Industry budgets should **always** be negotiated. This process begins once PI receives protocol and budget template.

- **Who will negotiate?**
  - CRSP
  - PRO
  - SC

Negotiator reads protocol and meets with PI/SC as necessary to develop budget.

- Pricing sought from COA, UAB and outside groups. (see Table of Contacts for Clinical Research Fees: [www.uab.edu/peds/research-teams](http://www.uab.edu/peds/research-teams))

- Proposed budget sent by PI/SC and FO before returning to Sponsor.

- Sponsor counters.

- Updates and justifications added. Proposed changes sent to PI/SC and FO before returning to Sponsor.

- Sponsor counters.

- Repeat until a final budget is agreed upon by all parties.

- Final budget is sent to PI/SC and FO.

**Abbreviations**

- **CBR**—Clinical Billing Review
- **CRSP**—Clinical Research Support Program
- **DOP**—Department of Pediatrics
- **FAP**—Fiscal Approval Process
- **FO**—Financial Officer
- **PI**—Principal Investigator
- **PRO**—Pediatric Research Office
- **RPL**—Responsible Personnel List
- **SC**—Study Coordinator

**FOs will not negotiate budgets.**

If UAB clinical billables, SC should submit DOP-friendly FAP form to CBR. (see updated CBR workbook: [www.uab.edu/peds/research-teams](http://www.uab.edu/peds/research-teams)) Contact Melissa McBrayer with questions: [mcbrayer@uab.edu](mailto:mcbrayer@uab.edu)

PI submits request for OnCore calendar build for visits with UAB clinical billables to ensure appropriate billing. [www.uab.edu/medicine/ctao/investigators/oncore-enterprise/calendar-services](http://www.uab.edu/medicine/ctao/investigators/oncore-enterprise/calendar-services)