

PCMG's

Outsourcing Essentials Course

17th & 18th April 2024 London

Wednesday 17th April

Module 1: Role of the Outsourcing Manager

- Skill sets
- Procurement versus clinical outsourcing
- Outsourcing manager role

Module 2: Outsourcing process

- Regulatory requirements for outsourced services and common inspection findings
- Process overview from study design to final payment
- Basic negotiation principles

Module 3: Contract models and legal issues

- Pre-contractual documentation
- Key elements and standard terms of a contract
- Legal challenges
- Contract models

Module 4: Strategies, suppliers and sourcing approaches

- Designing an outsourcing strategy
- Outsourcing models and relationships
- Supplier market
- Successful collaboration

Module 5: Financial considerations part 1

- Balanced outcomes
- Business models (CRO vs pharma)
- Cash versus revenue
- Building the CRO budget
- Payment schedules

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Module 6: Financial considerations part 2

- Bid grid
- Price negotiations
- Changes in scope

Module 7: Risk Management in outsourcing

- Introduction to risk management
- Risk areas associated with outsourcing
- Performing a risk assessment
- Developing a risk management plan

Module 8: Oversight and performance & relationship management

- Study oversight incl. financial oversight
- Performance management tools
- Governance
- Key elements of effective relationships