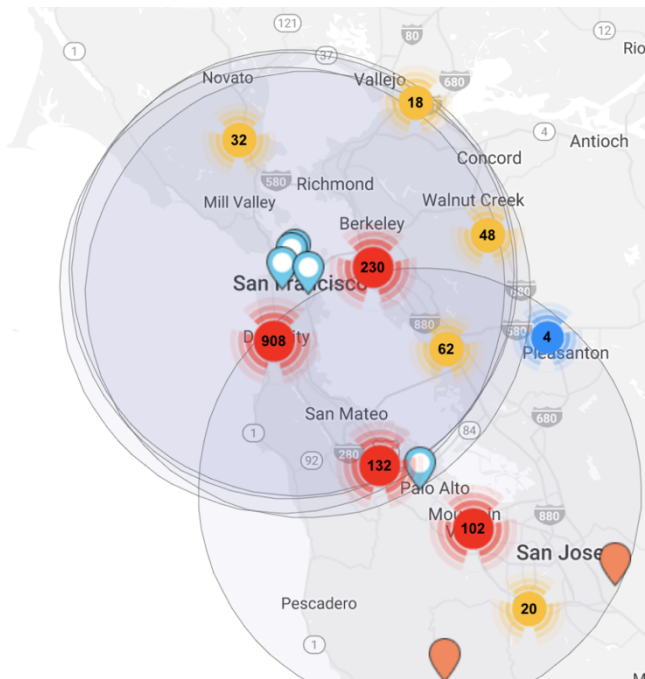




Case Study – ClinOne Enrolled 400-Patients in Oncology Trial in Just 10 Months

Background: An existing ClinOne client enabled MD Referral to support a global phase II study across the United States (U.S.), Europe (E.U.) and Australia. The sponsor’s aggressive goal aimed to randomize 400 patients diagnosed with a rare oncology disease in 15 months; but, ClinOne’s solution dramatically exceeded this goal.



A total of 17,939 healthcare specialists from ClinOne’s MD Referral network were selected around the world including: Oncologists, Hematologists and a small number of other specialties. Every site, on average, had 54 highly engaged referring healthcare specialists within a 50-mile radius of the research sites which supported the study (ranging 5 to 205 highly-engaged providers per recruiting site). ClinOne’s MD Referral network of referring

providers was highly-engaged within this study and in alignment with the overall performance average of 24.7% for high engagement.

High engagement rates across the European network providers led the U.S. sites by 12%, meaning referring healthcare providers across Europe displayed a 12% higher degree of interest in this study and patient referral opportunities. ClinOne confirms that Europe usually leads the U.S. in MD Referral activity across most therapeutic areas.

Sponsor did not activate MD Referral technology across Australia; therefore, Australia averaged a lower median site enrollment – enrolling 2.2 patients per site, versus the U.S. enrollment average of 3.9 patients per site (this U.S. enrollment average removed the highest site with 20 enrolled patients). By enabling ClinOne’s MD Referral, enrollment rates in the U.S. were 56% greater than those in Australia.

The sponsor also did not activate MD Referral across a small number of sites in Europe; again those sites enrolled fewer patients on average.

Results: Throughout our engagement, ClinOne edited and refined the messaging of the automated letter that was sent to referral providers. This helped build a consistent story about the Sponsor’s study, keeping it top-of-mind for identifying qualified patients. Resulting enrollment rates throughout the 10-month period revealed that ClinOne’s MD Referral technology increased patient randomizations across 89 sites: from 21

patients at the start of enabling the technology to 377 enrolled patients during the following 10 months.

ClinOne's MD Referral technology successfully achieved sites' enrollment performance, with only a single center failing to recruit a single patient. We can see that MD Referral positively impacted enrollment by accelerating recruitment and success of the trial: ultimately, providing a new treatment option aimed towards a cure.