



Getting the Most Out of Your Site Selection Strategy

72% of studies run more than one month behind schedule

Delays can cost sponsors between \$600,000 and \$8 million for each day that a trial is delayed¹

The definition of insanity is
doing the same thing over
and over again,
but expecting different
results

A Look Site Selection Strategies Across The Industry Today

The Average Sponsor

- Looking back instead of forward
- Rely on anecdotes & questionnaires
- Lack of site identification goals
- No after action learning
- Deconstructed investigator strategy

Results: 72% Of Trials Miss Their Timelines Due To Enrollment Delays

Forward Thinking Sponsors

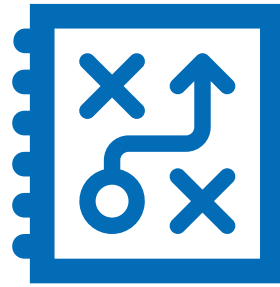
- Real-time actionable data
- Consider the competitive landscape
- Seek partners in new indications
- Investigator relationship management
- Holding investigators accountable

Results: Predictable, High-Performing, Long-Term Investigator Relationships

Forward thinking companies drive their site selection strategy with three core principles



Utilization of real-time data analytics



Understanding of the competitive landscape

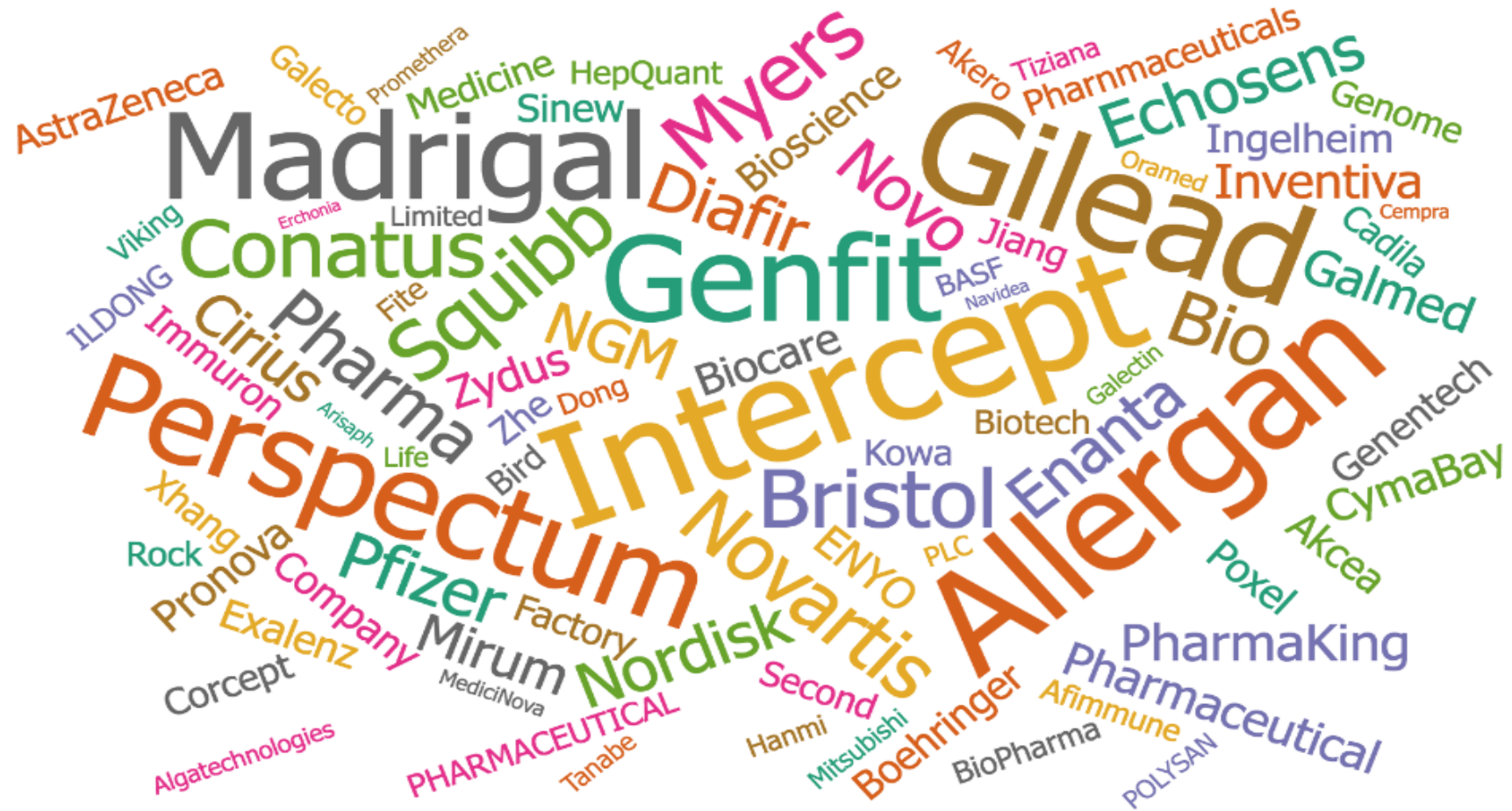


A system of continuous Improvement

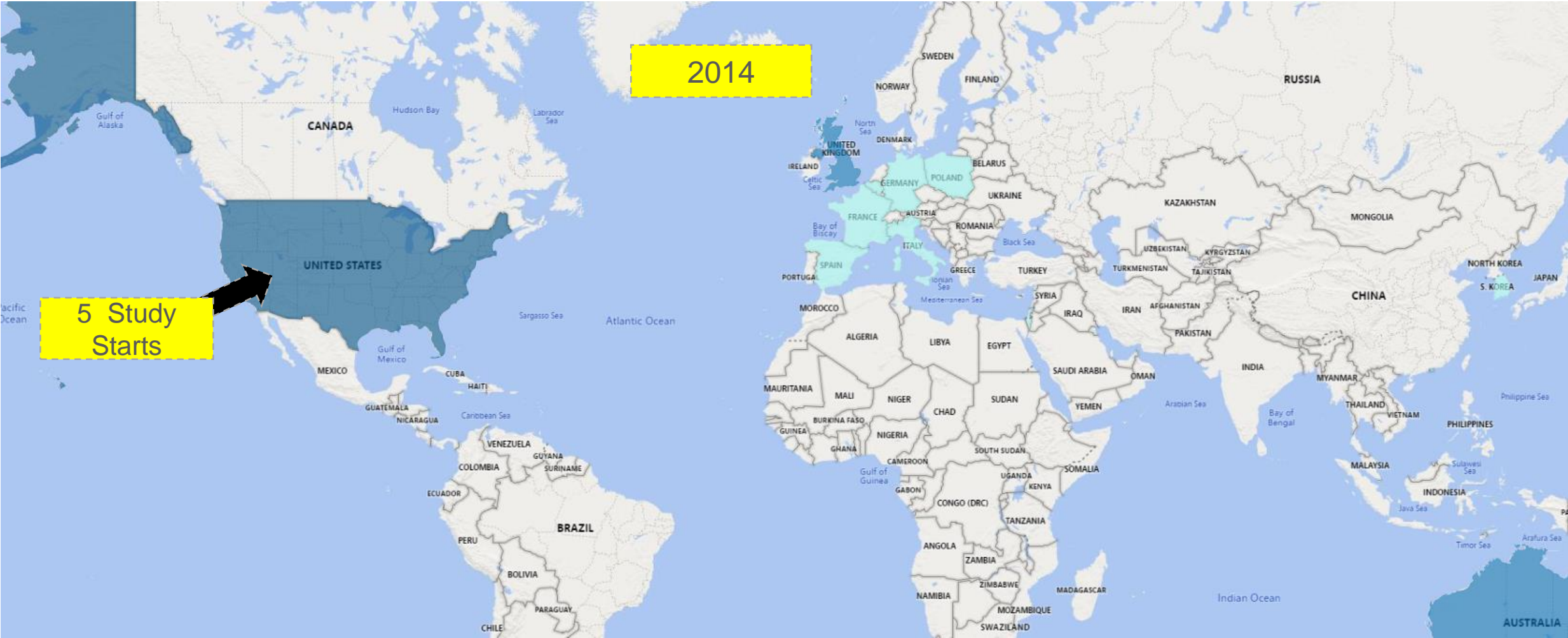
Deliver trials on-time.

One Of The Industries Most Competitive Landscapes, Nonalcoholic fatty liver disease (NASH)

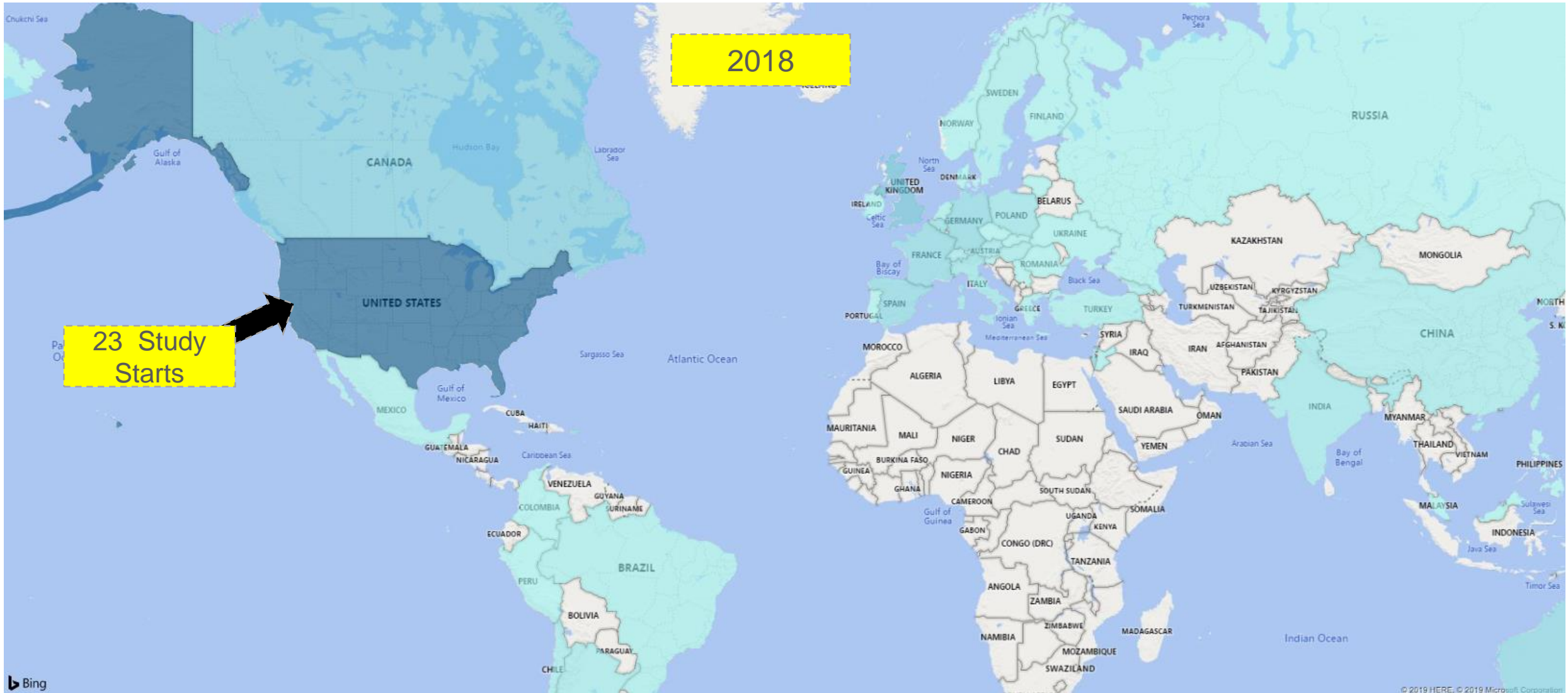
2018



The competitive landscape has resulted in a tremendous expansion into many countries without NASH experience

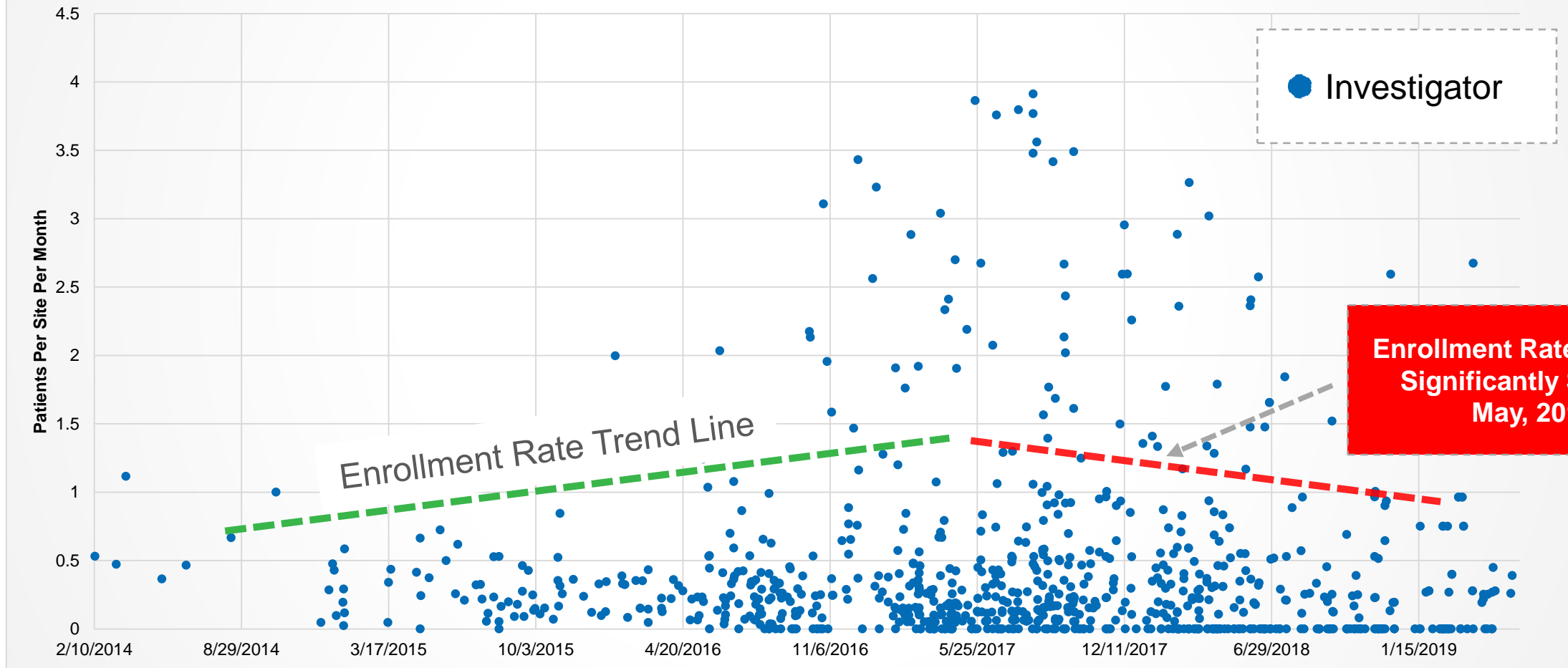


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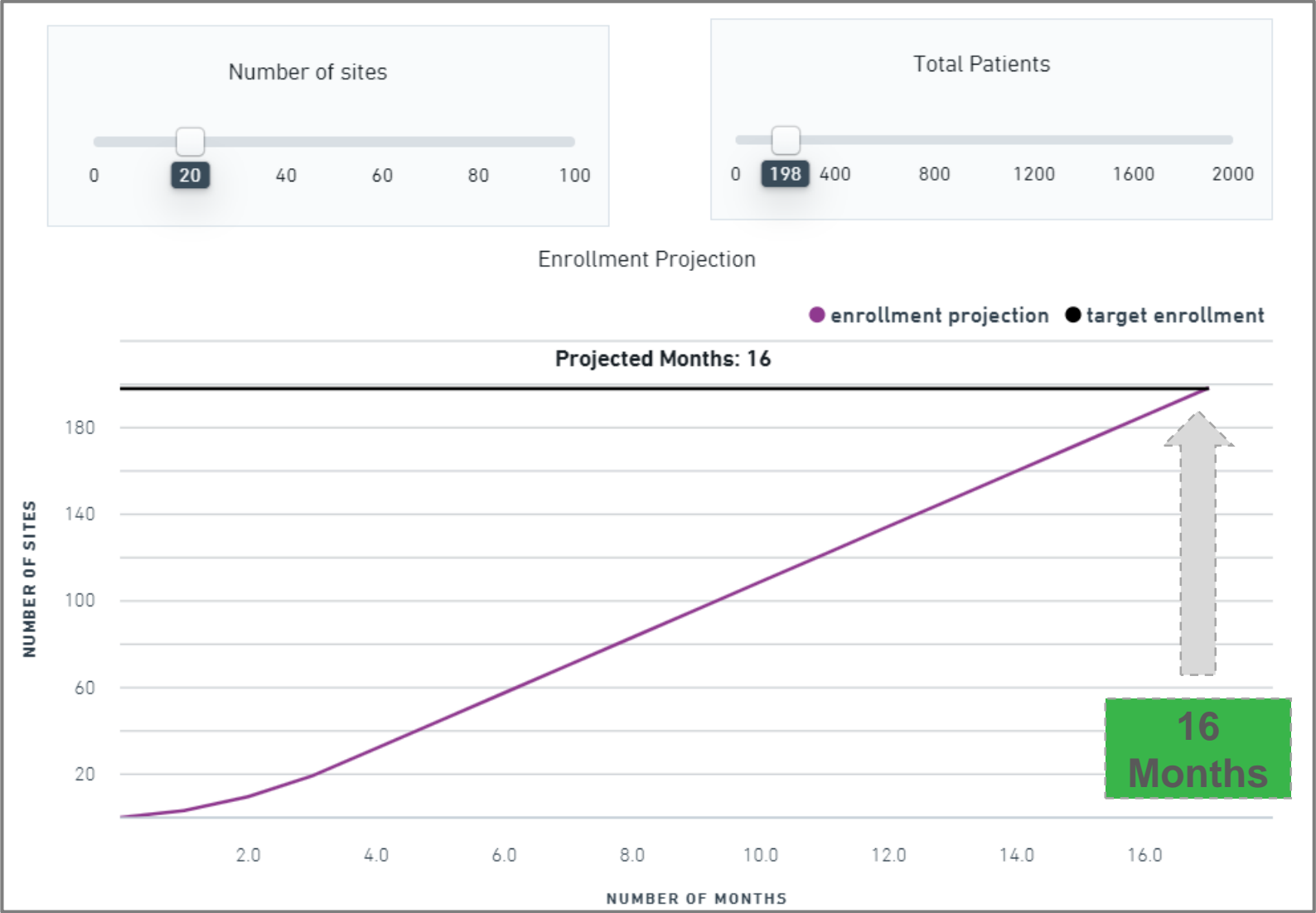


Only Through Real Time Investigator & Study Data Can You Make Meaningful Decisions – *Traditional Methods Use Lagging Data*

NASH Patients Per Site Per Month Analysis 2014 to 2019



In 2015, Your NASH Study Would Take 16 Months to Fully Enroll



Assumptions

Aug 2015 Enrollment Rate

20 Sites

198 Patients Needed

16 Months to Last Patient First Visit For Study Starting in Sept 2015

However, That Same Study Run in 2018, Using the Same Exact Sites, Would Take 23 Months to Fully Enroll



Assumptions

Aug 2018 Enrollment Rate

20 Sites

198 Patients Needed

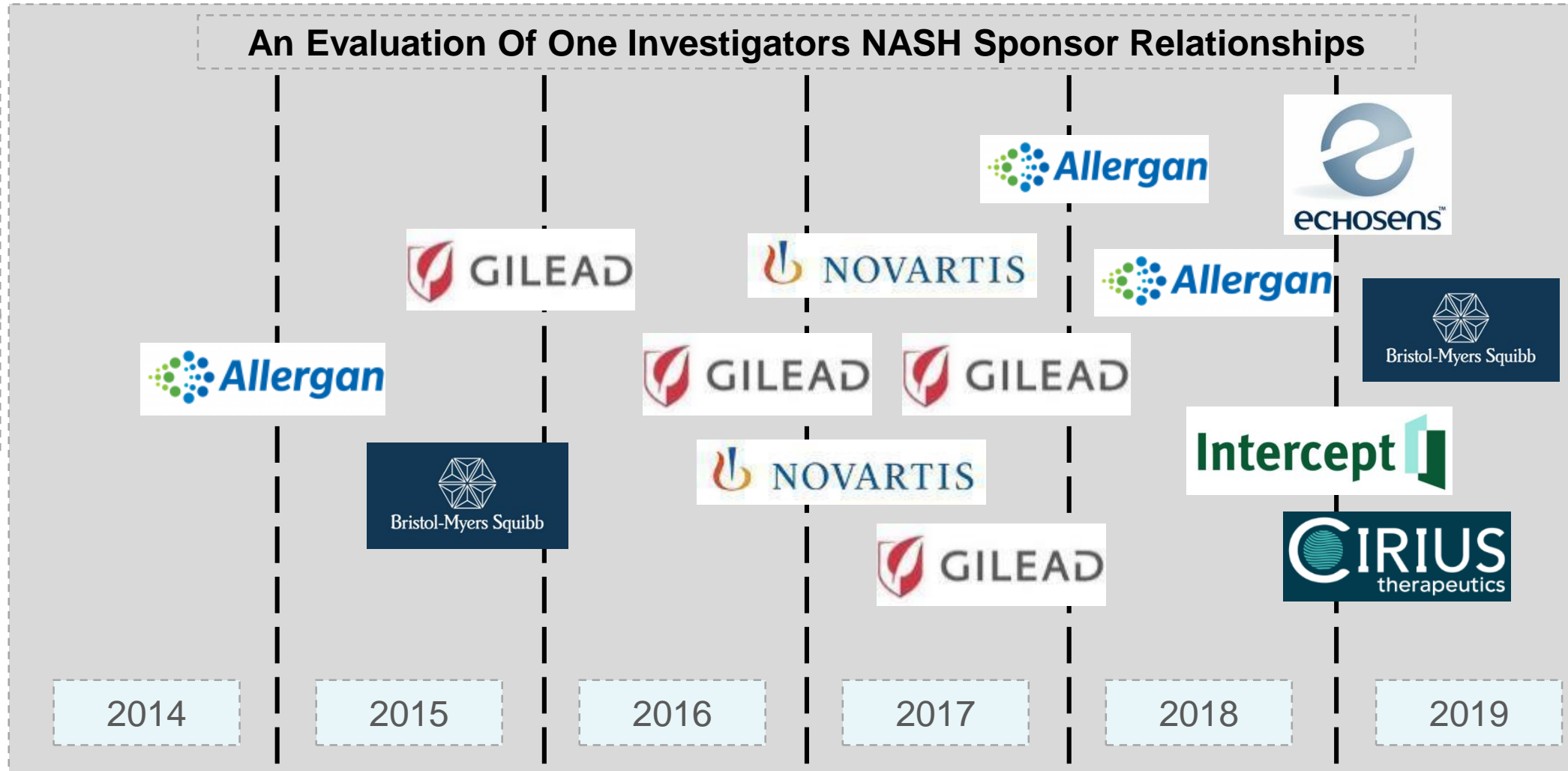
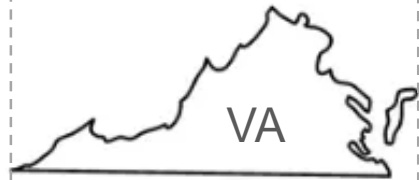
**23 Months to Last Patient
First Visit For Study Starting
in September 2018**

Due to the competitive landscape the same study started in 2018 instead of 2015 would take an **additional 7 Months**

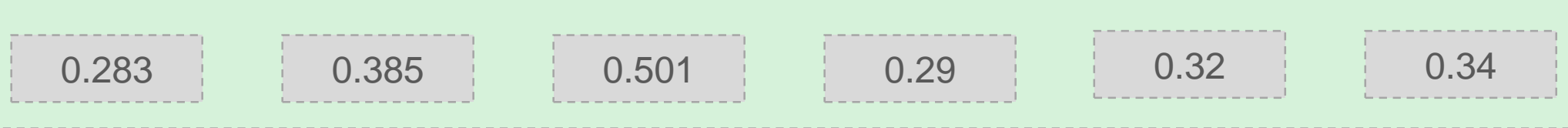
Previous and Current Investigator / Sponsor Relationships Has a Significant Bearing on Your Site Selection Decisions

An Evaluation Of One Investigators NASH Sponsor Relationships

A top investigator from

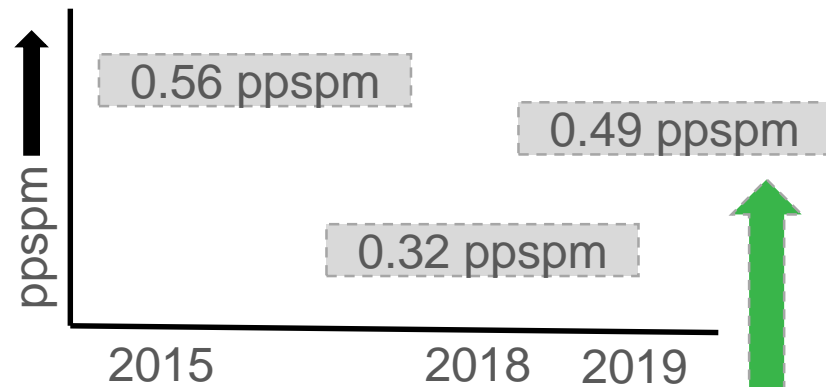


Median Enrollment Rate (ppspm)

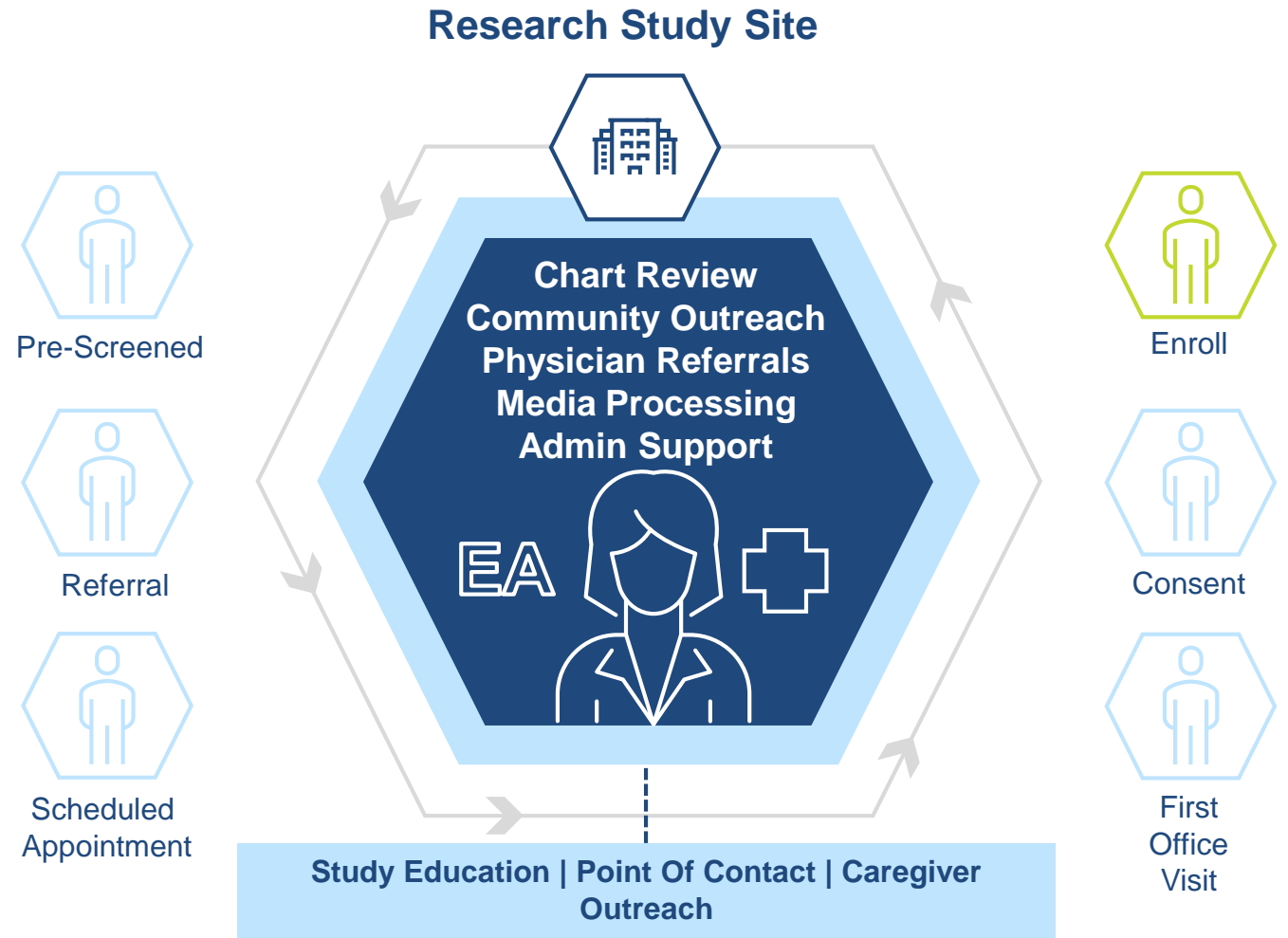


Only Through Real Time Data and Continuous Improvement Can You Improve Performance of Your Study

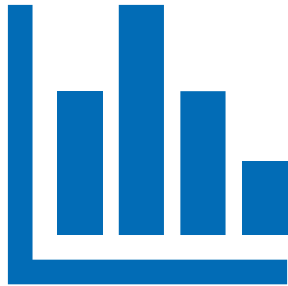
One Sponsors Response to an Investigators Slower Enrollment



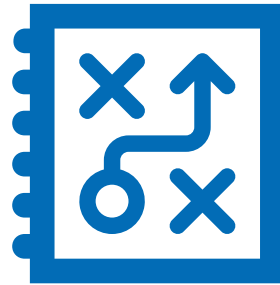
Real-time data analysis in 2018 allowed the sponsor and the investigator to collaborate and support increased enrollment



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Understanding of the competitive landscape



A system of continuous improvement

Deliver trials on-time.



Thank you

