

Cutting CTA Turnaround Time by 43%

How Arkansas Children's Research Institute solved the clinical trial startup bottleneck without expanding headcount or sacrificing negotiation rigor.

CHALLENGE

Like many research institutions, ACRI sought to accelerate Clinical Trial Agreement (CTA) negotiations and reduce administrative delays caused by manual review of inbound CTAs, without compromising negotiation standards or expanding team resources.

SOLUTION

ACRI leveraged our purpose-built AI platform to streamline inbound CTA negotiations without disrupting existing workflows:

- WCG's Pre-Built CTA Profiles assess inbound CTA language and instantly identify misalignment with institutional negotiation standards
- AI Markup automatically generates standards-aligned, surgical redlines in minutes, eliminating hours of manual review while maintaining institutional positions on critical terms.
- WCG's Add-In for Microsoft Word enables contract professionals to manage revisions and benefit from AI intelligence without leaving their familiar workspace.

RESULTS

What previously required 17+ days of manual review, redlining, and internal coordination now takes 10 days—with higher consistency, zero additional staff, and no learning curve.

"Software made our contract process smoother and faster than we ever expected, cutting out inefficiencies and speeding up turnaround times without lowering our standards."

-Andrea Dixon, Senior Research Counsel at ACRI



IMMEDIATE IMPACT

No lengthy implementation, no custom configuration, and no workflow integration. Using WCG's pre-built CTA profile, ACRI achieved:

- ✓ **43% reduction** in time to first-draft CTA markups (17.5 to 10 days)
- ✓ **Immediate acceleration** without customization
- ✓ **Surgical precision** aligned with institutional standards
- ✓ **Seamless adoption** by contract professionals

WHAT'S NEXT

With implementation of an ACRI-specific AI-optimized Profile, the team expects to drive additional efficiencies and further compress study startup timelines.

Ready to Accelerate Study Startup?

Contact us to learn how leading research institutions use WCG to compress study startup timelines.