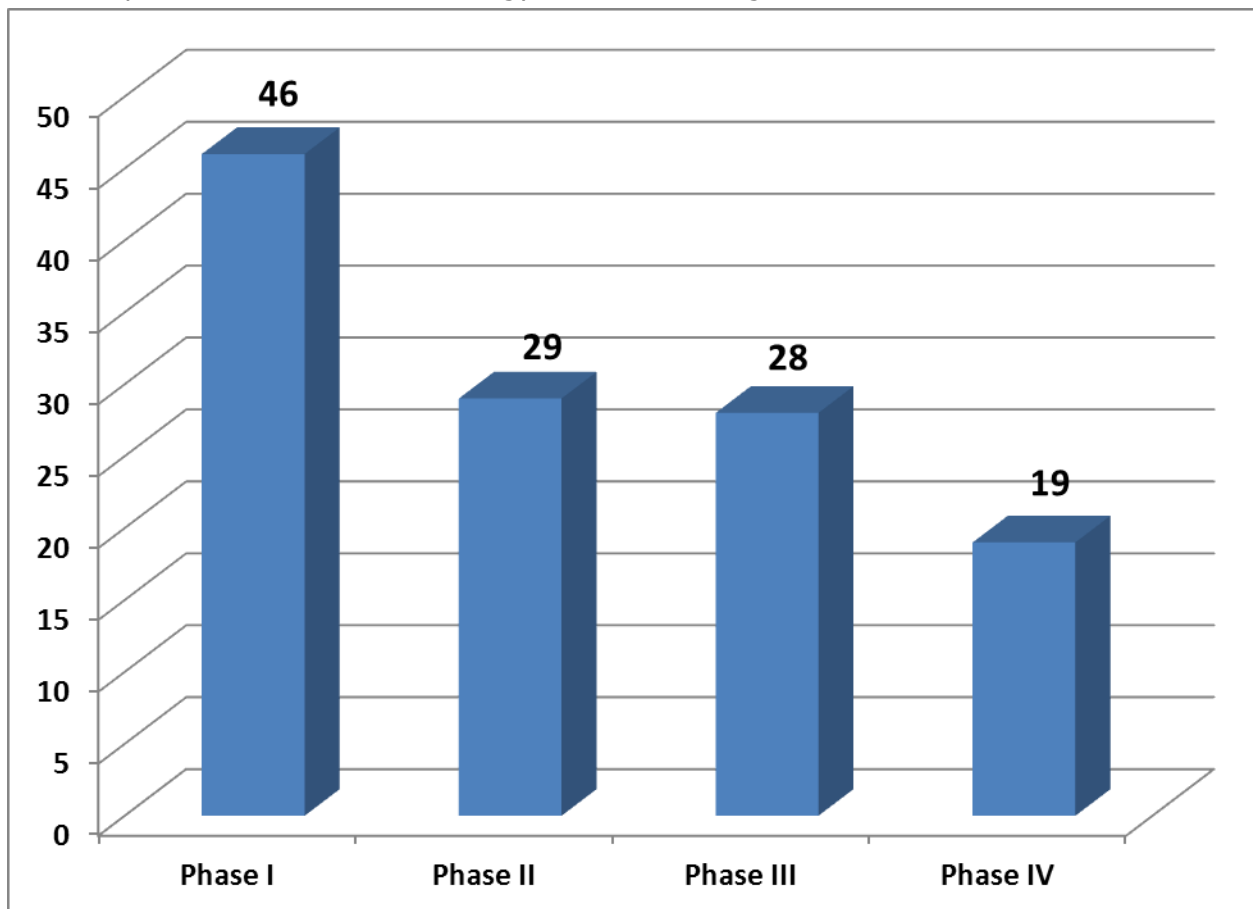


Spotlight on Site Budget Negotiation Cycle Times

The median cycle time for negotiating budgets with sites varies across study phases. Phase I budgets, typically the most complex, take the longest time to negotiate (46 days). Phase IV budgets, typically the least complex, take the shortest time to negotiate (19 days). Phase II and Phase III budgets, typically moderately complex, take an intermediate time to negotiate (29 and 28 days, respectively).

Site Budget Negotiation Cycle Time by Phase

(median averages, all therapeutic areas, all regions, industry-sponsored pharmaceutical, biotechnology, device and diagnostics studies, 2010-2015)



Source: IMS Grant Plan's "Online Negotiator"

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