

Mast Therapeutics Leverages Medidata Grants Manager for Clinical Budgeting and Site Negotiating Needs

The Challenge

Mast Therapeutics, a biopharmaceutical company headquartered in San Diego, California, is developing its lead product candidate MST-188 to treat conditions typically characterized by impaired microvascular blood flow and damaged cell membranes. Mast is currently conducting an international Phase 3 study of MST-188 that will enroll 388 patients suffering from sickle cell disease, a genetic blood disorder which can lead to severe pain, irreversible organ damage and early death.

Although a Phase 3 study of MST-188 in sickle cell disease was previously conducted, it took place more than 10 years ago—long before Mast acquired the program. As a result, budget data was stale, meaning Mast had to start site budget planning essentially from scratch and work with mostly new investigators. Additionally, sickle cell disease is a rare disease, so many of the planned study procedures were uncommon and difficult to price.

The Solution

Mast looked at multiple tools that could help with the administrative planning and budgeting of its clinical trial. However, Medidata Grants Manager® stood out from the pack as a solution that CFO Brandi Roberts felt “would really help with the challenge of putting together a fair site template and reimburse the sites for the procedures that needed to be done, but would also give us a leg up by knowing what other organizations had previously paid for certain procedures.”

Mast found Grants Manager very intuitive and easy to use, needing minimal training and customer service help to get started. The team was able to build their clinical study budget by developing a template and populating it with the appropriate procedures. That same template was reusable across the sites in their study, helping to determine the appropriate cost structure for each site and aid in the negotiation process.

The power of Grants Manager’s site cost benchmarks—based on a comprehensive industry database of negotiated procedure costs organized by phase, therapeutic area and indication—made individual site negotiations easier for Mast. With site-specific data, Mast also knew the grant contract histories of specific sites with which they were negotiating. “I think that cut down on multiple back-and-forth discussions because people knew that I was pulling negotiated costs from Medidata,” said Ms. Roberts. “It made our negotiations more efficient and cost-effective.”

Grants Manager

Medidata Grants Manager is the site budgeting and contract negotiation suite that ensures appropriate payment and expedited site contract agreements. It’s smart because the tool only provides actual negotiated grants and industry benchmarks, allowing you to analyze your company’s specific grant history so you can build more accurate budgets. It’s unique because Grants Manager is the only product on the market that allows you to see protocol complexity, procedure frequency and site-specific costs so you can pay appropriate salaries and improve your negotiation strategy. And, it’s actionable because Grants Manager facilitates payment setup and plugs into the Medidata Clinical Cloud platform, providing access to upstream data for faster budget development and downstream data for better study execution.

About Mast Therapeutics

Mast Therapeutics, Inc. is a publicly traded biopharmaceutical company headquartered in San Diego, California. The Company is leveraging the MAST (Molecular Adhesion and Sealant Technology) platform, derived from over two decades of clinical, nonclinical and manufacturing experience with purified and non-purified poloxamers, to develop MST-188, its lead product candidate, for serious or life-threatening diseases and conditions typically characterized by impaired microvascular blood flow and damaged cell membranes.

Business Impact

By adopting Grants Manager, Mast Therapeutics was able to negotiate more efficiently and effectively, while still ensuring fair site compensation. “We probably saved at least four times the cost of the tool,” said Ms. Roberts. In addition, Grants Manager reduced personnel time required for the budgeting and negotiation process, which is important to companies like Mast with small administrative teams. “I believe our study got implemented faster, which means that we have the opportunity to get our drug to market faster and into the hands of patients faster. That’s really the Holy Grail—we want to get medicine to people who need it,” said Ms. Roberts.

With a limited number of staff, saving tangible study costs and time also helped to minimize the risk of delay in commencement of the study. Mast was pleased with Grants Manager’s performance and has expanded its use to a Phase 2 study in acute limb ischemia.

About Medidata

Medidata Solutions is a leading global provider of cloud-based clinical development solutions that enhance the efficiency of customers’ clinical trials. Medidata’s advanced platform lowers the total cost of clinical development by optimizing clinical trials from concept to conclusion: from study and protocol design, trial planning and budgeting, site negotiation, clinical portal, trial management, randomization and trial supply management, clinical data capture and management, safety events capture, medical coding to business analytics. Our customers include biopharmaceutical, medical device and diagnostic companies, academic and government institutions, CROs and other research organizations, encompassing 20 of the top 25 global pharmaceutical companies as well as research organizations of all sizes.

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