

By the Numbers

Six Challenges to Enrollment, One Customized Solution

1. Willingness does not align with participation

87%

of the population is willing to participate in a clinical trial, but

<3%

actually do

2. Physicians are not actively referring patients

38%

of patients use major search engines to find clinical trials, while

<10%

of patients are referred by a physician

3. Current approaches to recruitment aren't working

<1%

of respondents to recruitment media campaigns end up enrolled

5. Patients not enrolled into a trial become discouraged

65%

of people who were ineligible for a single clinical trial report giving up the search for a clinical trial

4. Study start-up challenges impede enrollment progress

- **11%** of investigative sites that were initiated were never activatedⁱ
- **20-25%** of all clinical studies close because they fail to meet enrollment targetsⁱⁱⁱ
- **68%** of sites fail to meet their projected enrollment targetsⁱⁱ
- **31.4 weeks:** the average time from site identification to study start-up completion--a month longer than 10 years ago^{iv}

6. Once enrolled, patient retention can hinder the study progress

10%

is the average dropout rate across all clinical trials

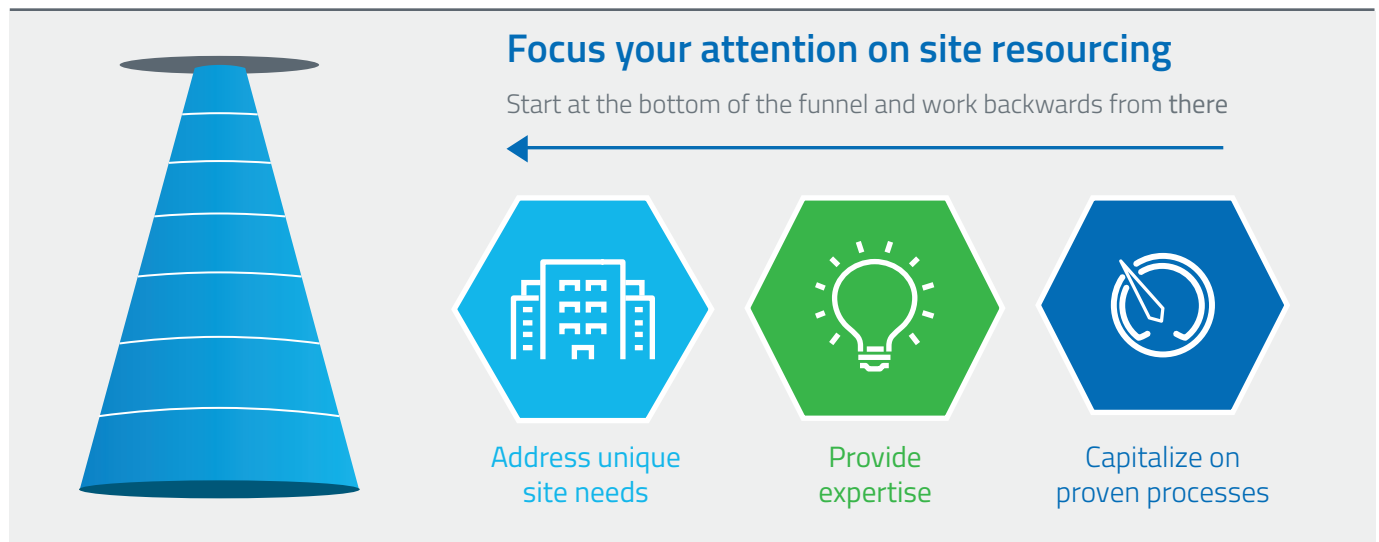
These numbers tell us that we've been looking at the **wrong performance indicators**: What matters most isn't the number of responses to recruitment efforts, but the number of recruits converted into enrollees, on schedule and within budget.

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The Solution: Flip the Funnel, Accelerate Recruitment

To combat these statistics, WCG ThreeWire has put in place a proven strategy that effectively attracts, engages, and retains patients throughout your study.



WCG Enrollment Assistants™ - A customized, on-the-ground site resource that can:

- Create a pathway for patients and volunteers to become involved in clinical trials
- Engage those who have an interest in clinical trials but don't know where to get started
- Retain patients through the life of the study with superior site customer service

The Result We've Seen by Implementing On-site EAs for Sponsors:

500%

increase in enrollment rate with WCG ThreeWire in seven months, compared to patients enrolled in the first 10 months without WCG ThreeWire.

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Case Study:

Accelerating Enrollment for a Global Phase III Program

WCG Objectives:

- Increase recruitment and enrollment
- Assist sites with workload-related study management
- Key services deployed across 16 sites



Sites with Enrollment Assistants™



Sites using Chart Review™

Greater than

5x

Increase in Enrollment Rate with WCG

From:

20

Patients enrolled in the first 10 Months without WCG

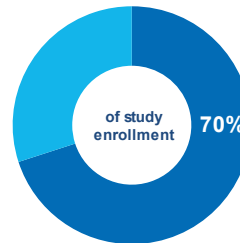
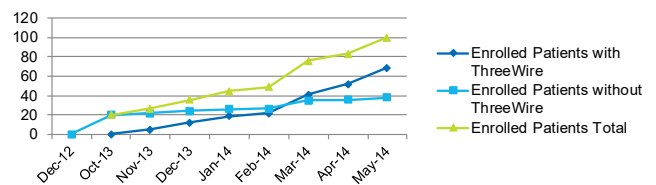
To:

70

Patients enrolled in the next 7 Months with WCG

WCG accelerated overall enrollment rate:

- Enrollment by time
- Number of patients enrolled to meet goal of 100 enrolled patients



WCG enrollments represent nearly three quarters of total randomization.

2 Months: the time we save our partners in patient recruitment and screening time^v

Find Out How Many Months WCG ThreeWire Can Cut From Your Enrollment Timeline

<http://bit.ly/WCGTimeline>

ⁱMarch/April 2017 Tufts CSDD Impact Report

ⁱⁱWCG proprietary Knowledge Base

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^vWCG proprietary Knowledge Base



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