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Linical Sees Time Reduction and Cost Savings Using Greenphire's Solutions to Optimize Study Startup and Site Payment Processes

Linical is a global mid-sized Contract Research Organization (CRO), providing drug development services across North America, Europe and Asia-Pacific. Their areas of focus include Phase I-IV studies in oncology, neurology & psychiatry, immunology & vaccine, and endocrinology & metabolic diseases.

As a nimble organization dedicated to providing unique value and a personal touch for their clients, Linical continuously seeks opportunities to introduce efficiency and process optimization. One area of focus is the management of clinical trial finances, which is traditionally complex and manual.

Being solution-minded partners, Linical and Greenphire collaborated to optimize the financial lifecycle from budgeting through site payments. Partnerships require solutions, transparency and innovation which is why Linical and Greenphire value their relationship. "We realized we needed an automated process and determined Greenphire was the best fit for our company." -Linical

The Solution

Linical implemented Greenphire's EnvisiX budget creation tool to optimize the process of building site grant budgets across their study portfolio. Additionally, they introduced Greenphire's eClinicalGPS solution to automate global site payment execution and tracking. Having used Greenphire solutions for over a year and supporting more than 50 global studies, Linical has experienced significant benefits to their business and that of their sponsors and sites.

Budget viability

Utilizing EnvisiX and Greenphire's contemporary FMV data has significantly enhanced Linical's budget development process. The tool has simplified the creation and amendment of budget templates across studies and countries with real-time benchmarking data ensuring Linical is submitting a reliable budget with full transparency to the sponsor. Most recently, in two of their studies, they efficiently developed budgets across 16 countries with 32 templates to accommodate a variety of currencies.

Time savings

The intuitive budget template creation workflow saves Linical weeks of work per site. For international studies, the process is now reduced to 5-10 minutes with EnvisiX.

Linical also found Greenphire's site payment tool to provide significant time savings; for large studies (e.g., 65 sites with 800 participants), they can save between 15%-20% of a full-time employee's 160-hour workload, which equals 24-32 hours. On one study alone, they were able to reduce time spent on site payments from 50% of an FTE's time down to just 10%: an 80%-time savings for Linical.

Clinical Development Partner
Linical

AT A GLANCE:

- Linical has efficiently developed budgets across 16 countries with 32 templates to accommodate a variety of currencies.

- The EnvisiX platform reduces budget template creation time for international studies to just 5-10 minutes, saving Linicalweeks of work per site.

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  - With these large studies, it usualy takes around 3-4 days to complete the calculation, approval, and submission of remittanceadvice.

- EnvisiX helps save on CRO costs alone due to reduced timelines.

- The eClinicalGPS portal has reduced Linical's time spent on reporting, specifically Sunshine Act Reporting, by over 90%.

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Cost reduction

Linical has been able to identify significant cost savings for their business as well as for sponsors. Efficiencies gained in budget development have streamlined study startup and accelerated time to FPFV, resulting in sponsors saving on CRO costs alone due to reduced timelines.

With site payment automation, Linical has experienced a decrease in effort and ultimately costs across all full time equivalent employees as the solution eliminates errors associated with manual calculation of payments.

Increased site satisfaction

Providing sites with access to real-time payment information has strengthened the relationship between Linical and their sponsors and sites, ultimately improving performance and optimization throughout a study. Linical achieved success in site satisfaction through the centralizing of subject visits and invoices within a single platform for easy review and payments processing.

Reporting & transparency

Linical makes regular use of the reports available in Greenphire's platform, such as the Sunshine Act Report – enabling transparency, accountability, and visibility into payments made to medical professionals (sites and PIs) involved in the trial. Where Sunshine Act Reporting previously took 3-4 hours per month, this process is now immediate – requiring just a push of a button to generate this data within the eClinicalGPS portal, reducing time spent by more than 90%.

Additionally, Linical and their sites have benefitted from the real-time view into payment status. This has reduced time spent on back-and-forth emails typically required to process and approve payments while also allowing Linical to better assist site payment inquiries.

> **"**
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>
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Looking Ahead

Linical is very satisfied with the benefits they have experienced to date - using Greenphire's budget creation and site payment solutions across 50+ global studies. As such, they aim to continue using Greenphire's solutions to eliminate the guesswork from the budgeting process, efficiently make payments tosites, and save on time and costs throughout the entire lifecycle of a trial. In fact, Linical plans to incorporate Greenphire's solutions as a standard part of their service offering for sponsors.

Greenphire is a Thoma Bravo-backed software company specializing in providing comprehensive solutions for streamlining clinical trials. With a focus on optimizing patient and site experiences, Greenphire offers innovative software for travel and logistics support, automated patient and site payment solutions, and trial budgeting software and analytics.

Greenphire Means GO.