



INTERNAL VS EXTERNAL HIRING Funding or Feelings?

Let Global Ag help you expand your market opportunity, successfully meet deadlines, and complete registration or product efficacy testing!

The Client

The client of interest supplies agricultural inputs to customers globally but is USA based. This particular project involved biological insect control evaluation in multiple crops in the USA. This small start-up is well-funded, but determined that it was wiser to hire Global Ag for consultative services than to commit to long-term overhead.

Problem

The challenge is orchestrating successful trials and data collection with limited agronomic expertise, limited current staff of scientists, a tight timeline, and a lack of direct relation to contract research organizations. The client needed data generated within the USA without lost time. There are many “moving parts” involved in successful regulatory and/or efficacy experiments. Identifying, hiring, and on-boarding new people takes time and field seasons do not wait. Hiring internally also means a commitment to overhead costs during “down time”.

Solution

By contracting management and consulting services through Global Ag, the client was able to quickly identify the appropriate Contract Research Organizations (CROs) for field, analytical, and processing activities to complete this research. Global Ag leveraged the 40+ years of experience to successfully navigate the need immediately upon engaging with the client (no down time).

1
Data
Package

\$
Saved

100%
Objectives
Met



ON TIME, ON BUDGET, ON TARGET!

Once again Global Ag created value beyond the cost of the project!

Budget Comparison

Developing Internal Resources		Product Development via GADC	
Description	Cost US\$	Description	Cost US\$
• Team of 5 people*	\$700,000		
• Overhead – Administrative costs, computers, travel, HR, etc.	\$100,000		
• Training/ Onboarding	\$50,000		
TOTAL FIXED COST	\$850,000	GADC Fees	\$300,000
5 experiments	\$1,000,000	TOTAL FIXED COST	\$300,000
Total Cost	\$1,850,000	5 experiments	\$1,000,000
		Total Cost	\$1,300,000

Your overhead is 45%!



>30% Savings

*Who are the 5 people?
1 Compliance/Stewardship
1 Development Lead
2 Scientists
1 Development Associate

Your overhead is ~ \$300,000...30%



Results

The needed data was generated and reported to the client on the agreed timeline and within budget. The client received ongoing updates, raw data, and reports on-time and in the agreed format. The client agreed that this was easier, cheaper, and faster than if it had been handled internally.

Electronic Data
Capture

In-Life Phase

Reporting

Data

Completion

Creating
Value!

GLOBAL AG
Agricultural Development Corporation

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