



EFS EXPRESS

Edition 14 · April 2, 2020

EFS Budgeting Best Practices Workshop - Site Perspective Recap

By Liliana Rincon-Gonzalez, PhD | Program Director, Clinical Science, MDIC

MDIC held its second [Early Feasibility Studies \(EFS\) Best Practices Workshop](#) at the MDIC's office on February 26, 2020. With budgeting having been identified as a critical obstacle for the start-up of many EFS studies, the workshop consisted of leading sponsors and sites with extensive EFS experience to share EFS budgeting best practices. In addition, we held roundtable discussions to identify concrete improvement steps and identified some specific working groups to drive helpful projects.

Our [last edition](#) of the EFS Express provided highlights from a sponsor's perspective. Similarly, there were many takeaway's from a site's perspective that I would like to share with you all below:

To speed processes, **experienced sites** frequently:

- Recognize that an EFS study is different than most other clinical research and therefore dedicate the most experienced staff to EFS
- Complete [MCTAs](#) with major sponsors to simplify future budget negotiations
- Begin negotiations with a kick-off meeting with the Sponsor to answer questions prior to budget creation
- Avoid projects where CMS reimbursement status has not yet been established
- Budget based on hospital charge sheet less a standard discount
- Track EFS budget negotiations on a common template to ensure consistency across projects
- Give special attention to understanding all budget items, training needs, and screening patient requirements
- Provide a non-negotiable sheet of common Admin/non-subject institution charge requirements
- Employ DocuSign and other efficiency tools to streamline obtaining signatures and various administrative processes
- Track project timelines frequently with dedicated a project manager with authority to escalate issues when falling behind target dates

The meeting materials can be found [here](#). The previous edition of the EFS Express contained best practices from the sponsor perspective and the next edition will contain next steps to improve the ecosystem. Thank you to everyone who participated, and we look forward to building on this first meeting's success.

Have an EFS success story? In support of our 2020 Strategic Priorities, we want to publish success stories to help further the mission and vision of this project. If you would like to share, please send us an e-mail at efspilot@mdic.org with your contact information and 2-3 sentence summary of your project/story and we will contact you to set up a time to discuss further. Success stories may be written up and published in the EFS Express and across general MDIC channels and industry channels.

Looking for more information? Consult our [list of EFS Resources and Tools](#)

Interested in participating in the EFS Initiative as a sponsor or site? [Email](#) us today for more information.

[Follow on Twitter](#) [Connect on LinkedIn](#) [Forward to Friend](#)

Copyright © All rights reserved.

Our mailing address is:
1501 Wilson Blvd., Suite 910 Arlington, VA 22209

[update subscription preferences](#)