Case Study

Clinical trials research manager sees increased patient recruitment and administrative efficiencies using Vestrum's RAP program and data analysis and reporting

The nature of clinical research fundamentally relies on the guidance of precise and efficient processes by the professionals who seek to optimize outcomes and results. The importance of comprehensive data and patient recruitment in clinical trials is of course intrinsically bound to these ideas; by optimizing efficiency and organization, the potential for recruitment acceleration and better workflow creates higher productivity.

Chris Riebling embodies this spectrum of efficiency and organization in the clinical trials he manages at Wagner Kapoor Research Institute (WKRI). To compliment his own robust systems, he uses Vestrum Health's Clinical Research Recruitment Acceleration Program (RAP) and reporting analysis to increase patients in trials and gain better insight to direct his operations.

"It's easy to discount a two-doctor practice, but productivity numbers with Vestrum's analysis allowed us to compete with larger clinics of up to 15 doctors" says Chris.

VESTRUM
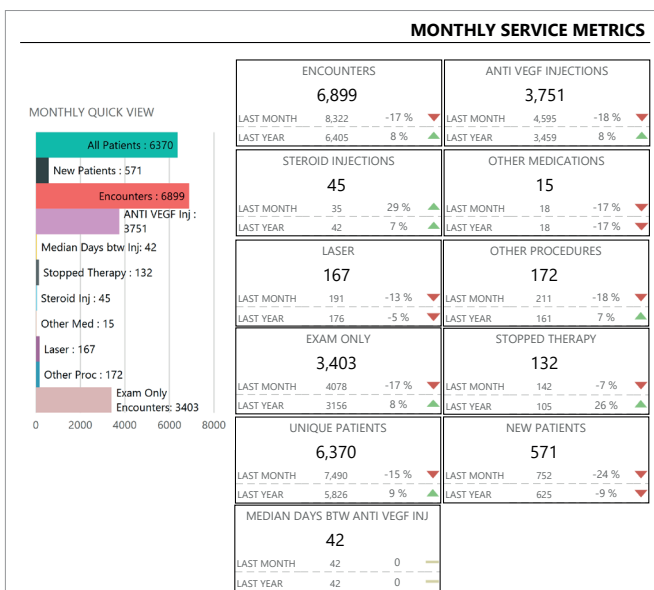**H E A L T H**

Overview

Clinical Manager Info

Chris Riebling is the Lead Research Manager for Wagner Kapoor Research Institute in Virginia. He is a VCU grad who came to the practice with pharmacology and toxicology lab research experience, and over the course of his research career has published several papers. Chris credits Vestrum's data analytics for recruiting 10 subjects into the ARCHWAY study and helping them become one of the top 10 enrollment sites in the country. As a result of the success they experienced in the ARCHWAY study, Chris was able to expand the research department to four full-time coordinators.

Industry Problem

Typically trial enrollment can take 2-5 years and there is no systematic way of identifying potential patients for clinical trials. As a result of these challenges there is often a delayed study startup which limits a sponsor's willingness to select a practice for future trials.

MONTHLY SERVICE METRICS

MONTHLY QUICK VIEW

All Patients : 6370
New Patients : 571
Encounters : 6899
ANTI VEGF Inj : 3751
Median Days btw Inj: 42
Stopped Therapy : 132
Steroid Inj : 45
Other Med : 15
Laser : 167
Other Proc : 172
Exam Only Encounters: 3403

0   2000   4000   6000   8000

ENCOUNTERS			ANTI VEGF INJECTIONS		
6,899			**3,751**		
LAST MONTH	8,322	-17 %	LAST MONTH	4,595	-18 %
LAST YEAR	6,405	8 %	LAST YEAR	3,459	8 %

STEROID INJECTIONS			OTHER MEDICATIONS		
45			**15**		
LAST MONTH	35	29 %	LAST MONTH	18	-17 %
LAST YEAR	42	7 %	LAST YEAR	18	-17 %

LASER			OTHER PROCEDURES		
167			**172**		
LAST MONTH	191	-13 %	LAST MONTH	211	-18 %
LAST YEAR	176	-5 %	LAST YEAR	161	7 %

EXAM ONLY			STOPPED THERAPY		
3,403			**132**		
LAST MONTH	4078	-17 %	LAST MONTH	142	-7 %
LAST YEAR	3156	8 %	LAST YEAR	105	26 %

UNIQUE PATIENTS			NEW PATIENTS		
6,370			**571**		
LAST MONTH	7,490	-15 %	LAST MONTH	752	-24 %
LAST YEAR	5,826	9 %	LAST YEAR	625	-9 %

MEDIAN DAYS BTW ANTI VEGF INJ		
42		
LAST MONTH	42	0
LAST YEAR	42	0

Note: These metrics are an example and not representative of WKRI.

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This productivity, combined with RAP, helped them to maximize enrollment and finish a recent Archway study in the top 10 Nation-wide – no small feat for a small practice. These impressive results continued as they were active on the Leaderboard during studies with Genentech, Yosemite, and Lucerne as well.

The continued success of Chris and Wagner Kapoor Research Institute's clinical trials inherently relies on partnerships outside of their own clinic. The difference between a passive and active partnership, however, may provide clinics with the extra support, data, and feedback required to keep them at an optimized and competitive level. "I've provided feedback to Vestrum many times, and they've actually made modifications based on my recommendations as a user. It's great to have that kind of reliability as it helps improve our clinical processes" says Chris.

Note: With further processes in progress at Vestrum based on Chris' feedback, it's a partnership both are looking forward to for the future.

Alan L. Wagner
President, Wagner
Macula & Retina Center

Dr. Kepil Kapoor
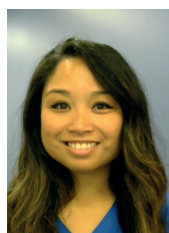Director of Research
Department

Research Department

Chris R.

Jake Z.

Christine R.

Bailey J.

Overview

Solution

Vestrum's RAP program mines a practice's EHR data to enable efficient and accurate identification of potential patients for a specific trial.

Product Distinctions

▶ Weekly reports issued to practices

▶ Ability to change frequency of report delivery (weekly, monthly, etc.)

▶ Approximately 80% of the inclusion/exclusion criteria can be automatically queried on EHR data

▶ Highly accurate estimate of patient recruitment targets

Client Benefits

▶ Practices can spend more time engaging with patients and less time sifting through EHR data = time and cost savings

▶ Increased site selection and site budget

▶ Improved revenue opportunity per patient