Neurodegenerative Clinical Trials Case Study

Lakeside Neurology Improved Workflows and Managed Operational Risk with New HIPAA Secure Patient Matching Software

CHALLENGES & GOALS

Effectively treating Neurodegenerative patients is difficult given the poor prognosis associated with current therapeutics such as Aricept. This creates strong motivations for patients to inquire about participating in clinical trials. The challenge for physicians is limited visibility and access to trials as well as possible operational risk associated with running a dedicated clinical research site.

Dr. Lori Schneider is an independently practicing Neurologist in North Carolina. With a passion for science and desire to help her patients access the latest therapeutics, she investigated the requirements and time commitment associated with becoming a research site. After thorough investigation, she determined the time required would materially impend on her ability to care for her patient and instead chose to remain focused on her clinical practice.

SOLUTION

After evaluation of the myriad options, the practice chose SiteRx as their new clinical research partner. SiteRx offered the practice a single solution with an intuitive user interface that enabled automated patient matching and clinical trial referrals without capital investment or disruption to existing workflows. The practice is able to offer clinical research as a care option while generating ancillary income using a transparent fee for service (FFS) model.

" SiteRx offers a truly unique no-cost clinical trials platform that gives us a competitive advantage by providing our team with a workflow-friendly solution. The single solution lets our busy staff stay focused on patient care while enabling clinical research as a care option using powerful HIPAA secure software.

Their outstanding Client Services Team provides ongoing guidance when needed and helps us easily understand the patient matching and referral process."

Lori Schneider, M.D.
Board Certified Neurologist

ABOUT SiteRx

SiteRx is on a mission to bridge clinical trials with clinical practice, making access to appropriate clinical trials available to any patient that qualifies and wishes to participate. By accomplishing this, we give treating physicians an opportunity to provide additional care options for their patients while generating significant new income for their practices.

Today 86%[1] of clinical trials do NOT reach recruitment targets within specific time periods and thus we also improve things dramatically for biotechnology companies who consistently struggle to recruit the right patients, wasting precious time and money, and delaying the approval of potentially life-saving treatments.

Sources

[1] Contemporary Clinical Trials Volume 66, March 2018, Pages 74-79
[2] Tufts CSDD Impact Report January 2020, Vol. 22, No. 1
[3] Journal of Health Economics Volume 47, May 2016, Pages 20-33

RESULTS

SiteRx systematically analyzes the practice's Electronic Health Records (EHR) within a multi-layer data encrypted environment to identify quality patient match with concurrent clinical trials. The practice is then able to approve matches, which are sent to patient consent and registration with the local site. The Client Services team deployed the solution and successfully trained the staff on how to use the system while providing regular reports to assist the practice. The staff and Dr. Schneider are thrilled with the solution and ongoing ability to offer clinical research as a care option with no disruption or practice risk.

Practice Considerations Associated with Clinical Trials

	Principle Investigator	SiteRx Network
Economics	High Revenue Potential	High Free Cash Flow Potential
Time	+12-month ramp period	2-week implementation
Staffing	2+ incremental FTEs	0 incremental FTEs
Workflow	20+ hour weekly commitment	Existing clinical workflow
Uncertainty	50%[2] of sites do not meet enrollment targets	Risk free ancillary income
Training	50%[3] churn rate	No training required

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