tell the Sponsor/CRO how things are going at your site – be transparent.

→ IT IS ALWAYS EASIER, IF THEY REALLY NEED AND APPRECIATE YOU.

## 2.4 Results of Negotiations



- Best side worldwide: 390 patients → Archiving?
- Dermatological Study: 2.830 → 3.600 per compl. Patient (with 120 patients: 339 T € → 432 T €)
- Compensation of No-show-rate (Pre-Call)
- Change of amount for visit and PSG-night
- Shifting budget from V1 to V 10 ...

→ ALMOST ALWAYS THERE IS SPACE FOR NEGOTIATIONS



What you give ...

## **3. SUMMARY**

# 3 Summary



- **CONTRACTS & BUDGETS: DO IT IN ENGLISH!**
- **NO ONE WANTS YOU TO WORK FOR FREE – BUT YOU’RE THE ONE WHO HAS TO ADDRESS IT**
- **IT IS ALWAYS EASIER, IF THEY REALLY NEED AND APPRECIATE YOU**
- **THERE IS ALMOST ALWAYS SPACE FOR NEGOTIATIONS**
- **SAY NO | WHAT YOU GIVE IS WHAT YOU GET**

# Thank you for listening!



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