



CASE STUDY:

Trial Rescue

Site Selection & Prioritization

RWD Solutions 
Pharma Intelligence

Situation



100+

A large pharmaceutical company was looking to validate their list of 100+ US sites for a chronic auto-immune disease study.



700

They had a target accrual of 700 patients in the U.S

While the condition itself was quite common, the complexity of the inclusion/exclusion criteria made this a rare patient population.



Solution

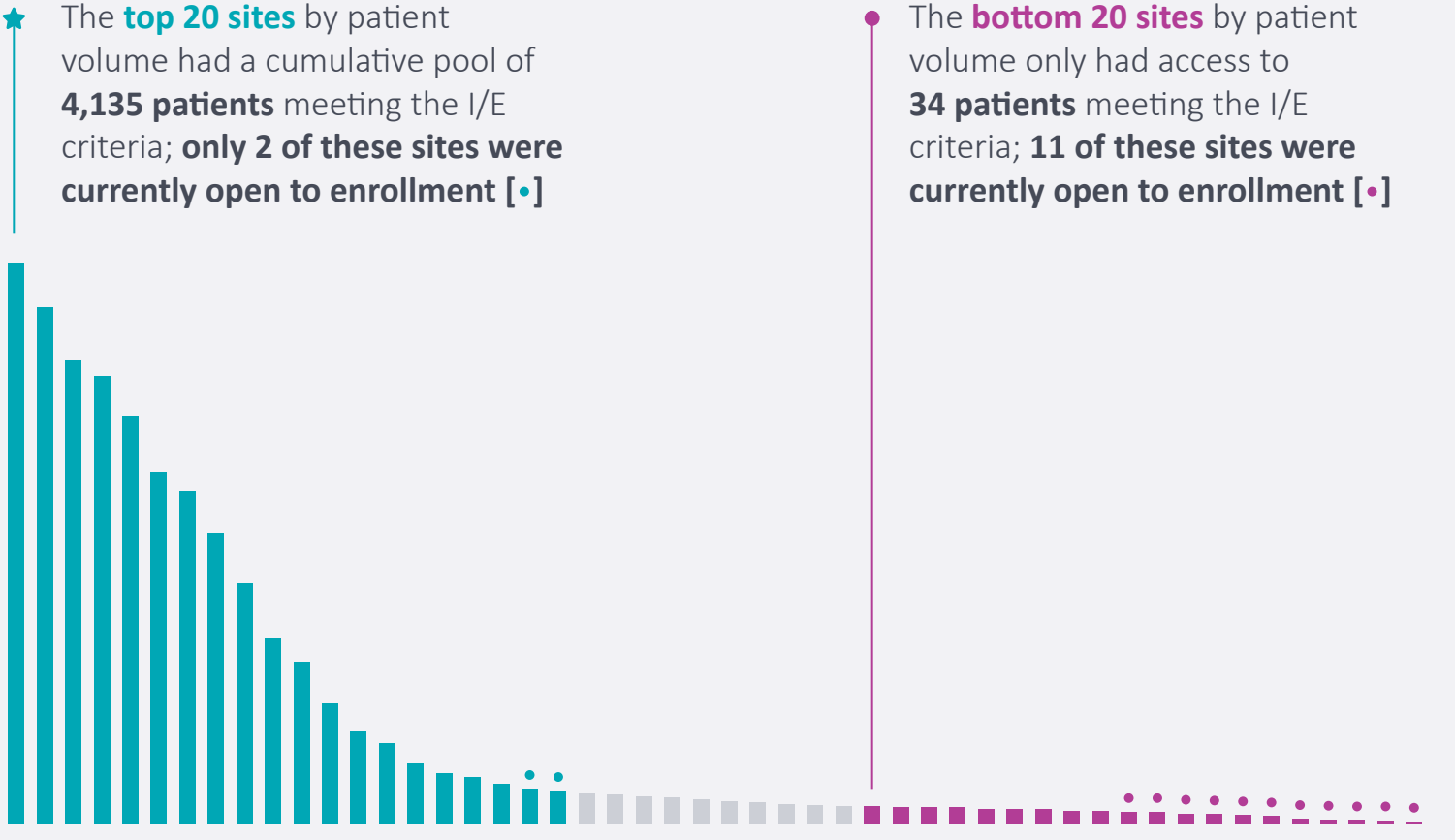
Leveraging medical claims data, a site-level analysis was conducted to identify relevant patients meeting the trial’s I/E criteria

Top Sites by Patient Volume

Site	# of Target Patients	Type	Site Status
XXX	687	Sponsor Site	Pre-selected
XXX	351	Sponsor Site	Selected
XXX	349	Sponsor Site	Approved for SSV
XXX	282	Sponsor Site	Selected
XXX	276	Sponsor Site	Enrollment Open
XXX	263	Sponsor Site	Selected
XXX	255	Sponsor Site	Initiated



Result



The analysis confirmed that efforts needed to be shifted towards activating the remaining **18 ‘top sites’** with **access to a total of 3,914 patients** matching the I/E criteria to keep recruitment on track

Potential cost savings

\$500k+
direct cost savings

RWD Solutions could have enabled direct cost savings of over \$500,000 if the client completed this analysis in the planning phase and focused on activating the ‘top sites’ with highest patient volumes.

*Using a conservative estimate of \$50,000 per site for average site startup costs

Added Value

In addition to the analysis of selected sites, **5 additional sites not previously considered by the sponsor** were identified as having more patients per site, than 4 of the top 5 sites selected by the sponsor → a total of **over 2,800 untapped potential patients**

5

additional sites not
previously considered
by the sponsor



2800+

untapped potential
patients

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