

# CRO InClin Simplifies Budgeting and Site Negotiations with GrantPlan

As a full-service CRO that handles all aspects of Phase I to Phase IV clinical trials, InClin must be able to accurately forecast and manage budgets from proposal to close-out. This can be a challenging task, especially for complex, years long trials involving thousands of participants across dozens of countries. But thanks to its experienced contract-management team and tools like GrantPlan from IQVIA, InClin consistently creates competitive budgets that meet sponsor expectations and avoid surprise costs during trials.



## Accurate budgets from the start

For CROs like InClin, budgeting begins during the proposal phase. Using GrantPlan helps InClin simplify the budgeting process and save time, especially compared to manually tracking down cost data and building budgets in spreadsheets. The tool has been used to create more than 650,000 finalized budgets and draws from the most robust data sources in the industry across more than 5,500 indications to create fair-market-value itemized costs.

“We enter variables from the sponsor’s protocol into GrantPlan, including the type of study, procedures involved, site locations and patient count,” said Crystal

Story, contract manager for InClin. “We can then view cost estimates from the low to the high end. Or we can be more precise, like identifying cost estimates at something like the 70<sup>th</sup> percentile. We appreciate this flexibility, because there can be a large disparity between medium and high-end costs. You often want something in between them.”

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As part of the budgeting process, GrantPlan helps Story and her team account for the many nuances that can impact budgets. For example, studying rare diseases that have smaller patient populations or involving sites in large coastal cities can increase costs.

“GrantPlan helps us create budgets that are reflective of all the different types of studies we do,” Story said. “And it’s not just for clinical trials in the U.S. We do a lot of global studies, and GrantPlan enables accurate and efficient budgeting for those as well. I just add the countries included in the study, and GrantPlan creates budgets for each country based on the variables we’ve entered.”

When InClin is awarded a contract for a clinical trial, the contract manager revisits and revises the proposed budget if needed to make sure costs are still current. Sometimes, contracts are awarded more than a year after a proposed budget is created. GrantPlan refreshes its data quarterly, helping the team identify where costs may have changed.

Having access to accurate, up-to-date cost data also supports InClin’s playbook approach, which involves creating some wiggle room in budgets so the CRO can negotiate contracts with sites.

“By knowing what range our budget can stay in, we can negotiate costs with sites without needing to involve the sponsor or get their approval for every change,” Story said.

## Lasting value across clinical trials

While GrantPlan is relied upon heavily during budgeting, it also provides value through the duration of a study.

Clinical trials are rarely short or static endeavors. They experience changes and can run for such long stretches that they require updated budgets. In these instances, GrantPlan helps contractors work with the latest data.

“Additional procedures are often introduced to clinical trials, requiring us to amend budgets to incorporate those costs,” Story said. “In one clinical trial we’re supporting now, we’re on our 10<sup>th</sup> amendment.

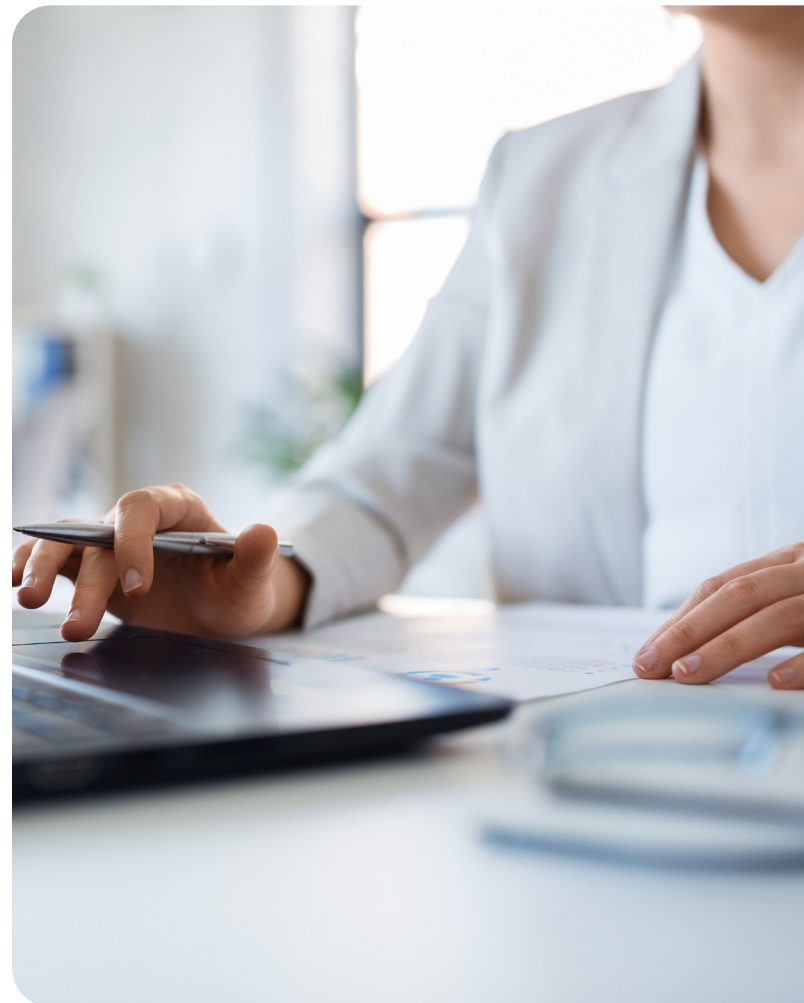
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GrantPlan gives us current data for these costs. Meanwhile, another trial we’re supporting is now in its fifth year. When we add new sites to the study, I get the latest cost data from GrantPlan.”

The ability to create accurate budgets and stick to them also supports smooth trial execution and stronger relationships with sponsors.

“One study we’re doing right now has well over 100 sites, and it’s stayed right on track with the costs that we identified up front in GrantPlan,” Story said.





## A user and a contributor

Story doesn't just use the GrantPlan tool — she's helping it evolve with the needs of her team and the CRO community. She's had multiple interactions with IQVIA to help enhance its outputs and overall use.

When inflation was increasing in recent years, Story said IQVIA was receptive to her feedback about the growing cost of clinical trials.

"The standard overhead costs of clinical in the U.S. had been 28%, and that's gone up to 33%," Story said. "IQVIA and the GrantPlan team listened to us and made the corresponding adjustments to reflect these increased costs in their tool."

This is an example of how IQVIA took a client's concern and re-reviewed the most recent industry data to assess changes. As a result, overhead rates were updated based on both client feedback and IQVIA's commitment to providing reliable, industrywide data. This reflects how IQVIA values client input while maintaining data integrity.

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Story has also tested and provided feedback on in-development features in GrantPlan that could improve how her team plans and manages budgets in the future.

"I've had the opportunity to test enhancements, and the GrantPlan team has been receptive and supportive of my feedback," she said. "And that's representative of all our interactions with IQVIA. They've always been helpful, knowledgeable and responsive to our questions."

## Trusted data from a trusted name

GrantPlan doesn't just help create budgets — it builds trust. To date, the tool has been used to negotiate 38 million data points in studies spanning more than 200 geographies. In some cases, questions arise about budget numbers, and the tool's reputation speaks for itself.

"Sites will sometimes ask how we arrived at certain costs," Story said. "We'll say we got them using GrantPlan, and that's all they need to hear. They know GrantPlan is a well-established tool in the industry, and its data comes from sites and studies around the world. Its name alone can align people on budgets."

— Crystal Story