

## DCR Business Development Manager



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# Budget - Definition

- A budget is a calculation plan, usually but not always financial, for a defined period, often one year or a month.
- A budget may include anticipated sales volumes and revenues, resource quantities including time, costs and expenses.
- A budget may express a surplus, providing resources for use at a future time, or a deficit in which expenditures exceed income or other resources.

# Budget - Definition



- **Budget with deficit**
  - High risk of project / trial delay or failure
  - High risk of low quality outcomes
  - Waste of grant money
  - Waste of clinic funding because of cross-subsidization
  - Risk of institute debts
- **Balanced budget**
  - Potential for project / trial success
  - Surplus: Potential to cross-fund clinic or institute

# Budgets for Clinical Trial - Important Components

Also budget for patient and public involvement (PPI) and public engagement!



# Budgets for Clinical Trials

## - Examples

1. A simple tool, which covers most important functions
2. A more sophisticated trial budget (INDAPACHLOR Trial)
3. A complex trial budget (Globeam)

# Budget-related Questions

A question from our Google Doc!

*“What are budget items that are often forgotten but should be listed?”*

- realistic dimensioned start-up fee
- full cost staff rates
- VAT
- Contract negotiations
- Enough administration time (factor 2x)
- Study Nurse admin is Study Nurse coordination, not admin...

# Budget-related Questions

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Another question from our Google Doc!

*“What are pitfalls in budget listings? Is there anything that should not be listed?”*

- Study Nurse admin is Study Nurse coordination, not admin...
- SNF cross-funding...
- Realistic start-up fee

# Budget-related Questions

u<sup>b</sup>

And another question from our Google Doc!

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*“Should editing costs (for papers, grants), etc. be listed as well and if so, what is a good cost estimate that we can use?”*

- Definitely yes
- Wrap it well and calculate it the correct way...



# Budget-related Questions

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Another good question from our Google Doc!

*“What if our necessary budget exceeds the grant? Should we still apply?”*

- Ask experienced people for advice as early as possible & and negotiate...

# Budget-related Questions

*“Is underestimation or overestimation better when preparing our budget listings?”*

- If there is room for negotiation, behave like a carpet dealer in Morocco... Aim high and negotiate hard
- If there isn't – build accurate budgets...
- Do not generate underestimated budgets...

# Budget-related Questions

Answered throughout Ueli's presentation!

*“How is a budget made or how do I start?”*

- On this one I don't give an answer after this last hour...;-)

# Budget - Support



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