

Strong Site Relationships Support Rapid Recruitment

Through careful site selection, Quintiles beat a tight patient enrollment timeline.



To conduct a worldwide oncology registration study, a top 10 pharmaceutical company came to a unit of Quintiles in Europe that focuses exclusively on oncology studies. Not only does the department head have 14 years of experience in cancer clinical research, but her 13 project managers were chosen specifically because of their extensive knowledge of how to run global cancer studies.

In this case, the drug was to treat people with non-small cell lung cancer (NSCLC).

Right away, based on their expertise, the Quintiles team knew that recruitment in this area could be difficult because of the number of other NSCLC studies competing for a limited number of patients. So they began by conducting a careful feasibility assessment that confirmed their suspicions: the study volume in Europe was, at that time, particularly high.

They had identified the sites that had historically been reliable, contacting each one and explaining the type of study and ►

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the tight timeframes. Fortunately, thanks to the strong relationship between Quintiles and the selected investigators, getting sites set up and beginning the patient enrollment process proceeded smoothly. Quintiles' original target had been to recruit 974 patients within a year.

An interim analysis, however, showed that the patient population would have to be expanded in order to achieve the primary study endpoint. As a result, Quintiles was asked to increase the enrollment by almost 25%. To meet this need, Quintiles extended its feasibility assessment to Central and Eastern Europe in a plan to identify sites where there would be reduced competition for patients.

By recruiting from Germany, Poland, the Czech Republic, Ukraine, Russia, Canada, and Hungary, Quintiles easily met the expanded target – and even beat the timeline by five weeks. In total, they worked with 163 sites in 27 countries, achieving a



much higher than average recruitment rate for NSCLC studies.

The customer was extremely pleased: Quintiles' crucial combination of flexibility and resources – including CRAs located throughout the world – enabled them to exceed expectations in handling this large, complex, global oncology study.

After all, it's all about results.

Please Contact Us

In the U.S.: 1 877 988 2100

In Europe: +44 (0) 1344 708000

In other areas: +1 919 998 2000

Email: clinical.info@quintiles.com

Visit: quintiles.com/oncology

