

# Oncore Financials and High Per Patient Revenue Clinical Trials – Impact of Discharged Not Final Billed (DNFB)



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## Background

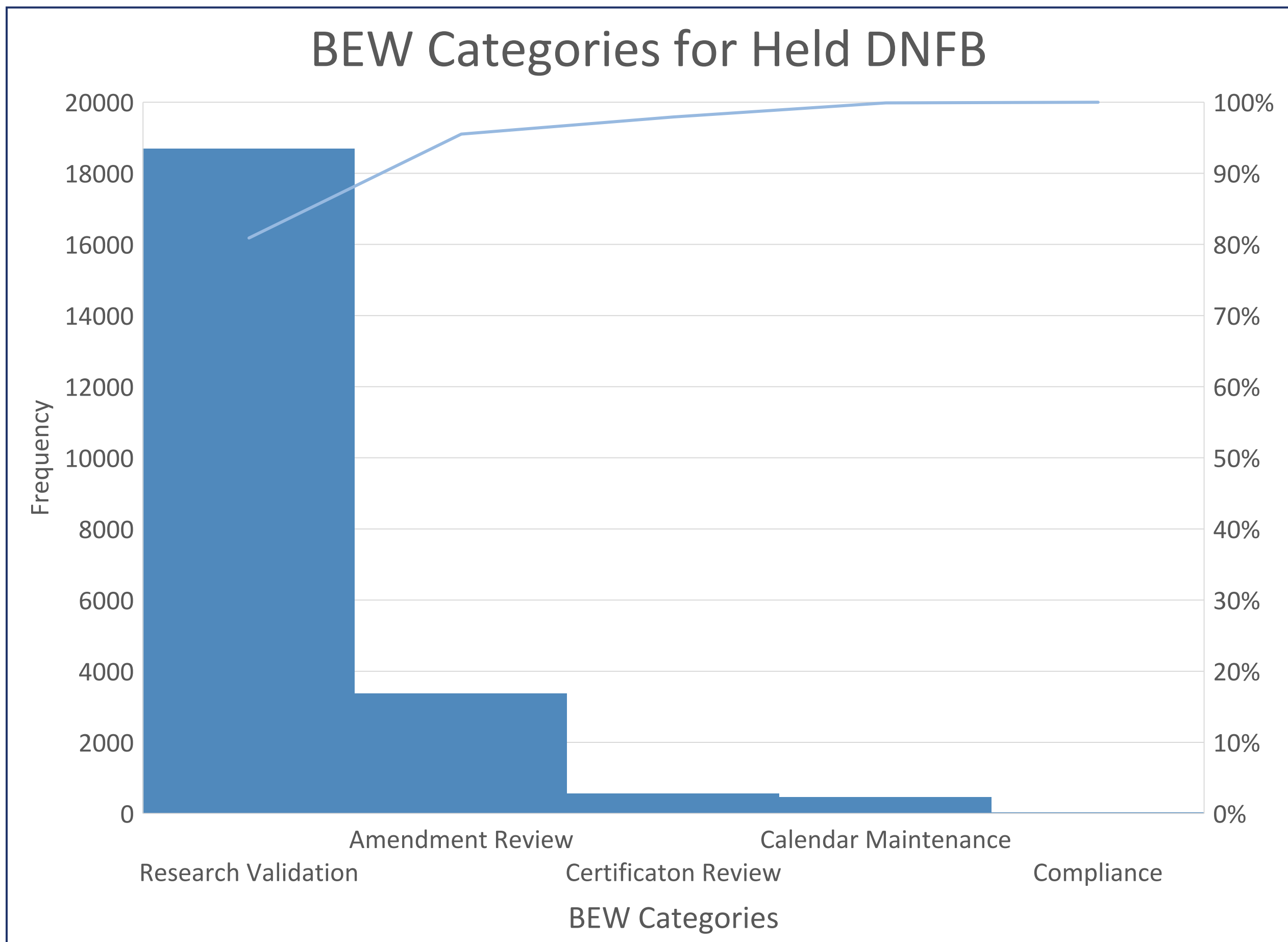
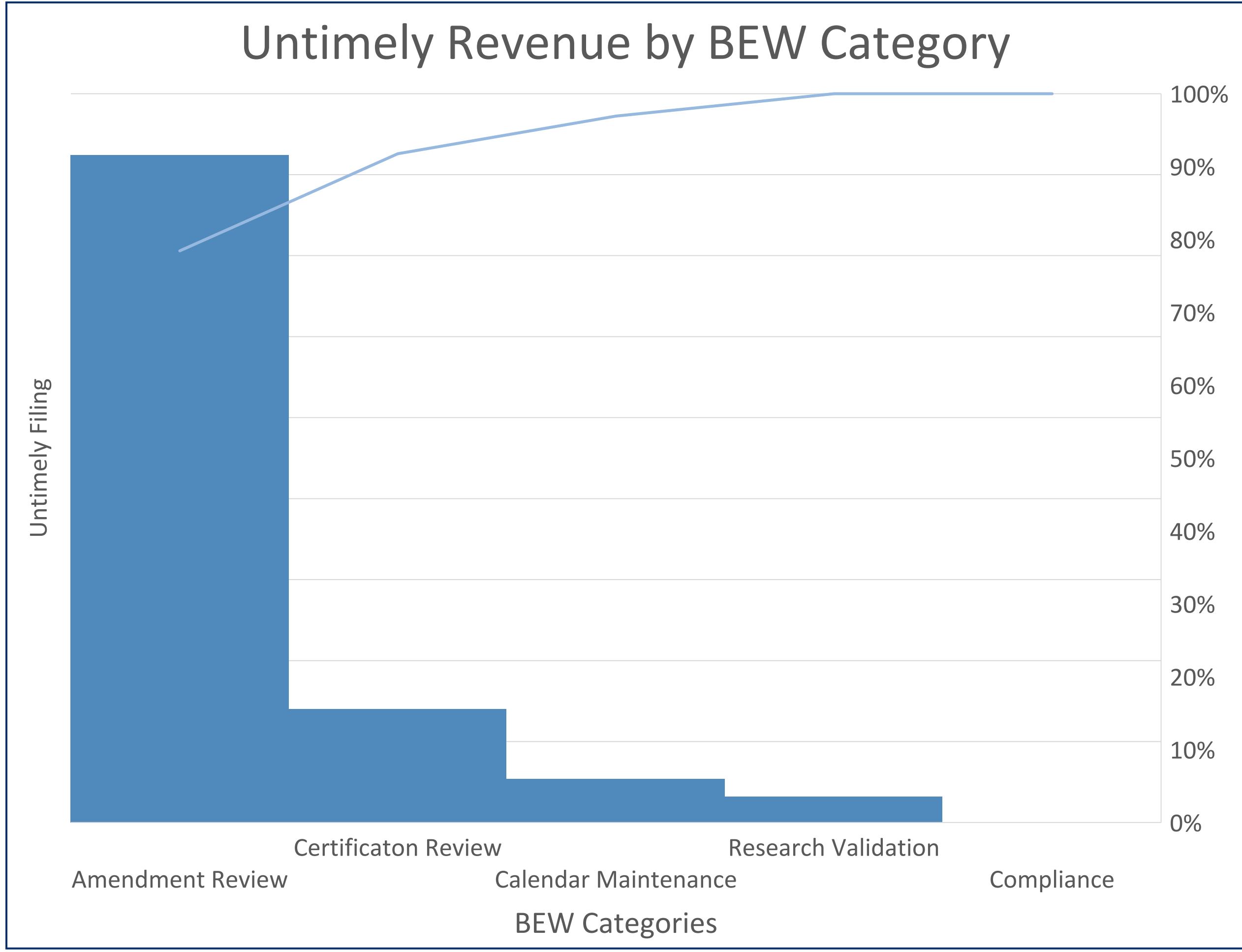
- Institutions face financial risk when holding billing of pharmaceutical sponsors and insurers leading to high discharged not final billed (DNFB) amounts.
- Bill holds are primarily due to protocol amendments that have financial impact, updates to Oncore (Clinical Trial Management Systems) calendars for visit certifications, and additional internal process validation.
- Being in DNFB delays reimbursements from payors and based on the timeline for timely filing, billing segregation and final billing could take place after these windows close. Institutions are then forced to absorb these costs.
- Clinical Trial Office (CTO) leaders face challenges with tracking the financial health of a program, fully understanding a clinical trial’s revenue vs. costs, and accurate financial planning.

## Goals

- 1) Expand our knowledge of the CTO's impact on DNFB and revenue write-offs for high per patient budget trials.
- 2) Further our understanding of expected recognized revenue from DNFB for financial planning.

## Solutions and Methods

- Cross-functional collaboration between the CTO, Revenue Cycle, and Clinical Research Revenue Integrity successfully contributed to data collection and analysis.
- We calculated the average number of days DNFB was held from January 1, 2024, through December 31, 2024, for the CTO. The average number of days was 62 (for 155678 events).



## Outcomes

- Most untimely billing falls within the Amendment Review category (78.5%). The majority of held DNFB is held in Research Validation (80.9%). Billing Exception Worklist (BEW) includes Amendment Reviews, Calendar Maintenance, Certification Reviews, Compliance, and Research Validation.
- Total DNFB decreased from January 2024 to January 2025.

## Refinements, Questions, and Next Steps

- Ongoing investigations to better understand recognized revenue from DNFB per management group stratified by investigator-initiated trials and pharmaceutical sponsored trials.
- Recognized revenue from DNFB can contribute to overall financial planning for management groups.
- What opportunities are there to speed up DNFB release to less than 62 days?

