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RESEARCH MATTERS
AT USF HEALTH

CLINICAL
RESEARCH MATTERS
AT USF HEALTH

RESEARCH MATTERS

Greater Good

- It is part of our responsibility to help develop new and better treatments for patients
- Brings cutting-edge therapies to our patients before they otherwise become available

RESEARCH MATTERS

Marketing

- It helps identify the investigator and institution as having expertise

RESEARCH MATTERS

Critical to our Education Mission

- Teaches our students/residents/fellows about treatments of the future.
- Allows us to be among the first to learn about new treatments, and teach others

RESEARCH MATTERS

Critical to scholarly and academic productivity

- Often leads to opportunities for
 - authoring or co-authoring manuscripts
 - presenting at scientific meetings
- May spark additional ideas for investigation

RESEARCH MATTERS

Financial

- It is generally a relatively high revenue-generating activity if done correctly

BUT.....

BUT.....

ITS NOT EASY!

BUT.....

ITS NOT EASY!

(and its getting harder)

Sponsored Research

Competition

- More than half of all sponsored research in Florida now goes to private practitioners
 - They get studies up and running more quickly
 - They recognize and value the marketing and financial benefits
 - No problems with COI
 - They are willing to do it for less money

Sponsored Research

Its hard to do!

- Need to work in a team
- Clinical coordinator is crucial
- Lots and lots of paperwork
- Requires tremendous attention to detail
- There are obstacles to be overcome constantly
- Have to see lots of patients and recruit them into studies

Sponsored Research Organization

- Experienced Investigators
 - Unit with dedicated coordinator(s)
 - Must be able to build a financial reserve to maintain infrastructure in the face of cyclical revenue
- Inexperienced Investigators
 - Shared resources including coordinator(s)

CLINICIAN at USF

It is possible for a clinician over 15 years to:

- Generate clinical research revenue > 9 M and always maintain a positive balance sheet
- Conduct over 100 studies
- Publish over 100 peer-reviewed papers
- Hold multiple national positions
- Have a truly international reputation for productivity and innovation

WHAT IT TAKES

- See patients 3 days a week
 - ~25-33% clinical trial visits
- Travel 2 days a week
 - Scientific presentations
 - Investigator meetings
 - Advisory meetings
- Write 2 days a week

RESEARCH MATTERS

- We need to reward and incentivize clinical research
 - Reward highly productive clinical researchers
 - Encourage and incentivize less productive potential researchers

(This includes financial compensation, and the ability to be successful in building a team and a financial reserve)

AIMS

- The goal of AIMS is to harmonize the goals of the institution with faculty rewards and incentives

AIMS

- Does it adequately reward and incentivize clinical research?
 - Clinicians rarely assigned .6 or greater FTE
 - Formulas for clinicians appear heavily biased toward RVUs (whereas when clinical researchers are most financially and academically productive their clinical service RVUs are likely to go down)