

Stale Clinical Trial Lead Cost Calculator

A printable calculator for estimating source spend, coordinator time, delayed review, records delays, and reporting rework.

How to use this worksheet

Bring this into a vendor demo, sponsor-site meeting, or internal workflow review. Check what is true today, circle weak spots, and use the score boxes to decide what needs attention first.

01 Aged lead volume

Count

- Count leads beyond the follow-up threshold and separate no response, missing records, pending review, scheduling conflict, and unclear fit.
- Record the source, site, owner, last movement date, and next action for each stale group.
- Keep the estimate conservative; do not assume every stale lead would have enrolled.

Notes

Use this space for vendor questions, site blockers, or sponsor follow-up.

02 Cost inputs

[Estimate](#)

- Estimate source spend, coordinator review time, duplicate follow-up, records chasing, and manual sponsor reporting effort.
- Add indirect cost from unclear pipeline status, repeated meeting prep, and source decisions made from incomplete data.
- Separate preventable workflow drag from study-specific fit.

03 Prevention plan

[Action](#)

- Define owner assignment, overdue views, reminder cadence, records status, source-quality review, and sponsor-reporting updates.
- Use the output to prioritize workflow fixes before adding more lead volume.
- Bring the calculator into vendor demos and ask how each stale category is controlled.

Notes

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