



Clinical Finance Process Management



Closing the chasm between clinical operations and finance to produce timely, accurate estimates of clinical trial expenses – resulting in improved accruals, analysis and forecasting

The accounting risks and complexities of outsourced clinical trials have long been endured by life science companies – but not solved. As trials commence, advance and face changes midstream, the inefficient flow of information to the finance staff makes it very challenging to accurately estimate trial expenses, significantly hampering management's ability to create timely, supportable accruals for financial statement preparation and audit. Inaccurate expense recognition also results in unreliable forecasts, limiting the effectiveness of financial planning and decision making. There is a better way.

The Danforth Difference

Our Clinical Finance services combine the knowledge of true clinical finance specialists with a model-based system that saves time and yields more accurate results. This customized model replaces manual accrual processes to deliver:



- ✓ Improved, timely accruals
- ✓ Regularly-updated trial forecasts with improved accuracy to inform planning and future funding requirements
- ✓ Efficient management of invoicing vs. budgets and forecasts
- ✓ Simplified final trial reconciliation of payments vs. work completed

How It Works

Our Clinical Finance specialists create a customized solution to fit your needs, integrating seamlessly with your finance and clinical operations teams for support.



We review and validate costs for completeness and accuracy in the following series of steps:



Total Trial Costs Reviewed

Total trial costs (from CROs and other vendors) are reviewed against contracts, change orders and anticipated spend not yet contractually committed.



Key Spending Categories Marked

Key spending categories are marked for selected methodology: distributed in alignment with enrollment, active patients and active sites or even distribution over the duration of the contract.



Actual Spend Analyzed

Actual (invoiced) spend for each vendor and each category is analyzed to ensure accruals and estimates are correct and reasonable.

Contact

Danforth's Clinical Finance services are accessible independently or as part of our integrated Clinical Business Operations program, which ranges from strategic planning of outsourced clinical studies through contracting, execution, monitoring and reporting.

Tony Carita
Managing Director, Clinical Business Operations
603-494-4490
tcarita@danforthadvisors.com

About Danforth Advisors

Danforth Advisors is the financial backbone to hundreds of life science companies, providing integrated and scalable consulting teams ranging from staff accountant through CFO. The company's services span the full breadth of a finance organization's needs, whether short or long term, including accounting and operational finance support, capital raising, financial planning and analysis, IPO preparation, post-public SEC compliance and clinical business operations management. Founded in 2011, Danforth has been a strategic and trusted thought partner to private and public life science companies across all stages of corporate evolution. The company is headquartered in Waltham, Massachusetts with additional operations in the emerging life science clusters of metropolitan New York and the mid-Atlantic region. Additional information is available at www.danforthadvisors.com.