

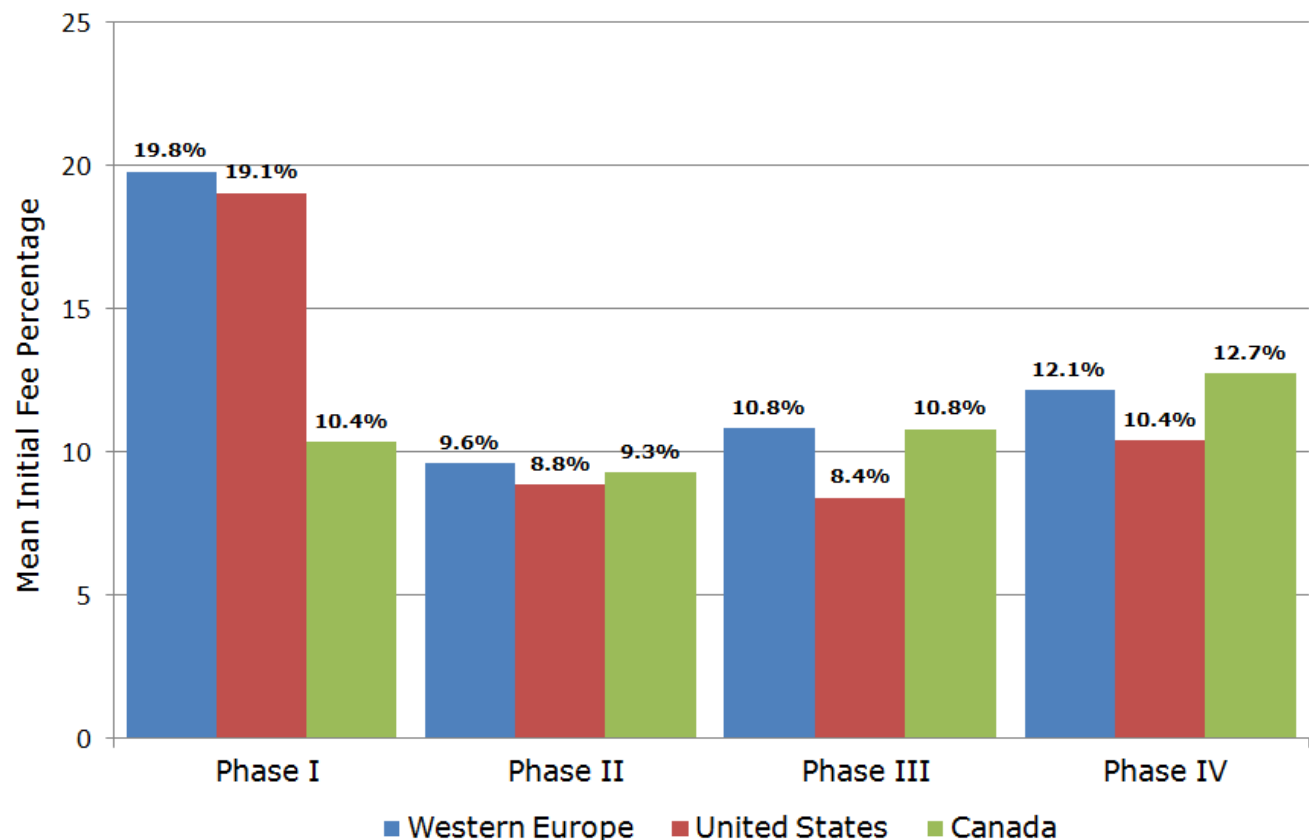
## Spotlight on Research Fees: Initial Payments to Site

By Rafael A Campo

In most clinical trial agreements, the sponsor agrees to pay the site a fee at the beginning of the study to cover startup costs, usually before the first subject is enrolled. This initial payment can vary depending on geography, study phase, and other factors. Sites in the United States and Western Europe are paid a higher initial percentage (of the planned budget) in Phase I (19.1% and 19.8%, respectively) compared to Canadian sites, which receive an average of 10.4%. The difference is much smaller in Phase II to Phase IV studies, with only 0.8%, 2.4% and 2.3%, respectively, separating the three regions. The initial percentages in Phase II through Phase IV are lowest in the U.S.

### Percentage of Study Budget Initially Paid to Sites

(United States, Canada and Western Europe, Phase I-IV, All Therapeutic Areas, Industry-Sponsored Pharmaceutical and Biotechnology Studies, 2003-2007)<sup>1</sup>



## **Notes & References**

1. Source: Medidata Grants Manager™, the PICAS® database

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