MedFriend Health

Protecting Biotech Cash Runway Through Smarter CRO Selection

Founder & CRO perspective: why disciplined clinical outsourcing directly preserves capital and time.

The Financial Reality of Clinical Outsourcing

Clinical trials consume the largest cash burn phase for most biotech companies. Outsourcing decisions made at the transition to clinical execution directly influence both cost trajectory and cash runway.

Industry research consistently shows that avoidable protocol amendments, misaligned CRO capabilities, and unclear scopes are major drivers of budget overruns.

What it's like working with MedFriend on your oursourcing

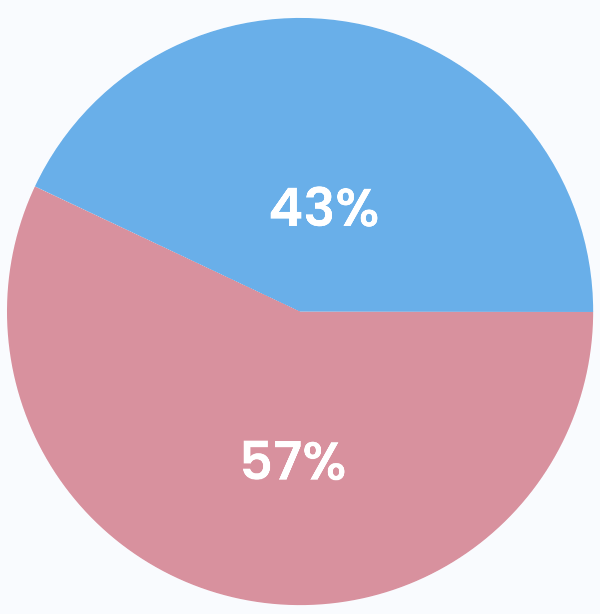
Structured RFPs & Proposals

MedFriend structures RFPs, proposals, and budgets to reflect real execution, reducing the likelihood of avoidable amendments.

Strategic Alignment

By aligning CRO capabilities and scope upfront, sponsors preserve capital and maintain financial predictability.

Protocol Amendment Rates

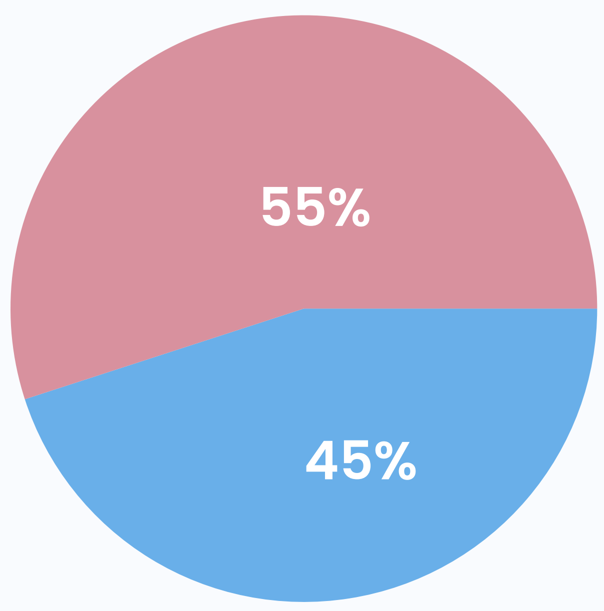


No Amendments 43%

With Amendments 57%

57% of Phase II–IV protocols undergo at least one substantial amendment

Recent Protocol Amendments



With Amendments 45%

No Amendments 55%

Nearly 45% of recent amendments are considered avoidable with better planning

Timeline Impact

Protocol amendments typically introduce implementation delays of 2–3 months, extending trial timelines and increasing burn.

Runway Risk

For early- & mid-stage biotechs, 1–2 avoidable amendments can materially shorten runway.

Root Causes

Cost overruns rarely originate from the science itself. They are driven by unclear RFPs, unrealistic assumptions, and CRO under-scoping followed by change orders.

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