DrugDev
an IQVIA company

# SITE ACTIVATION TECHNOLOGY

## *Activate Your Sites 25% Faster Than Before*

In clinical trials, it's important to get sites up and running as quickly as possible. A quick activation allows sites to start recruiting patients while maintaining positive momentum and avoiding costly delays that can harm relationships with sponsors. Given how busy sites are, the DrugDev site activation solution – available as a SaaS technology, a functional service or a combination of both – simplifies the process for sites while providing complete transparency for study teams, enabling significant reductions in startup timelines by at least 25%, and much more in some cases.

> Using DrugDev, I was done with the contracting process in 24 hours...When I used their technology, it was intuitive. DrugDev technology works, and it gets better and better each time I use it.
>
> *Nancy Baker*
> *Site Manager,*
> *Clinical Research Consulting*

## BUDGET & CTA NEGOTIATIONS

DrugDev reduces site burden by guiding staff through the "to do" checklist using...

- Visual action flags
- Due dates and reminders
- Pre-populated documents
- A helpful contact directory
- Clear status updates and emails

In addition, sponsors and CROs benefit from...

- Historically approved CTA and budget terms
- A robust projection engine
- Dynamically calculated timelines
- Real-time dashboards

## ESSENTIAL REGULATORY DOCUMENT COLLECTION

DrugDev has a centralized, secure location for generating, exchanging and tracking essential regulatory documents that goes far beyond basic file sharing websites. Features include..

- Dynamic checklists
- User management
- Distribution lists
- Comprehensive audit trail providing date/time stamps
- Complete version history for every single document.

## HAVE IT YOUR WAY WITH OUR FLEXIBLE ACTIVATION OPTIONS

| | |
|---|---|
| **OUTSOURCE ACTIVATION** | We provide sponsors with a team of dedicated experts who combine years of experience with DrugDev's technology to manage the complete site activation process on your behalf. |
| **HYBRID SOFTWARE & OUTSOURCE MODEL** | Need a custom solution? DrugDev offers sponsors the ability to pick and choose which DrugDev technologies, people, and services they need to create the best fit possible. |
| **SOFTWARE AS A SERVICE (SAAS)** | Site-facing workflow tools and secure document exchange for your internal team to improve efficiency, transparency, site satisfaction and timelines. |

# CLIENT SUCCESS STORY

Actelion, part of the Johnson & Johnson Family of Companies, is a leader in the science and medicine of pulmonary arterial hypertension (PAH), with over 15 years of experience in this devastating cardiovascular disorder. As part of an upcoming phase two hypertension trial, Actelion required activation of 100 sites across North America.

## STEP ONE

To start, Actelion provided DrugDev with a large list of potential sites and investigators. After filtering the list, DrugDev's site activation team combined historical study data from DrugDev sources, clinicaltrials.gov and other sources to determine each site's...

- Previous experience with hypertension studies
- Facility requirements
- Ability to meet enrollment needs
- Ability to meet activation timelines

After DrugDev identified the "best fit" sites, Actelion had the data and insight they needed to make evidence-based decisions regarding the sites that were most likely to succeed with the trial.

## STEP TWO

With over 16,500 CTAs negotiated across 250 studies, DrugDev has built a resourceful library of historical data based on site geography, therapeutic area, trial design, and site performance and other trial factors. Drawing from previous experience and data, DrugDev was able to work within Actelion's budget and leverage real-world comparisons of similar studies to begin negotiations Specifically, DrugDev used this information to...

- Begin negotiations at a reasonable starting point,
- Develop responsible contractual terms, and
- Create a smaller window of variability.

This enabled the site activation team to create a fair-market value budget that greatly decreased site contracting timelines while also keeping sites happy with a painless negotiation process.

## STEP THREE

Using DrugDev, sites were alerted via daily email with their outstanding tasks and deadlines, and automatically logged into a user-friendly system that guided investigators towards specific actions with helpful flags. This made it easy for sites to understand the next step in the process, log in to complete their tasks, and quickly move onto the rest of their day working with patients.

For Actelion, site activation through DrugDev's clinical suite enabled the study team to measure how sites were progressing through the activation timeline and see precisely which documents remained, and which were already completed. DrugDev and Actelion took special care to outreach to any outliers and ensure that had everything they needed to execute documents and meet their requirements, ensuring all timelines were met.


## THE RESULTS

Due to these efforts, Actelion **reduced site activation timelines by a staggering 42%** while creating a better experience for sites through positive collaboration, transparency and communication using DrugDev.

To request a demo for your study team, visit **www.drugdev.com**.

DrugDev
an IQVIA company

**CONTACT US**
LONDON | PHILADELPHIA | BOSTON | D.C.
solutions@drugdev.com
**drugdev.com/about-us/contact-us**