






ICE Global Streamlines Contracting Process

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Sponsor Adopts Harmonized Global Site Contracting Strategy in Partnership with ICE Global Consulting, Inc.

Mid-sized Sponsor utilizes multiple CROs to negotiate site contracts and budgets. Varying processes are followed, leading to inconsistencies across contracting terms with the same sites.

Challenge	Solution	Outcome
 <ul style="list-style-type: none"> • Independent processes utilized by the CROs brought in to support study start-up and site contracting activities. • Sponsor clinical operations and legal teams overburdened with unnecessary and duplicate escalations. • Contract escalations lack proper context, justification, or helpful suggestions in order to support Sponsor teams to make quick and informed decisions. 	 <ul style="list-style-type: none"> • Create Functional Service Provider team model fully dedicated to Sponsor site contracting portfolio and acting as an extension of their team, fully adapting to Sponsor's processes. • Streamline Budget negotiation parameters and CTA fallback playbook to be applied across all studies. • Integrate strategic contract review and communication plan to significantly reduce number of required escalations. 	 <ul style="list-style-type: none"> • Integrated performance data reported on regular cadence leading to a partnership built around transparency, trust, and continuous improvement. • Applied negotiation efficiencies lead to minimal escalations to Sponsor clinical operations and legal teams. • Harmonized processes resulted in a reduction of hand offs and touch points in the process - reducing overall cycle times.

For more information, visit www.iceglobalconsulting.com or email us at info@iceglobalconsulting.com

