

# Understanding Pharma Proposal Types in CyberGrants

## Cybergrants Webinar



# Meet Your Trainer

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# Learning Objective

To provide an overview of the Pharma proposal types within CyberGrants; including common use cases and tips and tricks for optimal usage of your platform.

# Agenda

Overview of Pharma Programs

Expanded Access Program

IIT Program (Research Program)

Medical Education

Event Sponsorship

Charitable Donations

Membership Fees

# Overview of Pharma Programs

# Goals of the Pharma Program

- ✓ Designed to support healthcare initiatives
- ✓ Streamline the clinical trial process
- ✓ Facilitate medical education activities
- ✓ Support encompasses the entire lifecycle
  - ✓ Initial qualification and submission
  - ✓ Approval
  - ✓ Post-award analysis



# Getting Started with Pharma Programs

What are your medical-related goals?

What medical initiatives do you currently support?

What medical initiatives do you want to highlight?

Who is your target audience?

Are you supporting clinical trials or investigational medical products?

# Partnership with Bonterra

- Work hand in hand with the Bonterra team to translate your goals into an effective CyberGrants Pharma program
- Receive training and resources to support ongoing knowledge of and success within the platform
- Receive recommendations on best practices to streamline user and administrative experience





# Expanded Access Program *(EAP)*

# Expanded Access Programs

*Compassionate Use or Managed Access Programs (MAPs)*



Access to investigational medical products (*drugs, biologics, medical devices*)



Intended for patients with no comparable or satisfactory alternative treatment options



Aims to provide hope and potential treatment option to those facing dire medical circumstances

# Process

Physician registers account and begins initial request to access a drug

Continued monitoring of the patient's ongoing treatment with resupplies as needed

Review and approval of application, drug shipped

Assessment of clinical benefits to determine if continuing resupply or closing request

# Investigator Initiated Trials Program *(IIT)*

# Investigator Initiated Trials Program

## *Research Program*

- Clinical trials initiated and led by:
  - Individual investigators
  - Research groups



## Investigator Registration

- Can register as an individual or an institution

## IIT Application Types

- Consists of two proposal types: concept and protocol

## IIT Concept Submission

- Small application that captures the basics of the study

## IIT Concept Review & Approval

- Administrator reviews and approves/rejects the concept
- If approved, converted into an IIT Protocol

## Protocol Submission

- Investigator fills out protocol details (more info) and resubmits

## Protocol Review & Approval

- Administrator reviews and proceeds with workflow

# Medical Education

*(MedEd)*

# Medical Education

## *Independent Medical Education Grant*

IME Grants provide funding for independent medical education activities or initiatives.

These serve to maintain, develop, or increase the knowledge, skills, and/or professional performance of a healthcare professional.

Examples of these activities include:

- Continuing medical education
- Continuing health education
- Continuing education





# MedEd Process

Application submitted – audience, objective and budget

Program admin approves application and funding is released

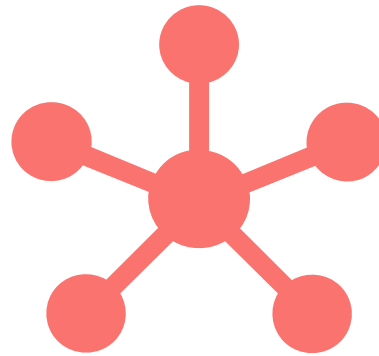
Organizations submit Impact Report proving outcomes of funding

# Event Sponsorship

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Provides financial support to organizations that are non-promotional in nature and do not qualify for medical education grants



Sometimes combined with proposals for industry specific memberships or charitable donations



Request captured in worksheet that can include multiple events

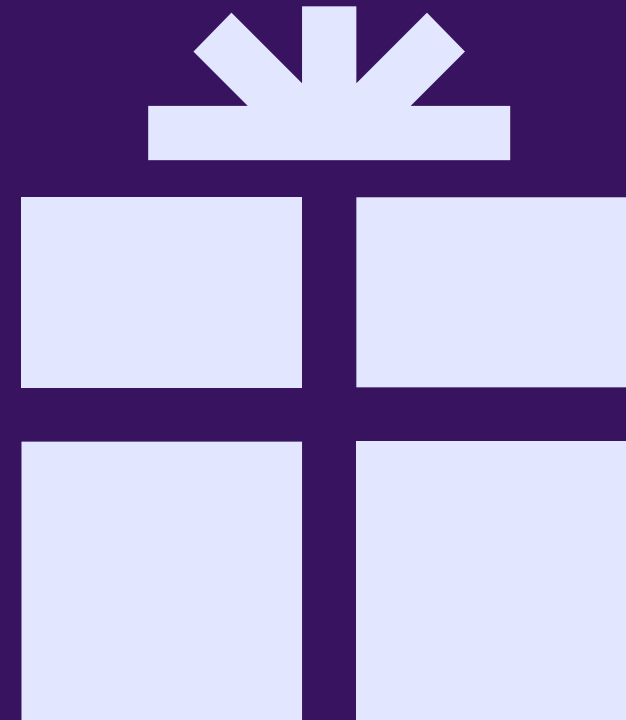
# Charitable Donations

# Charitable Donations

These are not tied to a company's own strategic initiatives but aim to support the work of NPOs more broadly - like providing funding to a non-governmental organization to support construction of an orphanage in a developing country.

Application involves:

- Demonstrating the impact the NPO will have with the requested funding and,
- Aligning the donation with the company's charitable giving priorities and guidelines



# Membership Fees

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You can also provide funding for industry-specific memberships such as:

- Memberships in professional organizations
- Memberships in trade associations
- Memberships in medical societies

This can help support an organizations involvement and engagement within their particular field.



# Additional Resources



- Help Center accessible from the top right hand user badge in CyberGrants

## Additional Training Opportunities

- On-demand Videos available in our [Bonterra Academy](#)
- Additional webinars and training content to come!

Thank you for attending!

We hope to see you  
in future trainings.