



## Clinical Trial Acceleration and Enrollment

EMC Consulting brings its expertise in pre-clinical and clinical trial operations, including site operations, recruitment, and clinical technology, to bear in product acceleration engagements. We work with life sciences companies to optimize processes and technologies to speed time-to-market and gain competitive advantage.

### Challenge

Pharmaceutical companies that are able to accelerate time-to-market of new drugs can gain substantial competitive advantage. With clinical trials on the critical path to approval, anything that accelerates the clinical trial process contributes to earlier revenue recognition and a longer patent-protection window.

One large pharmaceutical company engaged EMC® Consulting to recommend improvements in the clinical trial plan for a therapy with potential for significant market success. For several months prior to the EMC involvement, the company had been experiencing substantial startup problems and was unable to bring on new clinical trial sites according to schedule.

### Solution

EMC Consulting fielded a project team with significant experience in clinical trials processes. The team was tasked with boosting study enrollment and recommending improvements in organization and process.

The EMC team:

- Interviewed internal and external study personnel
- Reviewed startup, site initiation, and clinical trial operations processes and procedures to identify improvements
- Identified organization and technology issues which were impeding information flow
- Uncovered incompatibilities with external vendor systems which hampered timely shipments of clinical supplies to the sites
- Recommended both short-term and long-term changes in organization, processes, and technology
- Continued to function in an advisory role to boost enrollment, accelerate site initiations, and respond to organizational issues

### Result

The company was able to implement short-term recommendations immediately, and as a result, saw higher rates of site initiations. Over time, the company saw a 60 percent improvement in month-over-month enrollment as a result of the EMC engagement.

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#### Take the next step

For more information, contact your local EMC representative, call us at 1-866-464-7381, or visit our website at [www.EMC.com/consulting](http://www.EMC.com/consulting).