

The A10 Difference



Clinical Financial Management

With so many pharmaceutical organizations re-evaluating core competencies, facing patent expirations, and finding ways to accelerate clinical development cycles, **A10** saw a need to offer Clinical Financial Management (CFM) services as an integral part of clinical study start-up activity. Our CFM practice focuses exclusively on the financial and business management of clinical trials from study planning to site activation to payment management.

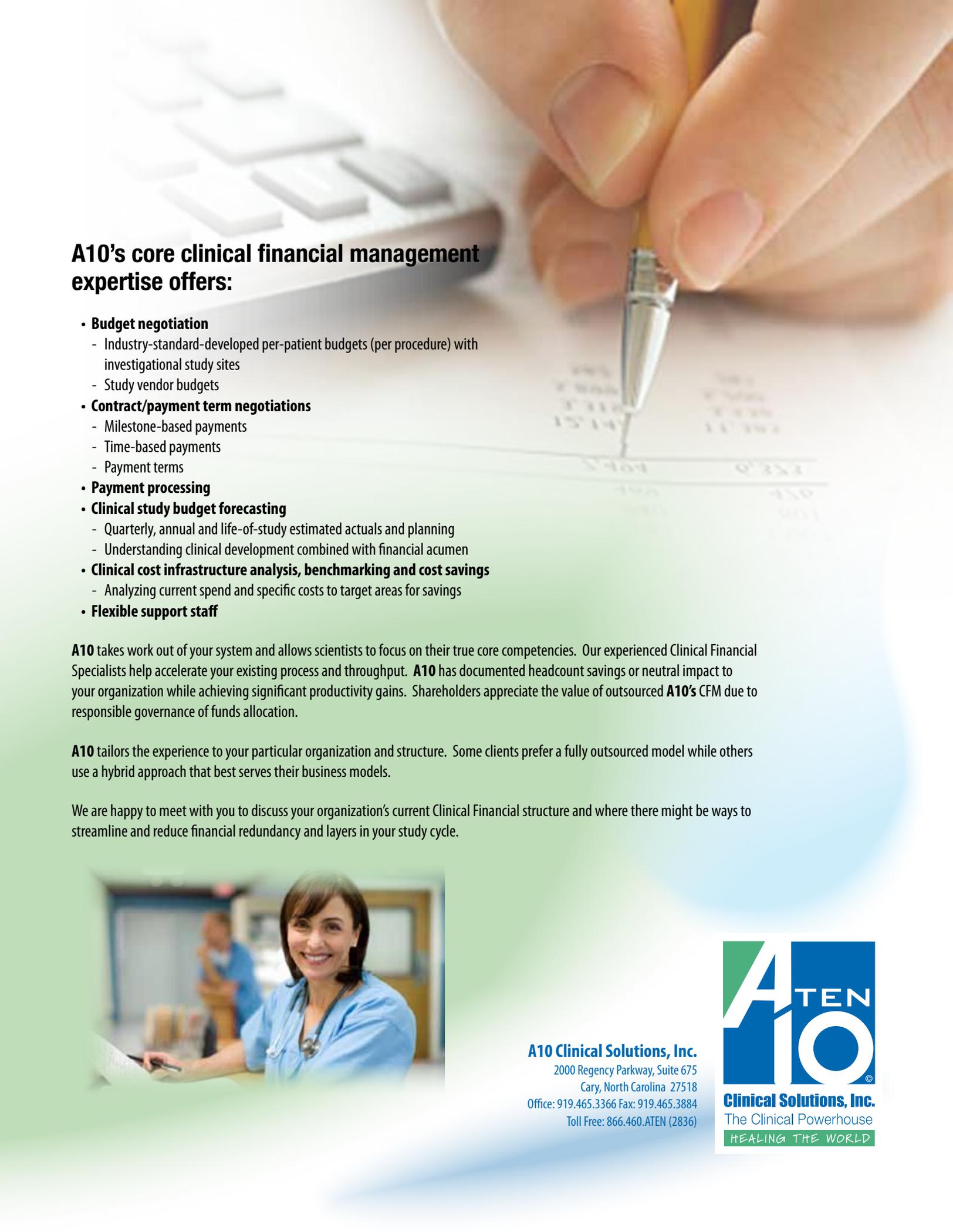
A10's team brings an acute knowledge and proven processes to clinical studies, including trial budgets and agreements, contract negotiation and administration, regulatory documentation, finance and accounting. Our clients enjoy an average 15%-20% productivity spike in their Clinical Operations groups by consolidating and outsourcing the many layers of financial management throughout the study cycle.

A10 Clinical Financial Management provides a centralized core group to:

- Manage financial health of trials (actual spend vs. plan analysis)
- Manage trial cost approval and tracking
- Develop overall trial budget
- Determine site budgets for conducting clinical trials and rollout
- Organize management of clinical grants
- Support financial development and forecasting of trials
- Consolidate financial function among groups
- Serve as a single point of contact



www.a10clinical.com



A10's core clinical financial management expertise offers:

- **Budget negotiation**
 - Industry-standard-developed per-patient budgets (per procedure) with investigational study sites
 - Study vendor budgets
- **Contract/payment term negotiations**
 - Milestone-based payments
 - Time-based payments
 - Payment terms
- **Payment processing**
- **Clinical study budget forecasting**
 - Quarterly, annual and life-of-study estimated actuals and planning
 - Understanding clinical development combined with financial acumen
- **Clinical cost infrastructure analysis, benchmarking and cost savings**
 - Analyzing current spend and specific costs to target areas for savings
- **Flexible support staff**

A10 takes work out of your system and allows scientists to focus on their true core competencies. Our experienced Clinical Financial Specialists help accelerate your existing process and throughput. **A10** has documented headcount savings or neutral impact to your organization while achieving significant productivity gains. Shareholders appreciate the value of outsourced **A10's** CFM due to responsible governance of funds allocation.

A10 tailors the experience to your particular organization and structure. Some clients prefer a fully outsourced model while others use a hybrid approach that best serves their business models.

We are happy to meet with you to discuss your organization's current Clinical Financial structure and where there might be ways to streamline and reduce financial redundancy and layers in your study cycle.



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The Clinical Powerhouse

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