

# Medidata Edge Site Payments— The Industry’s Only Global Site Payment Technology Driven by EDC

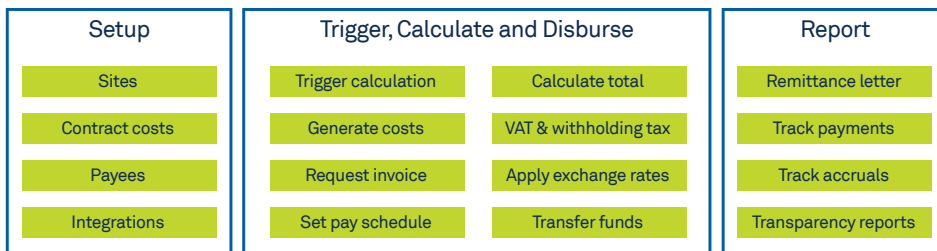
If making payments to clinical research sites is a constant headache, it’s time to quit using legacy technology. Stop digging through spreadsheets, checking multiple systems, hassling with workarounds, and dealing with unhappy sites. You need a single solution that’s compatible to pay all your sites across the globe and scalable to use across all your studies.

That’s why we’re introducing Medidata Edge Site Payments (formerly Medidata Payments)—a new way to pay clinical research sites. It’s a unified, cloud-based technology that makes site payments as easy as payroll. Your accounting department doesn’t skip paychecks or miscalculate wages and taxes, and now your clinical finance team doesn’t have to either.

Medidata Edge Site Payments is a smart solution—it knows when site staff completes their work in your electronic data capture (EDC) system and pays them for that work right away. Sounds simple? It is. With Medidata Edge Site Payments your EDC system works behind the scenes to trigger payment calculation and assemble cost data when a site’s work is completed. It’s the industry’s only solution that’s driven by your EDC system out-of-the box, a distinct advantage that helps life sciences companies keep sites happy and engaged.

## How Medidata Edge Site Payments Works

- Simple setup
- A unified solution to trigger, calculate and disburse payments around the globe
- Comprehensive data and reports for better financial accountability



With Medidata Edge Site Payments, you’ll get the value of using a unified, cloud-based solution to pay your sites.

### Accelerate payment cycle times.

Stop wasting time performing unnecessary steps or using complex workarounds. Medidata Edge Site Payments includes automation that allows our clients to eliminate more than 60 percent of their work.

### Improve financial accuracy and transparency.

- **Access global transparency data.** With the ability to export your investigator payment records, you’ll have all the data needed to meet global transparency reporting requirements, including the Sunshine Act.

- **Ensure accurate payment and accounting.** Using data from other systems—such as EDC or budget and contracting technology—to pre-populate payment calculations and reports prevents the introduction of errors, so your payments and accounting records are always accurate.

### Enhance your site relationships.

Timely, accurate payments count with sites. Don’t let your site relationships suffer because of legacy technology that causes delays and errors. Medidata Edge Site Payments gets your sites the funds they need to continue enrolling patients without the worry of when they will be reimbursed. Keep your sites engaged on current studies, and they will likely keep coming back for future studies.

## Setup:

Simple, configurable integration between Medidata Edge Site Payments and your EDC system allows for easy study setup by the end user, with no engineering expertise needed.

## Trigger, Calculate and Disburse:

- Medidata Edge Site Payments connects to your EDC system out-of-the-box, which automatically triggers payment calculation when site work is complete.

Now you no longer have to track when site work is completed or when it's time to send out a payment. With Medidata Edge Site Payments, events logged in your EDC system, like completed subject visits, automatically trigger line item costs to be assembled in the calculation engine. You have the flexibility to pick which triggers you want to use, including subject visit completion, electronic case report form (eCRF) review and eCRF source data verification (SDV). And Medidata Edge Site Payments is the only technology that allows you to trigger payment for individual procedures, so you can accurately calculate optional procedures, treatment-arm-specific procedures and screen failures.

- Medidata Edge Site Payments calculates and disburses payments anywhere across the globe.

Do you contract with sites in different countries, but struggle to get them paid quickly because of country-specific nuances? Medidata Edge Site Payments is a single solution that can tackle it all, no matter where your sites are located. It calculates and disburses payments quickly and accurately. It streamlines the site invoice request process, calculates any currency using spot or pre-determined exchange rates, identifies and calculates withholding tax, captures indirect (e.g. VAT) taxes, and splits payments across multiple payees—all common site requirements outside of the US.

Once the payment total is calculated and approved, funds are transferred directly into the site's bank account via EFT, wire, ACH, or check/cheque, and detailed remittance is provided. Deposits are made based on the payment schedule you set up, ensuring your sites are paid on time, every time.

## Report:

- Medidata Edge Site Payments improves financial accountability with better data, accurate reconciliation and the reports you need.

Do you pull data from multiple systems and spreadsheets to report and reconcile your site payment financials? With Medidata Edge Site Payments you don't have to. It provides automatic bank reconciliation and a one-stop shop for reporting, including the ability to track payment status, apply taxes, and access robust global transparency data. Medidata Edge Site Payments is available for contract research organizations (CROs) and their outsourcing partners to use, and with just-in-time funding models you can reduce the exchange of cash advances.

Using the latest payment technology is an advantage for both sponsors and CROs.

### **Medidata Edge Site Payments for CROs:**

- Improve win ratio
- Increase client retention.

### **Medidata Edge Site Payments for sponsors:**

- Improve enrollment
- Retain experienced sites

## Edge Trial Planning and Management Pioneering Analytics Accelerates Clinical Operations

Edge Trial Planning and Management is a product suite that increases patient enrollment, retention, and study execution. Medidata Edge Design Optimization, Site Feasibility, Site Grants, and Payment solutions use historical benchmarks and automation from MEDS to reduce patient burden and site feasibility as well as site grants and payments. This has been proven to increase patient recruitment and retention rates.

Medidata also solves many of the biggest challenges in trial management. Medidata Strategic Monitoring and CTMS holistically address regulatory requirements for RBM by combining anomaly detection with intelligent workflows to enable sponsors, CROs, and sites to confidently move away from 100% SDV. Medidata master data management means that up to 76% of an eTMF's artifacts can be pre-populated from other sources.

Medidata Edge Site Payments also integrates with your ERP or general ledger system to automate financial system alignment and reporting.

## Getting Started Is Easy

You won't need to splurge on costly integrations or lengthy implementation. Our unified, cloud-based solution and built-in integrations reduce validation time and data and hardware migration time. Medidata Edge Site Payments will grow with you. Our cloud technology can easily scale to more studies and more sites. Upgrades are included, so you'll always have a best-in-class solution.

## Global Operations Make Medidata Edge Site Payments the Industry's Top Choice

Medidata's payment centers of excellence are located in major cities around the globe including New York, London and Tokyo. Our innovative solution was designed in collaboration with sponsors, CROs and sites in these various regions to ensure a unified experience for all. Our fund transfers are trusted globally—they are powered by a leading payroll provider with expertise in sending payments to banks worldwide.

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## About Medidata

Medidata is reinventing global drug and medical device development by creating the industry's leading cloud-based solutions for clinical research. Through our advanced applications and intelligent data analytics, Medidata helps advance the scientific goals of life sciences customers worldwide, including over 950 global pharmaceutical companies, biotech, diagnostic and device firms, leading academic medical centers, and contract research organizations.

The Medidata Clinical Cloud® brings a new level of quality and efficiency to clinical trials that empower our customers to make more informed decisions earlier and faster. Our unparalleled clinical trial data assets provide deep insights that pave the way for future growth. The Medidata Clinical Cloud is the primary technology solution powering clinical trials for 18 of the world's top 25 global pharmaceutical companies and is used by 18 of the top 25 medical device developers—from study design and planning through execution, management and reporting.

[info@mdsol.com](mailto:info@mdsol.com) | [mdsol.com](https://mdsol.com)  
**+1 866 515 6044**