A Coordinated Approach to 3rd Party Procurement

PCMG: Why Procurement is the Future Workshop

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PCMG Pharmaceutical Contract Management Group 20 YEARS 1994-2014

Transforming Clinical Trials

Goal

To extend the benefits of an effective procurement methodology to 3rd party suppliers without introducing risk

Agenda

- Considerations
- Procurement scenarios
- Tools

PRA

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Considerations for 3rd Party Procurement

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Considerations?

Upfront planning is KEY to coordinating the procurement of 3rd parties

Considerations

KPIs
- Portfolio Management
- SLAs

Relationships
- Efficiency
- Pricing
- Leverage

Pricing
- Rebates
- Sponsor vs CRO rates

Standards
- Efficiency
- Pricing
- Timeline

Timeline
- Onboarding
- Established Processes

Accountability
- Performance
- Adherence to Regulations

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Scenarios

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Question Check

Does your company extend your procurement requirements to CROs to utilise for 3rd parties? If so, how?

Scenarios

Select
Contract
Manage
Sponsor or CRO
Sponsor
CRO
Sponsor
CRO
Both
CRO
Both

Select | Contract | Manage

Benefits

- _____
- _____
- _____

Risks

- _____
- _____
- _____

Consider

- _____
- _____
- _____

Scenarios

A Clear Difference

	Sponsor	Sponsor	Sponsor
Benefits	• _____ • _____ • _____		
Risks	• _____ • _____ • _____		
Consider	• _____ • _____ • _____		

Scenarios

Select
Contract
Manage
Sponsor or CRO
Sponsor
CRO
Sponsor
CRO
Both
CRO
Both

	Sponsor	Sponsor	CRO
Benefits	•		
	•		
	•		
Risks	•		
	•		
	•		
Consider	•		
	•		
	•		

Scenarios

A Clear Difference

Sponsor	Sponsor	Both

Benefits

- _____
- _____
- _____

Risks

- _____
- _____
- _____

Consider

- _____
- _____
- _____

Scenarios

A Clear Difference

	Sponsor	CRO	CRO
Benefits	• _____ • _____ • _____		
Risks	• _____ • _____ • _____		
Consider	• _____ • _____ • _____		

Scenarios

A Clear Difference

	Sponsor	CRO	Both
Benefits	•		
	•		
	•		
Risks	•		
	•		
	•		
Consider	•		
	•		
	•		

Scenarios

A Clear Difference

	CRO	Sponsor	CRO
Benefits	•		
	•		
	•		
Risks	•		
	•		
	•		
Consider	•		
	•		
	•		

Scenarios

A Clear Difference

	CRO	Sponsor	Both
Benefits	•	•	•
Risks	•	•	•
Consider	•	•	•

Scenarios

A Clear Difference

	CRO	CRO	CRO
Benefits	• _____ • _____ • _____		
Risks	• _____ • _____ • _____		
Consider	• _____ • _____ • _____		

Scenarios

A Clear Difference

CRO	CRO	Both

Benefits

- _____
- _____
- _____

Risks

- _____
- _____
- _____

Consider

- _____
- _____
- _____

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Tools

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Tools

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Partnership Manual

- Document expectations for high level 3rd party procurement and management

Process Map

- Document detailed expectations in a visual format
- Document 3rd party specific standards to be used across portfolio
- May contain Responsibility Matrix

Partnership Forum

- Discuss standards and/or performance of 3rd party
- May include other CROs using same 3rd party who is being used across multiple clinical programs

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