

Worldwide Presence Surmounts Challenge of Small Patient Population

At Quintiles, oncology expertise runs deep, from renowned cancer specialists to thoroughly trained project managers and CRAs.



When a very small population of patients is even eligible to participate in a drug study with a new investigational agent, meeting enrollment requirements can be extremely difficult. A major pharmaceutical company ran into this problem in their efforts to recruit patients suffering from metastatic breast cancer. Because of the demanding study criteria, only 5% of these patients could qualify.

At the time that the customer came to Quintiles, they had been running the project

at 60 sites worldwide. Yet in one year, they were able to recruit only 12 patients, putting them at risk of failing to meet their ultimate project target of 202 patients.

They recognized the need to expand beyond their typical geographic range – and beyond areas where they had existing monitoring experience. So they turned to Quintiles because of our impressive global presence.

After doing a feasibility assessment, we qualified 40 new sites in eight countries: ►

For more information about Quintiles' clinical development services, please contact us at clinical.info@quintiles.com or visit quintiles.com/oncology.



Bulgaria, Hungary, Ukraine, Turkey, Israel, Lithuania, Poland, and India. Because of available patient populations, these areas were considered especially promising. Moreover, Quintiles is one of the only CROs with established infrastructure in these countries, giving us a strong edge in recruiting for our customers' trials.

To ensure the success of this trial, every single team member went through our intense combination of general procedural and formal oncology training.

Thanks to this instruction, everyone understood thoroughly what was expected from a scientific and regulatory standpoint. And we are now seeing the positive outcome.

In less than 10 months since the new sites were included, we have randomized 43 patients (27 from Europe and 16 from India), more than doubling the customer's enrollment rate during the previous year. In



fact, the timeline allowed for 19 months to randomize 49 patients, so we are well ahead of schedule. Understandably, the client is very pleased, as they demonstrated in several customer satisfaction surveys in which they gave us high marks in every category.

After all, it's all about results.

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