

# ACURIAN CASE STUDY:

Predictable, reliable, and  
measurable results



## A Retrospective Time and Cost Comparison Analysis of Patient Enrollment Options for a Long-term CV Outcomes Trial

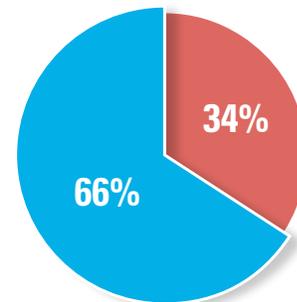
The sponsor's original goal for this six-year trial was to enroll 18,000 patients. However, like most long-term studies, it turned out to be a very difficult and costly trial to enroll. After three and a half years, patient enrollment rates were far below commitments, and 750 U.S. sites had randomized only 2,200 subjects.

Near the end of enrollment, the sponsor's US clinical trial team wanted to evaluate Acurian's ability to accelerate enrollment rates. They hired Acurian to provide support to a sub-set of sites over a limited period of time. Acurian's impact was immediate and significant.

**With Acurian, Site Enrollment Rates increased by 184%**

	Rands/Site/Month
Unsupported Sites	.100
Acurian-supported Sites	.284

**Among the supported sites, Acurian contributed 66% of the total randomizations**

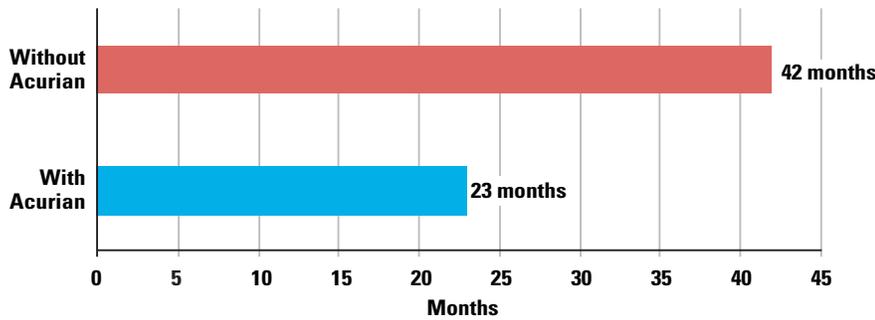


■ Acurian Patients ■ Site Patients

**If Acurian had been engaged earlier and more extensively in the trial, how would it have impacted timelines and costs to enroll 2,200 patients?** To answer that question for the sponsor, Acurian conducted a time and cost comparison analysis using the actual Acurian performance metrics and industry clinical trial cost data from IMS CRO CostPro®. The analysis was based on the following assumptions: Acurian would be engaged early in the study, support 750 sites, and deliver 1,100 patients (50% of the randomizations).

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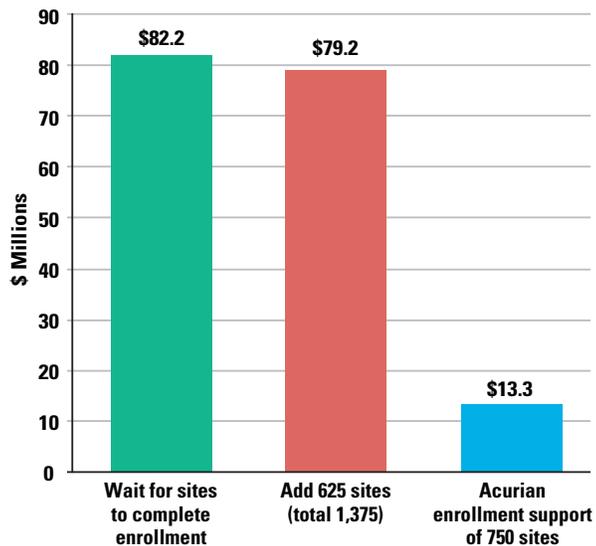
## Time Required to Enroll 2,200 Patients



Enrollment would have been shortened by 19 months. With a Site Enrollment Rate increase of 184%, enrollment of 2,200 patients would be completed in 23 months with Acurian support vs. 42 months without support.

**Acurian would be a highly cost-effective enrollment option.** Waiting 19 additional months for sites alone to enroll the patients, or adding 625 sites (for a total of 1,375) would have cost \$82.2M and \$79.2M, respectively. With Acurian enrollment support of 750 sites, it would have cost \$13.3M to achieve 2,200 patient randomizations.

## Incremental Cost of Enrollment Options



**Conclusion:** Long-term studies are very difficult to enroll, with sites and patients losing momentum and interest over time. Data consistently support that by engaging Acurian early in these extended programs, enrollment timelines can be shortened by years, at a fraction of the cost of other enrollment options.



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IN PATIENT ENROLLMENT**

Acurian, Inc. is the leading full-service provider of global patient enrollment and retention solutions for the life sciences industry. For the past 20 years, our unique patient-first approach has provided sponsors with enrollment certainty by delivering the patients they need, when and where they need them.

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