



Providing the Information Sponsors Need

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Evolution of Data Summaries




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"The old way":



ARM Training 5 years ago:

Search criteria to match trial information

Column Number		1
Pest Type		*
Pest Code	S@	
Pest Scientific Name		
Pest Name		*
Crop Code	@	
BBCH Scale		*
Crop Scientific Name		
Crop Name		*
Crop Variety		*
Description		*
Part Rated	*	*
Rating Date		*
Rating Type		CONTRO
Rating Unit		@

Evolution of Data Summaries

Today:

Incorporate aggregate data with ARM trial search criteria



"Most of my conversations with cooperators about trial data is not about the data but the site and application information."



Evolution of Trial Validation

- More required fields
 - Site details
- More recommended fields
 - New wave of important information
- Result: Many fields to validate
 - Don't be surprised by validation
 - *"Oh no, I need **that** information?!"*



Top 7 CRO Business Builders





1. Ask Questions, Clarify Expectations

- Ask before you begin
- And throughout the season
- Rule of thumb:
Do not change/overwrite something already entered in the study, without first consulting the sponsor

2. Use ARM throughout the season

- Always be ready to submit interim results
- "Play offense"
- Related features:
 - TDCx
 - Reviewing data
 - Send To





3. Fill out as much trial information as possible





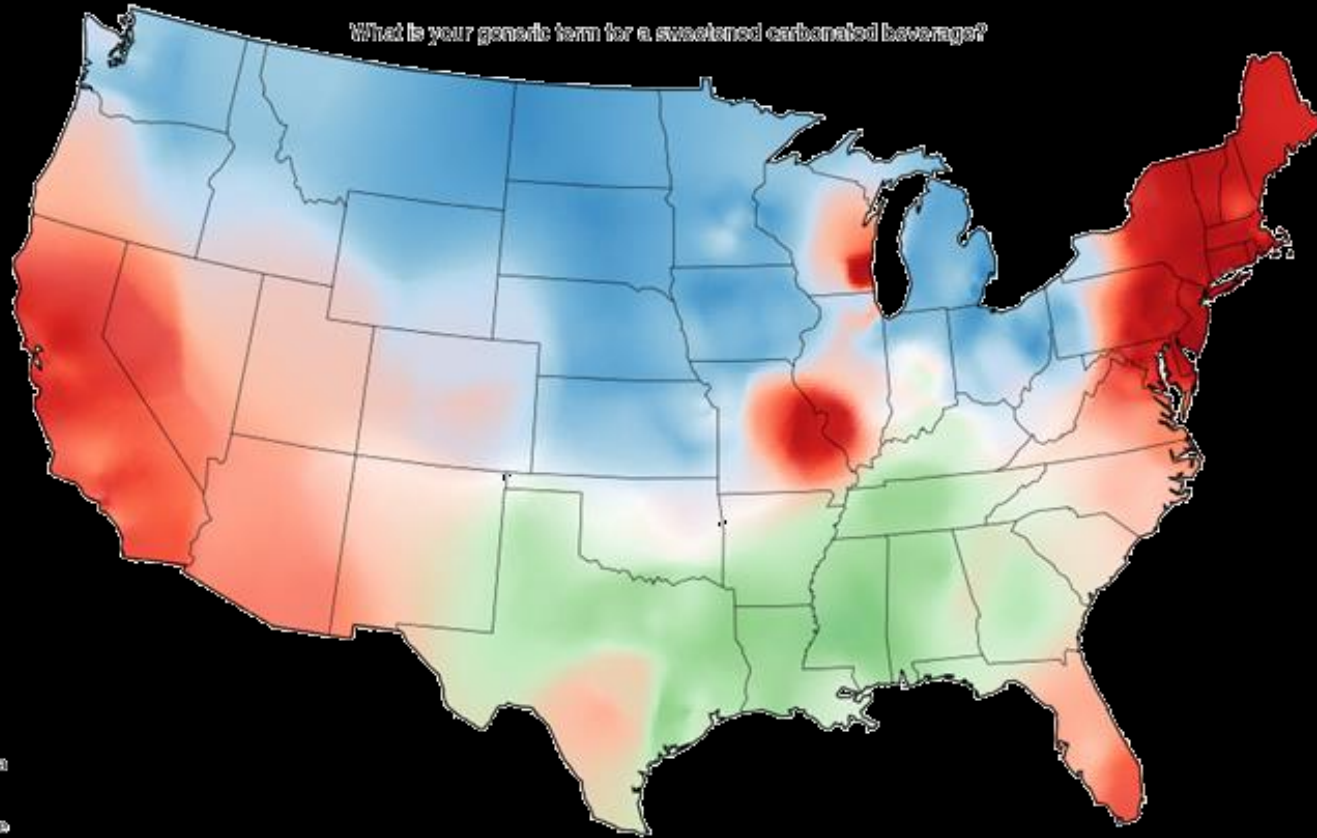
- Site details
 - Weather, application environment, soil, GPS
- Trial Map
 - Spatial analysis is used so map must be right!
- Outcomes, conclusions, deviations
- Rating Date for each assessment

4. Validate ARM trial all season

- Review study rules, or 'Validate (log errors)' to see full list of rules
- Don't miss a requirement until it's too late!



5. Consistency is critical



Johnson & Johnson, Department of Statistics, NC State University

- Trials are rarely stand-alone
- Use standard terms from list
 - E.g. "pop" vs "soda" vs "coke"
- Changing sponsor-entered terms makes more work or chance that data is discarded

6. Provide results on sponsor's timeline

- Interim and final submissions
- More hands receive and process data than ever before
- The industry is moving to *enforce* timely data submission





7. Submit results in the right format

- Data must be structured and combinable
- This is the **ARM file**, NOT:
 - A summary/report
 - Excel spreadsheet
- Include raw yield data, not just converted/calculated



9:00	Reading a Protocol Creating a Trial Header, Treatments, Settings
10:00	Break
10:20	Trial Map randomization/editing
11:00	Site Description Describing Assessment Data
12:00	Lunch
1:00	Entering data TDCx Data calculations/transformations
2:00	Trial Validation Study Rules
2:45	Break
3:00	Data Review Sending Trial Results
4:00	Sponsor Presentations, Q&A