

Case Study

Amgen Increases Efficiencies in Working with Sites and Improves Enrollment Across Their Global Research Portfolio

The sponsor

Amgen, one of the world's largest independent biopharmaceutical companies, sought to collaborate with global research sites participating in their clinical trials to increase efficiencies and streamline recruitment and enrollment across their research portfolio.

Key Metrics

20%

More patients enrolled

per site, per month with StudyTeam*

60%

Less likely to be zero-enrollers

when sites are using StudyTeam*

86%

of sites prefer StudyTeam

over other methods to manage enrollment*

*Note: These results are for 26 Amgen studies across 1,019 sites in 20 countries as of Feb. 22, 2021

"StudyTeam™ gives us visibility into activity at a site, enabling us to support and partner with sites to deliver tailored enrollment tools to get more patients into these pivotal trials."

Dylan Rosser
Executive Director of Global Development Operations, Amgen

The challenge

Like many other biopharmaceutical sponsors, Amgen and their global research sites were relying on manual processes — such as emailing or faxing spreadsheets containing de-identified information — to track pre-screening activity at sites.

The manual and fragmented nature of this process led to inefficiencies, reduced sponsor visibility into real-time pre-screening trends, and ultimately, enrollment challenges. As a consequence, any required decisions to change enrollment strategy were often made further into the enrollment process, causing delays in study execution.

The solution

Amgen first deployed StudyTeam to help measure and drive site enrollment efficiency across a small set of trials. An analysis showed that StudyTeam:

- Would reduce total enrollment time by an average of 25 days per clinical trial
- Would reduce non-enrollment in clinical trials by 25%

As a result of this analysis, Amgen selected StudyTeam as their solution for enrollment performance management and moved toward portfolio-wide adoption of StudyTeam for all of Phase 1 through 4 clinical trials. To date, Amgen has expanded StudyTeam to:

- 26 clinical trials spanning 15 products and 15 indications, and counting
- 20 countries, and counting
- 1,000+ research sites, and counting

The results

Throughout the phases of deployment at Amgen, StudyTeam has and continues to exceed their KPIs related to site utilization, enrollment efficiency, and cost savings.

Solution adoption and utilization

A number of sites that participate in Amgen trials have adopted StudyTeam over the manual pre-screening logs they previously used. Site users cite StudyTeam's ease of use and value as an enrollment solution, especially when compared to manual pre-screening logs that act solely as data-collection tools, creating additional work.

Trial-wide visibility into enrollment

Sites are also able to manage pre-screening and enrollment across various channels, including both patients from their own practice and outside patient referrals, all of which feed directly into StudyTeam for a unified view of recruitment. This allows them to share valuable pre-screening information directly with Amgen earlier during enrollment.

Amgen's trial teams utilize this information to make early and informed decisions about site management, recruitment tactics, and protocol design, which has led to improvements on enrollment performance.

"I have been a clinical research coordinator for 12 years in Spain and I have never seen such a complete system. It's actually perfect!"

Clinical Research Coordinator
Spanish Research Site using
StudyTeam for Amgen Trials