



Discovery Alliance

Clinical Trials Management



Discovery Alliance is routinely called upon by health systems, hospitals and large physician practices to help build and manage high quality, process-driven research programs.

Discovery Alliance, Inc., is a clinical trials management company created more than 10 years ago by founder and CEO, Lori A. Nesbitt, PharmD, MBA.

Today, Discovery Alliance, provides on-site clinical research expertise to hospitals, private and group practices, and healthcare facilities throughout the country.

OPERATIONS

With more than a decade of experience managing hundreds of clinical trials, Discovery Alliance has developed an operations model that works.

Depending upon the size and immediate needs of the organization, this model may include full time employees or personnel assigned by the corporate office. In either scenario, each role is vital in the Discovery Alliance operations model.

> Building Relationships

Clinical trials are not conducted in a vacuum. Rather, they require the support of facility administrators, clinical and administrative staff, and participating physicians.

Discovery Alliance begins its work at each site by cultivating the necessary relationships through education, hands-on training and creative, on-site marketing. The ultimate goal is to create and foster a research culture that supports the long term needs and goals of the facility.

> Building the Team

Discovery Alliance assembles an administrative and clinical team to effectively support the physician investigators in the successful conduct of each clinical trial.

This staff will generally include: an operations director, business development manager, regulatory affairs manager, contract and budget analyst, clinical research coordinators, clinical research assistants, and a quality coordinator.



The Discovery Alliance business model focuses, uniformly on operations, finance, quality, and business development.

> Training

Designed to ensure the highest level of clinical performance, every Discovery Alliance employee is required to complete FDA and NIH sponsored training in the conduct of human participant clinical trials. Each network investigator must also complete formal training in the conduct of clinical trials.

FINANCE

Financial management of clinical research is a science in itself, and successfully mastering this science can position the research program for success and longevity.

Discovery Alliance clients become keen negotiators of clinical trial budgets that protect the research site, attaining maximum value for each study and arranging favorable payment terms that support the cash position of the program.

QUALITY

Clinical trial research is one of the most highly regulated industries in the world. Participation, even remote involvement, demands rigorous oversight and strict attention to process and detail.

A highly trained Quality Coordinator from Discovery Alliance is assigned to each site to audit study data for protocol compliance and accuracy.

BUSINESS DEVELOPMENT

> Building the clinical trial pipeline

Clients of Discovery Alliance enjoy the benefits of immediately tapping in to an established industry network. Discovery Alliance enjoys positive relationships with pharmaceutical, device and biotech sponsors from around the globe. Those relationships, coupled with keen business development strategies, give the site immediate access to clinical trial opportunities.

> Building the team of investigators

Recruiting, preparing and energizing new physician investigators for the research program is a central focus of business development in the Discovery Alliance model. Having an engaged and enthusiastic corps of investigators is very important to clinical trial sponsors searching for sites to conduct forthcoming studies.