

Find Your Fit: The CRO Checklist



Red Flag: The contract feels like a cut-and-paste from any other program.

Ask Yourself: Will the vendor prioritize MY trial?

Ask The Vendor:

- How has this contract been adapted to fit the needs of my trial?
- How does my trial fit into your company's business and financial vision?



Red Flag: The company makeup feels onerous, with multiple layers of oversight and processes that benefit the vendor but not necessarily my program.

Ask Yourself: Will my assigned team have the flexibility and experience to adapt?

Ask The Vendor:

- What is the specific experience in this phase and therapeutic area of the people on my team?
- What is your protocol for assembling a crisis team if there are delays or challenges and we need timely intervention?



Red Flag: The bid feels inaccurate and is lower than I expected.

Ask Yourself: Does this bid include everything that will be necessary for my trial?

Ask The Vendor:

- What are common trial challenges or deviations you encounter, and how have you proactively accounted for them in this proposal?
- How frequently do you reconcile billing and what is your communication philosophy in regards to financial transparency?



Red Flag: Each bidding CRO is offering a similar approach.

Ask Yourself: Did I broaden my prospects enough to get a comprehensive look at my trial?

Ask The Vendor:

- What other services do you offer that would allow me to keep my entire program in one place?
- In your opinion, what is the most important component in a relationship between a sponsor and an outsourcing partner?
- Why have you won business? Why have you lost business?

Want to discover how an inSeption Group partnership checks all the boxes that matter most? Contact us at inseptiongroup.com or 215-855-7403.