

*Do we really know what the fair market values are for country-level procedures?*

*Can we negotiate confidentially and efficiently with multiple sites around the world?*

*Is there a more efficient way to track negotiations across sites?*

# Better answers inspire confident budgeting negotiations with sites

Ensure smart, accurate, efficient investigator grant budgeting and negotiation management with **IMS Health GrantPlan<sup>TM</sup>**

Market pressures make  
**grants**  
more difficult to  
negotiate every year:

- Grant payments are increasing an average of 7% per year
- Complex protocols pose challenges for costing out fair market value
- Increased compliance required for the Sunshine Act and global equivalents

Negotiate grants with absolute confidence. **IMS Health GrantPlan** shows you exactly what sites are being paid for studies like yours. Budget and view costs from every angle — by procedure, visit, patient, country, site or investigator. Our global data covers a wide range of countries, phases and therapeutic areas. It's drawn from the world's largest pharmaceutical, medical device and biotech companies as well as CROs.

You get access to:

- Current and historical data
- U.S. and global data, including emerging countries
- Cost per procedure, per visit, per patient
- Real-time, dynamic negotiation with investigators
- Flexible scenario planning

IMS Health GrantPlan<sup>TM</sup>

Negotiate grants  
with absolute  
confidence

**DATA,  
ANALYTICS +  
TECHNOLOGY**

## THE LARGEST DATABASE OF GRANT COSTS IN THE WORLD

**IMS Health GrantPlan** addresses the largest data source anywhere. It's the only place you can gain access to current, de-identified, safe-harbor information about grants negotiated directly with pharmaceutical clients as well as with CROs. (CROs complete more than half of all studies globally). This insider information is available nowhere else.

# Model alternative options; compare instantly with easy-to-understand visual displays

Cost Per Patient Calculator <span>Edit</span>								
Country	Cost Per Patient	Number of Patients Per Site	Additional Cost	Number of Sites	Total Cost Per Country	Low	Med	High
<b>China</b>								
Base Study	Y 57,535	15		12	Y 10,356,260	Y 6,014,520	Y 7,412,040	Y 9,111,420
PK/PD Substudy	Y 60,551			12	Y 0	Y 0	Y 0	Y 0
Sub-I payment	Y 14,656	10		12	Y 1,758,670	Y 1,029,120	Y 1,261,800	Y 1,583,640
<b>Site Costs</b>			Y 38,095	12	Y 457,140	Y 199,584	Y 317,928	Y 457,140
<b>Country Costs</b>			Y 21,300	12	Y 21,300	Y 0	Y 0	Y 0
<b>Sub-Total China:</b>					<b>Y 12,593,370</b>	<b>Y 7,243,224</b>	<b>Y 8,991,768</b>	<b>Y 11,152,200</b>
<b>Denmark</b>								
Base Study	Dkr 64,873	25		2	Dkr 3,243,649	Dkr 1,852,350	Dkr 2,358,550	Dkr 2,865,400
PK/PD Substudy	Dkr 71,894	25		2	Dkr 3,594,680	Dkr 1,972,950	Dkr 2,535,150	Dkr 3,172,950
Sub-I payment	Dkr 18,184			2	Dkr 0	Dkr 0	Dkr 0	Dkr 0
<b>Site Costs</b>			Dkr 42,685	2	Dkr 85,370	Dkr 45,628	Dkr 64,134	Dkr 85,370
<b>Country Costs</b>			Dkr 35,000	2	Dkr 35,000	Dkr 0	Dkr 0	Dkr 0
<b>Sub-Total Denmark:</b>					<b>Dkr 6,958,699</b>	<b>Dkr 3,870,928</b>	<b>Dkr 4,957,834</b>	<b>Dkr 6,123,720</b>
<b>El Salvador</b>								
Base Study	US\$ 8,820	10		1	US\$ 88,202	US\$ 51,880	US\$ 63,820	US\$ 83,820
PK/PD Substudy	US\$ 9,242	10		1	US\$ 92,417	US\$ 54,280	US\$ 67,280	US\$ 87,930

IMS Health GrantPlan simplifies decision-making with real-time data at your fingertips.

IMS HEALTH GRANTPLAN  
SUCCESS RECORD:

**OVER 20,000**  
**STUDIES BUDGETED**  
in the last two years

- **76%** of global clinical trials are conducted by current IMS Health GrantPlan subscribers
- Customer satisfaction rating >90% and customer retention rate >95%
- Avoid financial compliance concerns

## DRILL DOWN ON THE DETAILS IN A SINGLE NEGOTIATION

Identify the right grant level for your specific project, based on similar studies. Sort out the details of per patient, per visit and per procedure costs. Negotiate based on current fair market values for each part of the globe.

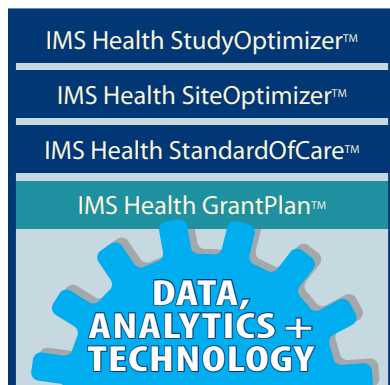
## VIEW PROGRESS ON MULTIPLE NEGOTIATIONS AT A GLANCE

Identify which are moving along, which are stalled and what the issues are. Compare progress among sites, and see any out-of-line grants instantly. Use **IMS Health GrantPlan** to monitor grants over the course of your study and keep them at negotiated levels.

**IMS Health GrantPlan** draws on actual, completed contract data, representing tens of thousands of contracts per year. (Available to clients who share their own de-identified data at the close of negotiations.)

## DELIVER ON-TIME, ON-BUDGET CLINICAL TRIALS — BY CONFIDENTLY PLANNING AND MANAGING WITH REAL-TIME INSIGHTS

**IMS Health GrantPlan** is just one of many tools for improving your clinical trial performance. Use **IMS Health StudyOptimizer™** to ensure fast and accurate enrollments. Combine those results with **IMS Health SiteOptimizer™** to find the investigators and sites that have both the track record of success and access to the right patients. Ensure sites are not overpaid for routine costs by using **IMS Health StandardOfCare™** the only tool that shows you what U.S. procedures and visits are reimbursable through standard medical claims.



IMS HEALTH CLINICAL TRIAL OPTIMIZATION SOLUTIONS | ONE IMS DRIVE, PLYMOUTH MEETING, PA 19462

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