

# Pharma**VOICE**

## Survey Report Rental/Leasing Equipment

Ancillare

July 12, 2021

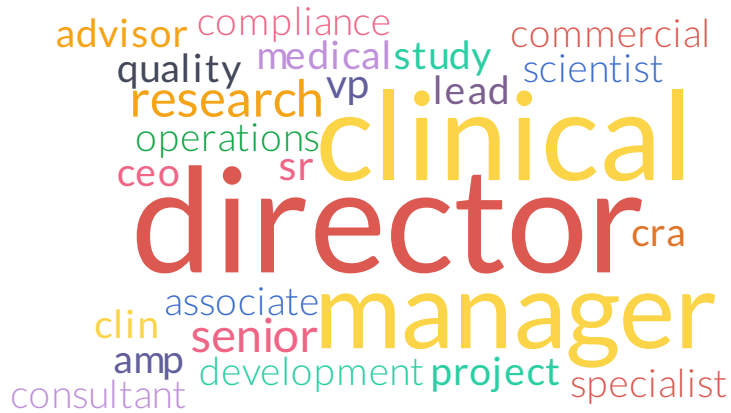
# Report for Equipment Rental-Leasing Survey

## Response Counts



Totals: 134

## 1. What is your job title?



ResponseID	Response
12	Lead, Medical Writing Operations
13	Contract Manager
14	CTM
16	Sr. Manager, Clinical Operations
17	Patent Examiner
18	Manager
19	Clinical Development Manager
20	Director patient enrollment
21	VP clinical operations
22	Associate Director, Project Management
23	Director, Clinical Operations
24	Director
26	Clinical research specialist
27	Director Clinical Study Support

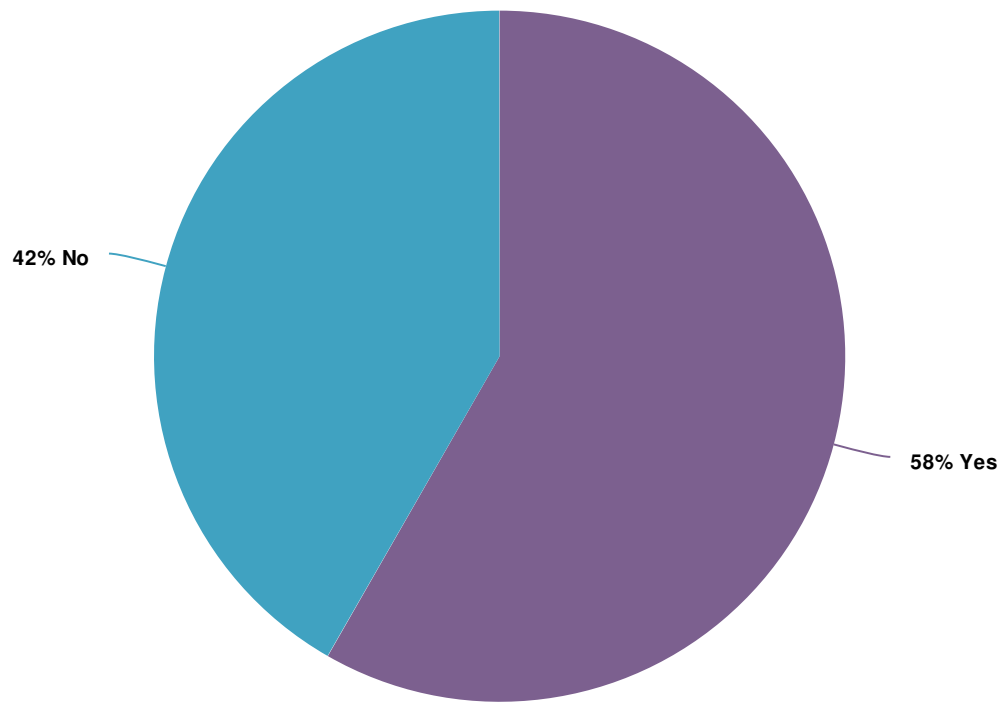
ResponseID	Response
28	Manager
29	Senior Director
30	Sr global Medical evidence
31	Clinical oversight
32	Study Director
33	VP R&D
34	Vice President
35	senior director
36	CLINICAL RESEARCH ASSOCIATE
38	Director Early Development Operations
39	Director
40	Database Delivery & Oversight Lead
41	Senior Quality specialist
42	Director Clinical Operations
43	Senior Director
44	Project Manager
45	VP and General Manager
46	Oncology Nurse Educator
48	Scientist
49	VP Quality - retired
51	clinical development
52	Sr. Research Associate I
53	qa manager
54	Scientist I



ResponseID	Response
56	Commercial brand leader
57	Clin ops lead
58	Director of accelerator
60	Clinical Programs Leader
61	Director
62	Advanced Research Associate
64	Associate Director
65	Associate Professor
66	Infectious Diseases Analyst
67	Member Technical Staff
68	clinical research manager
70	CEO
71	Handyman
73	Compliance Officer
74	Director Research
76	Senior Director
77	Sr Director Vaccines
78	clinical operation head
79	CEO
81	Principal Clinical Study Manager
83	Director of Clinical Operatiosn
84	clinical trial manager
85	PM
86	commercial lead

ResponseID	Response
87	Nurse Oncology Educator
89	Senior Scientist
91	Research Associate
93	Site Manager
94	Senior Scientist
95	Medical Consultant
96	Ownee
98	Rn ccrc
99	Compliance Officer
101	Quality Operations Associate
102	E
103	Associate Director, Clinical Operations Systems and Process
106	CRA Specialist
107	Sr Director Clinical Operations
108	Clinical Drug Safety Manager
109	Quality Assurance
110	Manager - Digital
111	Director
112	Head of Quality
113	Consultant
114	VP Operations
116	Pic
117	Associate Scientist
118	SVP

ResponseID	Response
119	Sr Val Eng / RSO
120	Sr. Director
121	Preclinical manager
124	Project Manager Clinical and Nonclinical Research
125	CEO
126	QA Manager
127	Clinical Operations Manager
128	Regulatory Advisor
129	project manager
130	director, R&D strategy, process and capabilities
132	VP Clin Ops
133	Dietician
134	Field CRA
135	Currently unemployed
137	Senior Clinical Research Associate
138	PSM
142	Operations lead
143	Vice President
145	VP, Medical Affairs, J&J
146	Director, Engineering
147	Regulatory Advisor
148	Associate Director, ClinOps

2. Do you make decisions about equipment purchase, rental or leasing for clinical trials?

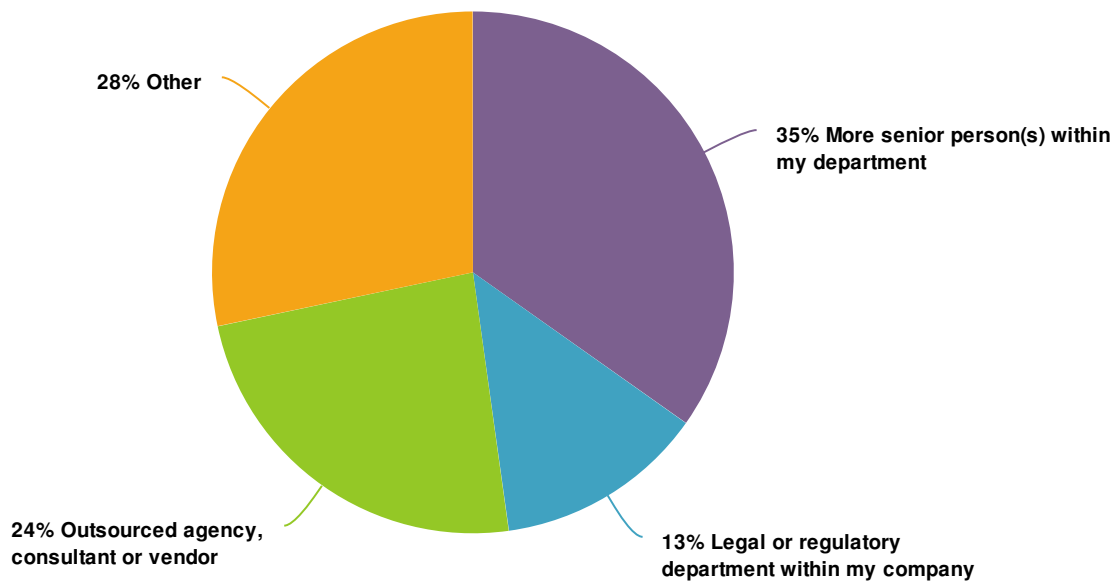


Value		Percent	Responses
Yes		58.3%	63
No		41.7%	45

Totals: 108



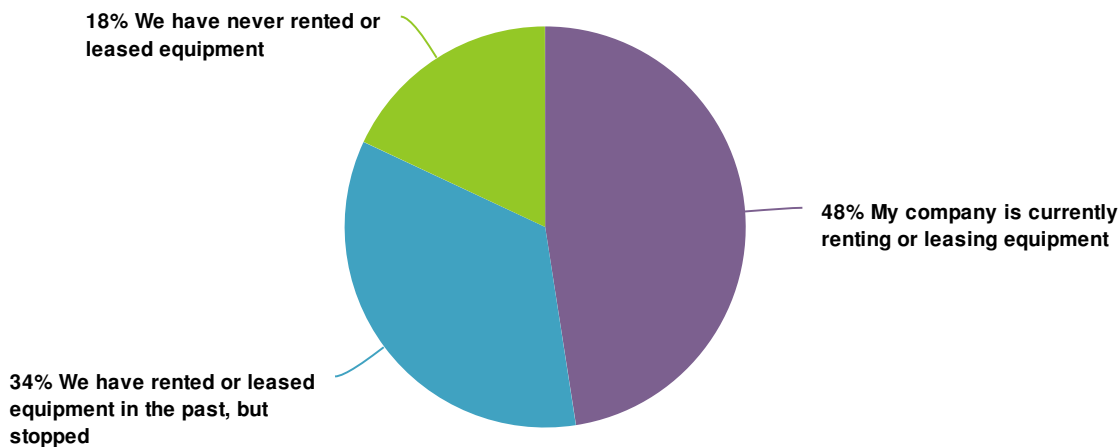
### 3. Who do you refer decisions to about purchase / rental / leasing of equipment?






Value	Percent	Responses
More senior person(s) within my department	34.8%	16
Legal or regulatory department within my company	13.0%	6
Outsourced agency, consultant or vendor	23.9%	11
Other	28.3%	13

Totals: 46

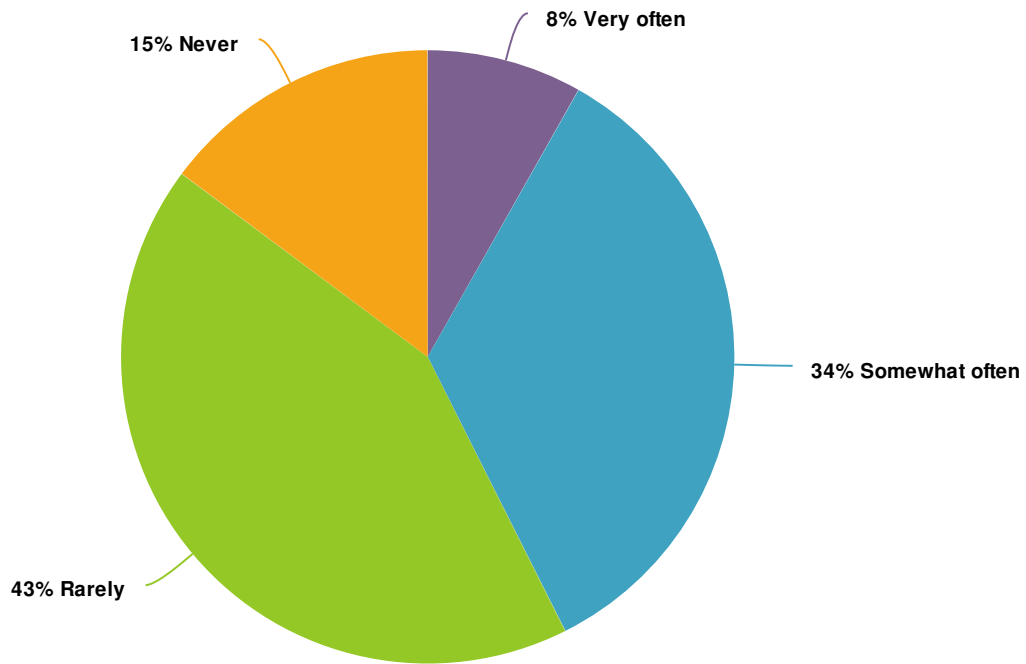
4. Tell us how frequently you rent or lease equipment for trial use.



Value		Percent	Responses
My company is currently renting or leasing equipment		47.5%	29
We have rented or leased equipment in the past, but stopped		34.4%	21
We have never rented or leased equipment		18.0%	11

Totals: 61

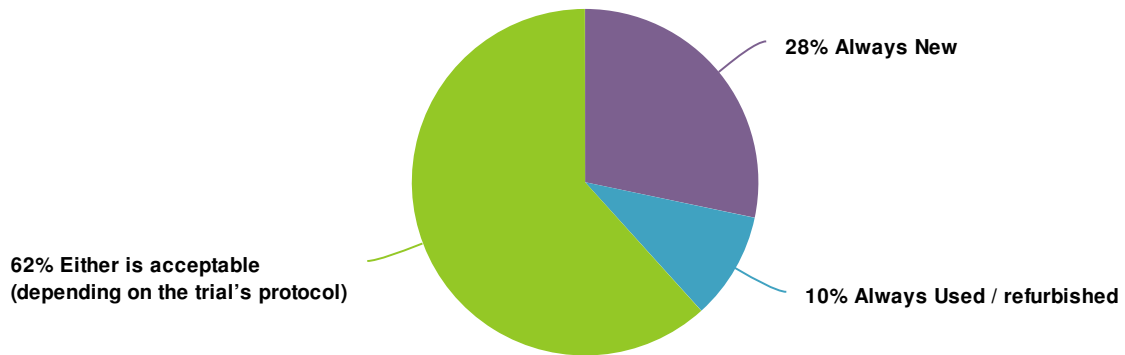
5. How often have you experienced global regulatory issues involving rented/leased clinical trial equipment?



Value	Percent	Responses
Very often	8.2%	5
Somewhat often	34.4%	21
Rarely	42.6%	26
Never	14.8%	9

Totals: 61

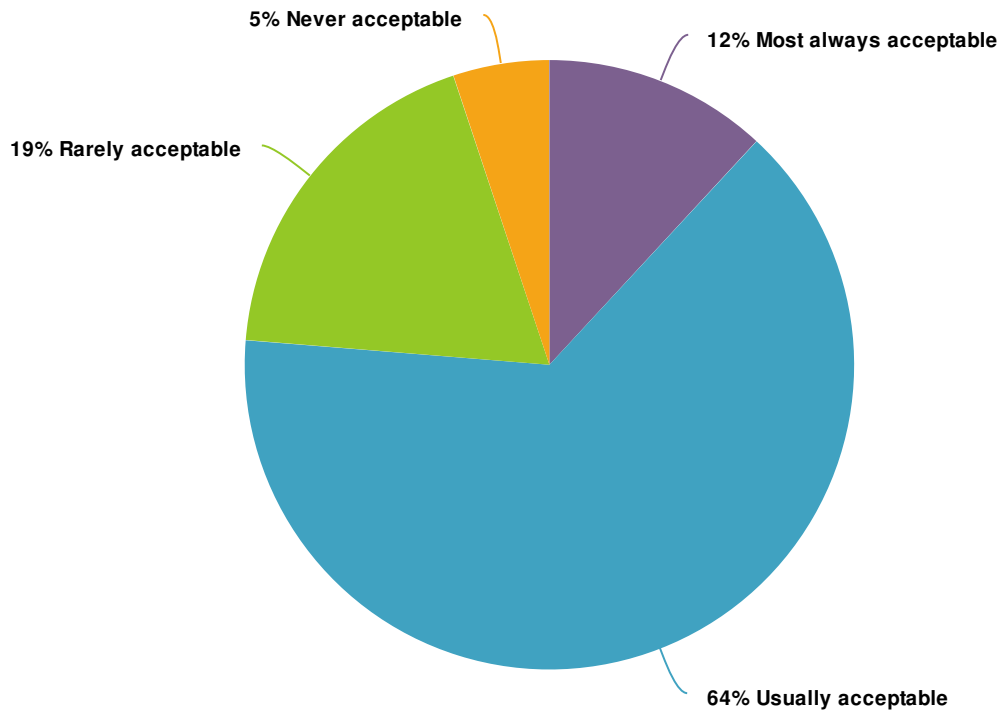
6. Do your sites usually receive new or previously used/refurbished rental equipment?



Value	Percent	Responses
Always New	28.3%	17
Always Used / refurbished	10.0%	6
Either is acceptable (depending on the trial's protocol)	61.7%	37

Totals: 60

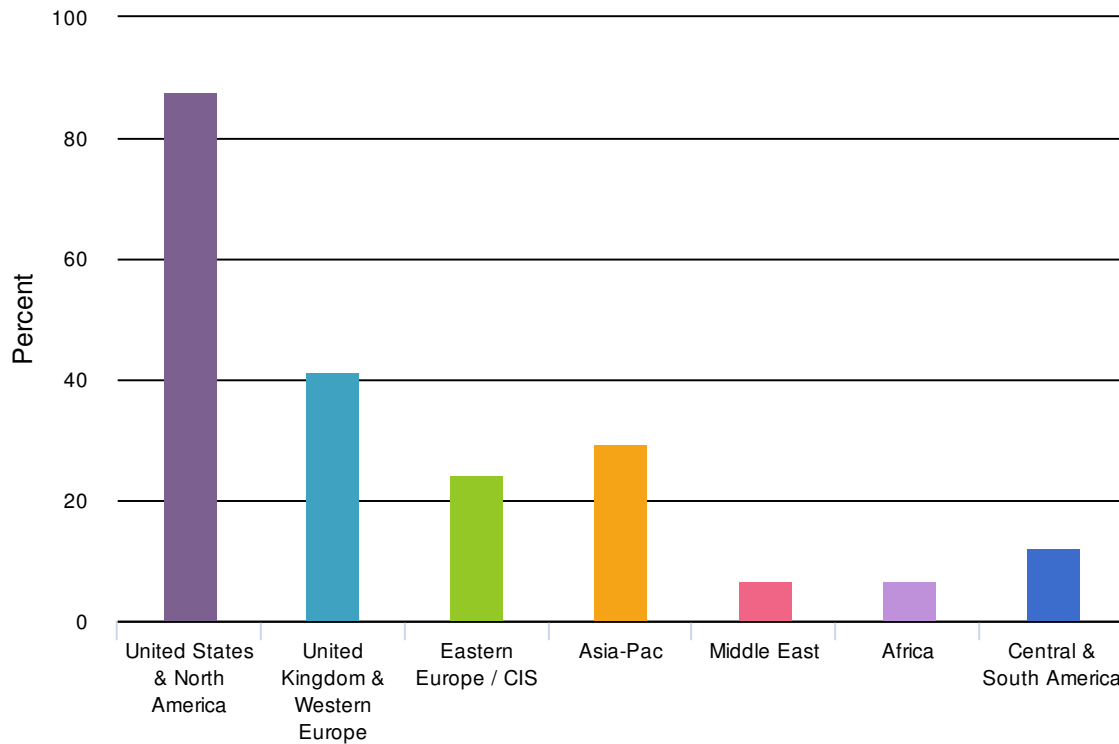
## 7. How often is used equipment acceptable in your clinical trials?



Value		Percent	Responses
Most always acceptable		11.9%	7
Usually acceptable		64.4%	38
Rarely acceptable		18.6%	11
Never acceptable		5.1%	3







Totals: 59

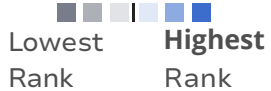
8. Indicate what regions you have utilized rented/leased equipment (select all that apply):



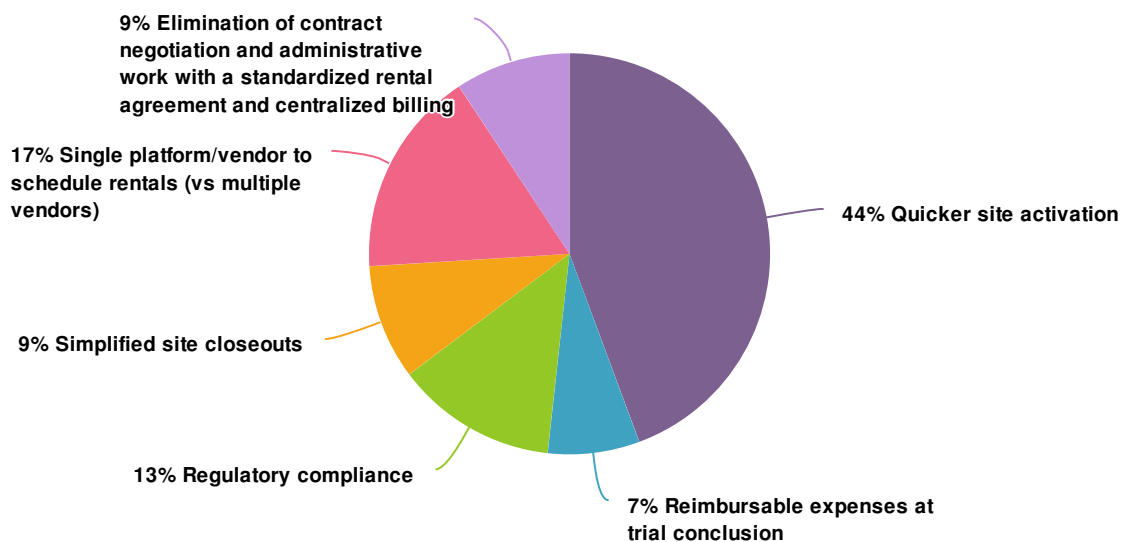
Value	Percent	Responses
United States & North America	87.9%	51
United Kingdom & Western Europe	41.4%	24
Eastern Europe / CIS	24.1%	14
Asia-Pac	29.3%	17
Middle East	6.9%	4
Africa	6.9%	4
Central & South America	12.1%	7

9. If you had to stop renting / leasing equipment, rank these in order from what would likely have the highest impact on that decision to the lowest impact on the decision to stop or never rent or lease equipment:

Item	Overall Rank	Rank Distribution	Score	No. of Rankings
Regulatory and/or legal requirements or restrictions	1		263	54
Availability of rental services (vs. ease of purchasing equipment)	2		195	54
Number of sites in need of equipment	3		193	54
Past experience with rental equipment vendors	4		165	53
Locations of sites in need of equipment	5		162	54
Accounting implications	6		153	53



10. What is the most significant benefit renting or leasing equipment has for clinical trials you are involved in?

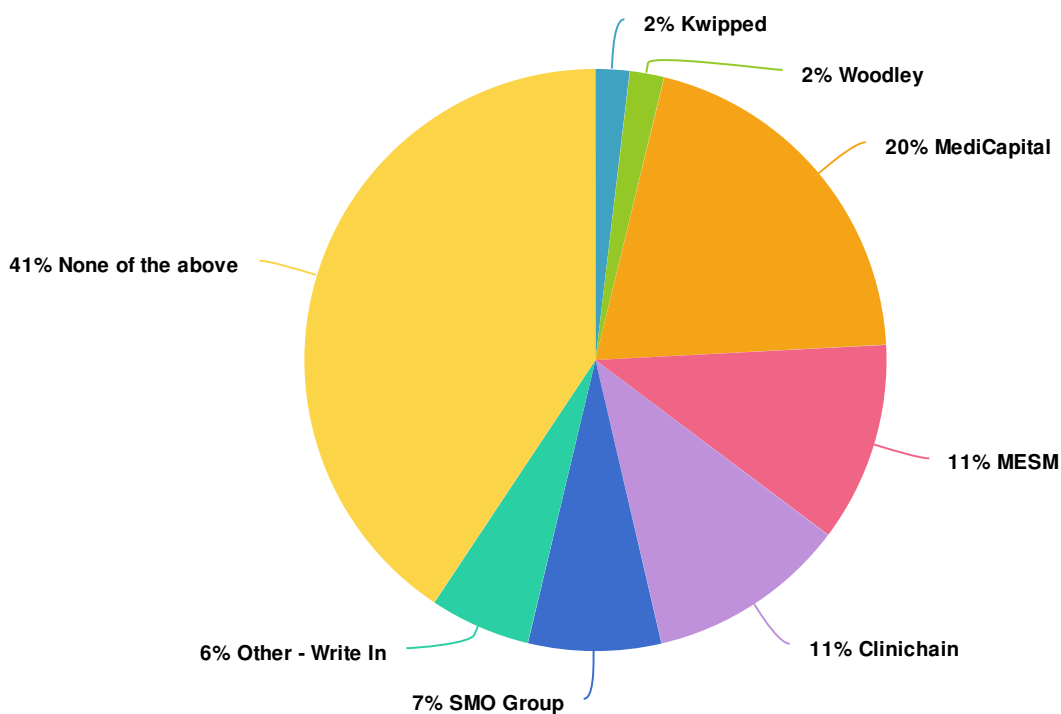


Value	Percent	Responses
Quicker site activation	44.4%	24
Reimbursable expenses at trial conclusion	7.4%	4
Regulatory compliance	13.0%	7
Simplified site closeouts	9.3%	5
Single platform/vendor to schedule rentals (vs multiple vendors)	16.7%	9
Elimination of contract negotiation and administrative work with a standardized rental agreement and centralized billing	9.3%	5

Totals: 54



11. Select your preferred vendor to rent or lease equipment from:



Value	Percent	Responses
Kwipped	1.9%	1
Woodley	1.9%	1
MediCapital	20.4%	11
MESM	11.1%	6
Clinichain	11.1%	6
SMO Group	7.4%	4
Other - Write In	5.6%	3
None of the above	40.7%	22

Totals: 54

**Other - Write In****Count**

BioTel, EuroFins

1

Varies

1

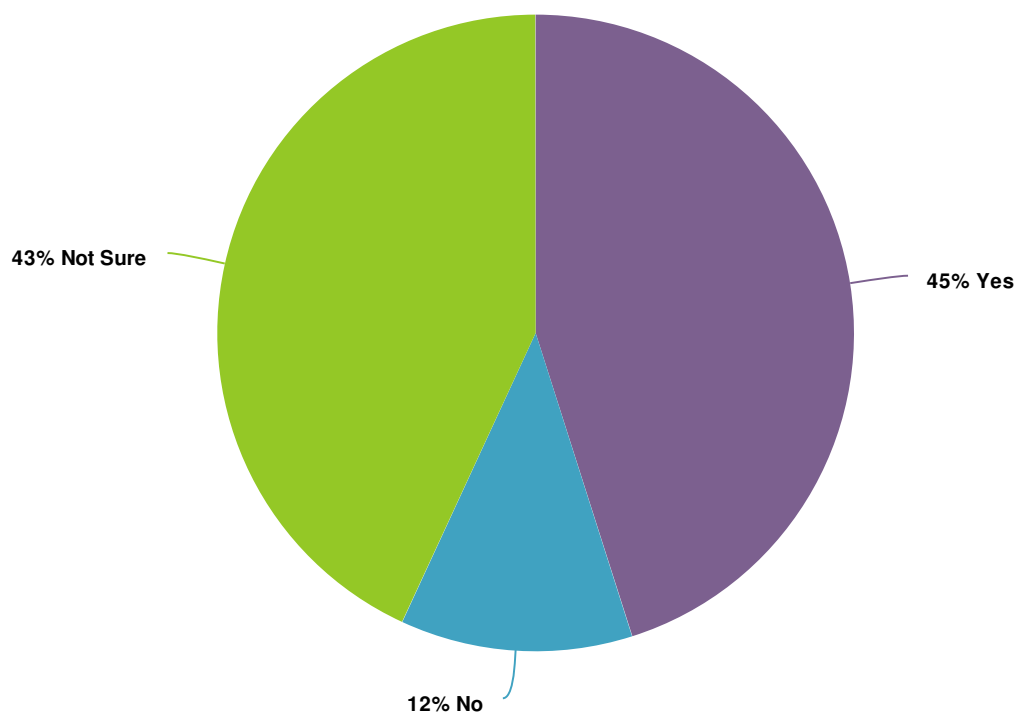
sponsor-designated co.




1

Totals

3

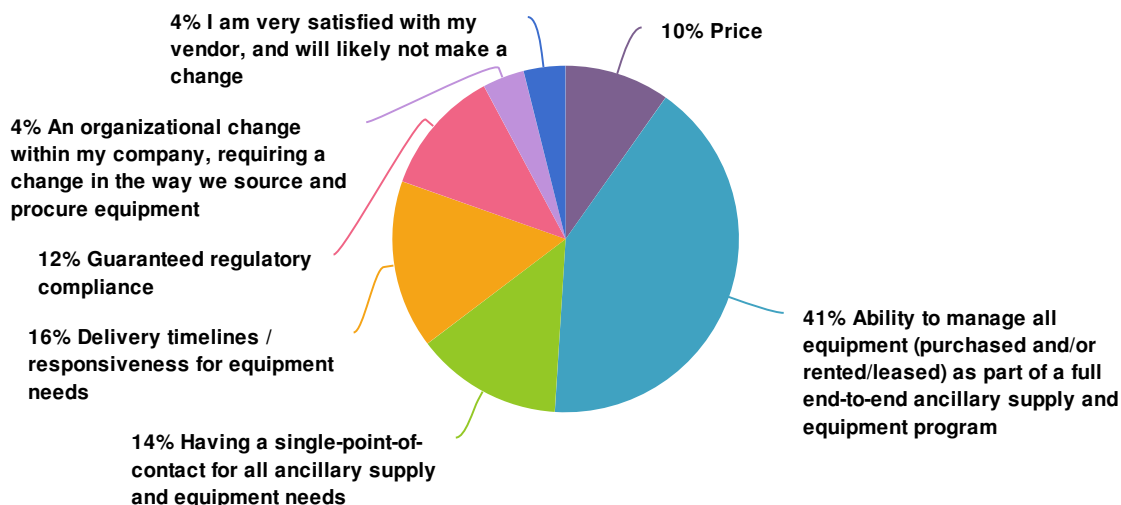
12. Are your rental/lease agreements guaranteed and/or secured by your company (the Sponsor) in event of default?



Value		Percent	Responses
Yes		45.1%	23
No		11.8%	6
Not Sure		43.1%	22

Totals: 51

### 13. What would be most likely to make you change your equipment rental / lease vendor?



Value	Percent	Responses
Price	9.8%	5
Ability to manage all equipment (purchased and/or rented/leased) as part of a full end-to-end ancillary supply and equipment program	41.2%	21
Having a single-point-of-contact for all ancillary supply and equipment needs	13.7%	7
Delivery timelines / responsiveness for equipment needs	15.7%	8
Guaranteed regulatory compliance	11.8%	6
An organizational change within my company, requiring a change in the way we source and procure equipment	3.9%	2
I am very satisfied with my vendor, and will likely not make a change	3.9%	2

Totals: 51