

CONTRACT MANAGEMENT

PRGX Case Study: Clinical Trials

AUDIT SCENARIO

- ◆ Fortune 500 Pharmaceutical Company
- ◆ Cluster of Trials Audited, \$800M Spend
- ◆ Multi-Year Global Activity

BREAKDOWNS IDENTIFIED

- ◆ Inaccurate Price Per Visit Payments
- ◆ Overcharges for Visits after a Screen Failure, Early Termination or Early Dismissal
- ◆ Multiple Visit Types Identified on One Visit
- ◆ Primary Investigator Paid under Multiple Sites
- ◆ Sites Paid for Two Visit Types on One Visit
- ◆ Travel Expenses in Excess of Policy or Supported by Internal Documentation Only
- ◆ Volume Discount and Foreign Exchange Errors

OTHER KEY LEARNINGS

- ◆ Inadequate Billing Documentation and Transparency
- ◆ Insufficient Controls and Review Protocols

3 Year Future
Savings Corrective
Actions Identified

> \$40M

Historical Cash
Recoveries
Realized

\$13M

