

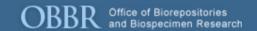
NCI Best Practices for Biospecimen Resources

Cost Recovery Models (Industry Perspective)





Academic biorepository cost recovery from industry



- Perspective
 - Limited to models used by Ardais Corp.

(one of several "tissue brokering" for-profits established in early 2000s)

- Models
 - Grants no expectations
 - Grants or contracts expectations



Grants - expectations



- Common model
- Tissues may never leave clinical site.
 - Analysis done onsite
 - Funder has right of first review of data, for IP
 - Publications OK

Contracts - expectations of tissue



- Impossible to engage in an exchange of tissues for \$ without addressing ethical issues – widely, continuously
- Outright procurement
 - Samples distributed between clinical entity to ensure both received per case representation whenever possible, otherwise random
 - No IP
- Cost recovery is OK
 - But not for personnel in decision making roles
 - Be careful that costs are even handedly charged
- "Profit" OK, too
 - But it better not go back to any administrative entity related to the operation.
 - Serve the mission of the institution
 - Patient groups representing the disease





- Advantages for clinical site
 - Capital investments can support other projects
 - SOPs, training, equipment, IT
 - Access to broader specimen pool
 - 3-tiers of specimens:

