

What Am I Missing Here?

Thought-Provoking Questions for the Clinical Research Industry

By Norman M. Goldfarb

145. Measure twice, cut once

Many CROs generate 25% of their revenue from change orders, in part because of unforeseen circumstances, in part because of poor study design, and in part because of low-ball bids to get the business (and worry about change orders later). This statistic recommends more attention to a "do it right the first time" strategy. What am I missing here?

Do you know a better way? Is something getting under your skin? Please send your ideas for future columns to ngoldfarb@firstclinical.com.

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