

East Coast Institute for Research partners with sponsors to solve a massive problem in clinical trial enrollment

After adopting StudyTeam, the research site network meets or exceeds all enrollment goals set by sponsors

About ECIR

East Coast Institute for Research (ECIR) is a clinical research company based in northeast Florida with five clinical research sites throughout Florida and central Georgia. The company has conducted clinical trials for over 13 years, and works with the world's largest biopharmaceutical companies.

Key Metrics

93%

of sites chose StudyTeam over their existing process when offered StudyTeam

99%

of sites chose of sites that used StudyTeam for one trial also used it for subsequent studies

- **Nearly 50% of all clinical trials don't meet with enrollment goals**
- **86% of trials don't finish on time**

Challenges and Objectives

Sponsors rely on research sites to enroll patients into their clinical trials. Pre-screening is a leading indicator to predictable enrollment. However, sponsors lack visibility into sites' pre-screening activities and efforts to find new patients.

Sponsors and CROs create tools to try to collect the pre-screening data, but this leads to sites juggling multiple tools and logins for different sponsors, thereby creating redundant work.

To meet enrollment timelines, effective research sites need to:

- Track potential patients prior to a sponsor's

site initiation visit (SIV), which means having patients already in your enrollment system

- Line up potential patients prior to SIV, which means having the ability to quickly enter patient names in your recruitment system
- Engage all site staff in the recruitment process, which means having an easy-to-use system accessible to all staff
- Manage recruitment for multiple trials and multiple sponsors, which means having one go-to system for all your trials Managing multiple recruitment trials = one go-to system for all trials

The Solution

ECIR replaced its multiple tracking systems with StudyTeam, a single system that could share ECIR's enrollment progress with all of its sponsors.

ECIR's site staff was able to provide sponsors access to enrollment data previously difficult to collect. StudyTeam let ECIR share this enrollment data in the system where they were already tracking it themselves. And even better, ECIR manages its enrollment data across

multiple trials, for multiple sponsors, all in one system.

When ECIR deployed StudyTeam, the site staff saw immediate benefits:

- StudyTeam automatically shared de-identified site recruitment efforts with sponsors in real time
- Site staff easily added potential patients for all trials
- The system was easily tailored to fit into the site's workflow,

eliminating burden on site staff

- Imported EMR data seamlessly immediately following IRB approval to identify patients for recruitment
- StudyTeam eliminated the need to fill out prescreen logs and email sponsors, because sponsors can see de-identified, pre-screened patients
- Sponsors saw how active and engaged ECIR is for enrollment goals

Results

ECIR's site network quickly integrated StudyTeam into their recruitment and enrollment workflow.

"I rolled out StudyTeam after a five-minute demo. I was that impressed. It has tremendously changed our company," said Rebecca Goldfaden, vice president of clinical operations at ECIR.

Since deploying StudyTeam, ECIR has met and exceeded all enrollment goals set by sponsors.

ECIR knows how to make its trials succeed, but it also knows which trials aren't a good fit for its sites.

"Thanks to StudyTeam's insights, we know not to proceed with trials where we can't meet the enrollment goals," Goldfaden said.

Additionally, StudyTeam has helped ECIR improve its relationships with sponsors by reducing the amount of time needed to communicate redundant information.

"One of the benefits [of StudyTeam] for sponsors is they can see our recruitment efforts in real time. That capability also allows us to eliminate many of the weekly calls and emails that request recruitment updates."

ECIR is not alone among sites in how StudyTeam changed their work:

- When offered StudyTeam, 93% of sites chose StudyTeam over their existing process
- Of sites that use StudyTeam for one study, 99% of those sites used StudyTeam on subsequent studies.

Whether you're a one-person, small clinical research site or a multi-site research network, StudyTeam integrates into your workflow to reduce the workload at your sites while increasing the visibility of enrollment data that matters to sponsors.

Better. Sooner. Together.

