

## Standard of Care Considerations

What type of company/organization do you work for?

Answer Options	Response Percent	Response Count
Largest 20 Pharmaceutical Company	41.5%	102
Largest 20 Biotechnology Company	13.4%	33
Smaller Pharmaceutical Company	9.8%	24
Smaller Biotechnology Company	7.3%	18
CRO	28.0%	69
Other (please specify)		7

Please select all therapeutic areas in which your organization has either conducted clinical trials or expects to conduct clinical trials. (check all that apply)

Answer Options	Response Percent	Response Count
Cardiovascular	74.7%	189
CNS	70.8%	179
Dermatology	45.1%	114
Devices & Diagnostics	39.9%	101
Digestive System	48.2%	122
Endocrine & Metabolic	66.0%	167
Genitourinary Disease	35.2%	89
Infectious Disease	66.4%	168
Musculoskeletal Disease	42.7%	108
Oncology	83.4%	211
Ophthalmology	34.4%	87
Pharmacokinetics	54.2%	137
Pain	48.2%	122
Respiratory	59.7%	151
Transplantation	33.2%	84

How important is incorporating Standard of Care considerations into your company's approach to developing clinical grants?

Answer Options	Response Percent	Response Count
Very important	73.1%	147
Somewhat important	22.9%	46
Not very important	3.0%	6
Not at all important	1.0%	2

**For which of these reasons do you or would you include Standard of Care considerations in your clinical grants? (check all that apply)**

Answer Options	Response Percent	Response Count
To help insure that we are paying fair market value by avoiding possible double payment of procedures	69.0%	136
To avoid paying for procedures that would be normally covered by third party payers.	55.8%	110
It is a standard company practice.	36.0%	71
Assist in protocol design.	49.2%	97
Other (please specify)		16

**From where do you currently obtain information on Standard of Care? (check all that apply)**

Answer Options	Response Percent	Response Count
Previous protocols and company experts	69.3%	113
Outside experts in the respective therapeutic areas	62.6%	102
Third party payers such as insurance companies	19.6%	32
Government sources	29.4%	48
Clinical sites	68.1%	111
Other (please specify)		11

**What percentage of your clinical grant costs do you, or would you, generally expect to save through the use of Standard of Care considerations?**

Answer Options	Response Percent	Response Count
0%	5.1%	7
1-5%	6.6%	9
6-10%	19.0%	26
11-15%	12.4%	17
16-20%	18.2%	25
21-25%	13.1%	18
26-30%	4.4%	6
31-35%	8.0%	11
36-40%	4.4%	6
41-45%	1.5%	2
46-50%	4.4%	6
>50%	2.9%	4

For the following, please identify a) the therapeutic areas for which you regularly incorporate Standard of Care considerations into your clinical grant budget development and b) the therapeutic areas for which you feel additional information on Standard of Care is needed. (check all that apply)

Answer Options	Regularly incorporate Standard of Care considerations	Feel additional information is needed	Response Count
Cardiovascular	61	32	86
CNS	50	38	83
Dermatology	23	29	50
Devices & Diagnostics	28	29	52
Digestive System	34	27	58
Endocrine & Metabolic	50	35	78
Genitourinary Disease	21	26	46
Infectious Disease	47	33	75
Musculoskeletal Disease	30	28	56
Oncology	111	37	127
Ophthalmology	27	23	44
Pharmacokinetics	21	31	49
Pain	34	29	59
Respiratory	43	27	67
Transplantation	35	24	54

For which geographic areas do you feel additional information on Standard of Care is needed by your company? (check all that apply)

Answer Options	Response Percent	Response Count
Africa	44.8%	64
Asia, South Asia, or the Pacific Rim	70.6%	101
Eastern Europe	60.8%	87
Latin America and the Caribbean	61.5%	88
Middle East	34.3%	49
North America	45.5%	65
Western Europe	50.3%	72
Other (please specify)		4

My position in the organization is in:

Answer Options	Response Percent	Response Count
Senior Management	17.3%	26
Clinical Operations	40.0%	60
Contract Management/Procurement/Finance	22.0%	33
Program/Project Management	11.3%	17
Medical Affairs/Phase 4	2.7%	4
Other (please specify)	6.7%	10

I am located in:

Answer Options	Response Percent	Response Count
Africa	3.3%	5
Asia, South Asia, or the Pacific Rim	12.6%	19
Eastern Europe	0.7%	1
Latin America and the Caribbean	3.3%	5
Middle East	0.0%	0
North America	62.9%	95
Western Europe	16.6%	25
Elsewhere	0.7%	1

Do you contribute to the development of clinical study or investigator grant budgets?

Answer Options	yes	no	Response Count
Clinical Study Budgets	115	27	142
Investigator Grant Budgets	121	24	145

For which geographies are you responsible: (check all that apply)

Answer Options	Response Percent	Response Count
Africa	25.2%	33
Asia, South Asia, or the Pacific Rim	51.1%	67
Eastern Europe	42.0%	55
Latin America and the Caribbean	42.0%	55
Middle East	23.7%	31
North America	68.7%	90
Western Europe	51.1%	67
Elsewhere	14.5%	19