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Office of Biorepositories
and Biospecimen Research

NCI Best Practices for Biospecimen Resources

Cost Recovery Models (Industry Perspective)

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Academic biorepository cost recovery from industry

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- **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



- **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

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- **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



Contracts – expectations of tissue (cont'd)

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

