

Pancreatic Cancer Expertise Saves Phase IIb Trial

In the last seven years, Quintiles has recruited over 34,500 oncology patients.



Quintiles' experience with all types of oncology trials is extensive – but it was their specific experience with pancreatic cancer that helped a major pharmaceutical company out of a very difficult situation.

Just in the past two years, Quintiles has launched or closed seven global pancreatic cancer trials. In August of 2001, Quintiles was completing enrollment for a large, global Phase III trial in this area. And they beat the enrollment target by a month.

As a result, this customer asked Quintiles to handle a Phase IIb study that had been contracted to another CRO. The trial was critical to support the results of the Phase III trial, but was far behind schedule: that CRO had reached only the 55% mark for an enrollment process that should have been nearly complete.

Offered the opportunity to take over part or all of the trial, a Quintiles team met with the customer, at their site, for a full five ➤

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days to develop an operational strategy to manage the entire trial. They assessed the 35 sites currently open and quickly shut down over half of them, based on Quintiles' data demonstrating that these were not centers of excellence for this disease.

Quintiles then developed an aggressive plan to recruit the remaining 100 subjects, including creation of weekly news flashes with updates and tips, which they sent to the 17 remaining, high-performing sites. From the beginning, Quintiles was able to meet or beat every milestone, including the one set for first patient enrollment following study takeover, which they beat by a full six weeks.

So what enabled Quintiles to meet tough timelines, when another CRO couldn't? Depth of experience. First, they knew exactly which pancreatic cancer sites would be able to enroll the needed patients. Second, their lead team members typically



had an average of 15 years of drug development experience apiece, with over four years of specific expertise in pancreatic cancer trials. In a post-study satisfaction survey, the customer showed its appreciation, giving Quintiles high marks in every area.

After all, it's all about results.

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