



EXECUTIVE REPORT

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PREPARED BY



CONTENTS



MESSAGE FROM WCG
LEADERSHIP

03



ABOUT WCG

04



ANALYSIS

05



STATISTICS

06

A WORD FROM WCG LEADERSHIP



Dear [potential client], et al., Thank you for choosing WCG as your partner. We're honored to be collaborating with [redacted client name] to help advance innovative treatments in research. This report demonstrates our initial financial audit findings. We consistently challenge ourselves to be the best in-class services provider, and we don't shy away from reviewing our work product and outcomes. We hope this demonstrates our commitment to your team and goals, and we look forward to your feedback. Thank you,

MEGAN TROST

VICE PRESIDENT, STUDY START-UP & ADMINISTRATION

ABOUT WCG

WCG's mission is to optimize clinical research processes in study start-up, and financial management. We are proud to partner with the best research institutions and sites in the country, including yours. We constantly evaluate how we can provide more value to our clients, in an effort to create operational efficiencies and allow our clients to focus on innovative treatments and patient outcomes.

"Our partnership with WCG, not only allowed us to thrive financially, it also created opportunities to learn better ways to accomplish our goals."

EXECUTIVE DIRECTOR, INTEGRATED HEALTH SYSTEM



"The quality and consistency of WCG's work is unmatched."

DIRECTOR, COMMUNITY HOSPITAL



STATISTICS



We've developed this report based on 8 studies. These results demonstrate only a small portion of your research portfolio.

ANALYSIS

After reviewing 8 studies with 73 total patients and 16 screen fails, WCG found \$22,549.00 in revenue that appears to never have been invoiced, and \$276,702.09 in revenue invoiced or earned, but not collected. The total impact of this complimentary audit is \$299,251.09.

That averages to \$41,788.18 in revenue, per study, that is not collected. If you extrapolate that average to your all studies opened within the past year, we'd likely help [redacted client] find hundreds of thousands more dollars during a complete audit. This audit was complimentary for you to get to know the team. Typically, we charge a 3% fee of revenue reconciled. That fee would have been \$42,542.40, which means you would have netted \$256,708.69.

Please see exhibit A a per study breakdown. The full report will be sent in Excel file with notes/details. Trends in missed revenue include missed administrative invoices (e.g. IRB fees and Annual Admin. fees), patient visits not paid, and lack of follow-up on invoices sent, but not collected/reconciled.

We'd like to explore options to expand on our original audit, to ensure all the revenue on your research portfolio is invoiced and collected.



8

STUDIES AUDITED



73

PATIENTS ENROLLED



\$299K

THE TOTAL AMOUNT
OF REVENUE FOUND
OUT OF UNCOLLECTED
REVENUE



\$41K

THE AVERAGE
REVENUE
FOUND PER TRIAL