

White Paper

## **How Sponsors and CROs Use Study Brokers to Accelerate Clinical Investigator Recruiting**

### **Challenges for Sponsors and CROs**

The recent wave of pharmaceutical mergers and acquisitions has resulted in significant new challenges for Sponsors

- Increased pressure to do more with less personnel
- Increased pressure to expedite trials
- Increased pressure to find productive sites

These same challenges apply to CROs seeking competitive advantages.

As a result, more sponsors and CROs are turning to Study Brokers to accelerate their recruitment of experienced investigators.

### **What is a Study Broker?**

Typically a study broker acts as a middle man connecting sponsors & CROs with experienced investigators. ILS maintains a database of 27,000+ experienced US and 1,200+ experienced Canadian investigators across all medical specialties.

- Simple Business Model
  - Broker services are usually free to sponsors & CROs
  - Investigators pay broker a fee if a study is ultimately placed

### **What are the Study Broker Objectives?**

- Making a good match between sponsor/CRO and site
- Successful investigator performance
- Repeat business from both sides

Over the last 10 years, ILS has worked with 300+ sponsors & CROs on 685+ protocols.

### **How is Study Broker Different from SMO/TMO?**

Broker is usually not involved with regulatory documentation or contract negotiation. Sponsor or CRO negotiates directly with the site. Broker is not a conduit for grant cash flow and sponsor or CRO pay the site directly.

### **How Study Brokers Can Help Sponsors & CROs**

- Broker rapidly accesses appropriate investigators
- Presents brief, blinded description of study; sponsor & drug not identified
- Submits CVs and Site Questionnaires of interested investigators to sponsor/CRO

- Sponsor/CRO takes over and follows up directly with investigator

### **Sponsor & CRO Benefits**

- Rapid access to experienced investigators with unused capacity at no cost
- Save time, resources and money
- Uninterested investigators screened out
- Deal only with interested investigators

### **Investigator Location Services (ILS)**

ILS is the largest study broker in the US. Over the last 10 years, ILS has recruited thousands of investigators for 300+ sponsors and CROs on 685+ protocols. We recruit investigators across all medical specialties and practice settings in the US and Canada.

Consider using ILS studies to expand your outreach to experienced investigators. More than likely, your company has used ILS. Let ILS help you on your next study.

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