Case Study

Merck Reduces Site Burden to Enroll Oncology Trials with StudyTeam

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About Merck

Merck is one of the world's premier biopharmaceutical companies with one of the largest cancer pipelines. As a major research sponsor, Merck constantly searches for ways to improve clinical trials; one such strategy is optimizing their work with sites and, specifically, reducing sites' burdensome workflows.

Key Metrics

88%
of sites on Merck studies choose StudyTeam
over their current process

93%
of sites that choose to use StudyTeam
used it again on subsequent Merck studies

Merck's Objective: Ease Site Burdens

Fewer than 5% of adult cancer patients enroll in cancer clinical trials. It's a major loss for patient access to new therapies and clinical development because typically more than 50% of eligible patients asked to enroll will agree to do so. Merck recognized that a clinical trial system that enrolls patients at a higher rate will accelerate access to treatments for patients in need.

With intense competition among sponsors for high-performing research sites, Merck wants to stand out as a sponsor of choice. As part of its Global Trial Optimization mission, Merck provides sites with high-value operational insight, parameters for study conduct, and recruitment and retention strategies and tactics.

These objectives address the entrenched daily and long-term problems sites face. As research sites recruit and enroll patients for a trial, they contend with immense administrative burdens, all while providing care for their patients. Ultimately, when sites face too many burdens, information falls through the cracks, and sponsors lose visibility of critical data.

For example, sites have to track potential study candidates for long periods of time prior to eligibility—any inconsistencies can lead to dropped and missed patients. Things get even trickier when sites have to repeatedly provide pre-screening logs and recruitment updates to sponsors using manual methods.

When study deviations occur, sites have to scramble to plan study visits and events for complex studies. Sites also work to retain patients through long-term follow-up after treatment and reporting on patient recruitment in underrepresented populations.

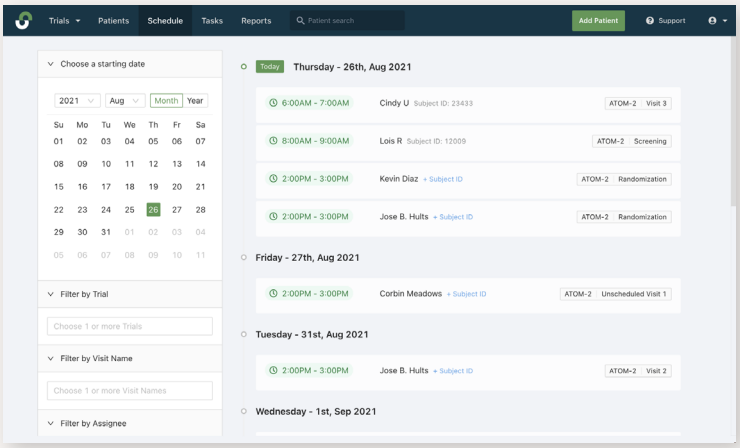
How StudyTeam Helps Merck and Its Sites

StudyTeam streamlines workflows for sites and lets sponsors see the big picture. The platform has an intuitive interface for site staff to manage patient enrollment, and it allows sites to report real-time progress directly to sponsors.

Merck uploaded inclusion/exclusion criteria to StudyTeam so its sites could pre-screen patients directly in the system as they reviewed patient records. As Merck tracked the speed of enrollment in real time, it made informed adjustments to protocols of several studies to accelerate timelines along the way.

Seeing StudyTeam's immediate impact for accelerating enrollment, Merck decided to equip its sites with StudyTeam's visit management capability. Without an automated visit management tool, Merck's sites had been manually coordinating visits, often with complicated spreadsheets.

To make visit management easier, StudyTeam brings a sponsor's protocol into the site's workflow, and configures the system for all sites to have access to StudyTeam's Visit and Imaging Calculator. With this capability, site staff can properly forecast when a visit needs to occur and schedule it in one place. Visit management in StudyTeam gives site staff automatic visibility into the date, time, and purpose of visits for each patient.



What Merck's Sites Say about StudyTeam

Merck decided to deploy StudyTeam to make sites' lives easier, and StudyTeam exceeded all expectations—the sites love StudyTeam.

Merck sees broad uptake: 88% of sites on Merck studies chose to use StudyTeam over their current process after attending a demo, and 93% of sites that chose StudyTeam used it again on a subsequent Merck study.

Now Merck and OneStudyTeam are scaling their work together and have begun rolling out StudyTeam broadly to Merck's global oncology portfolio, involving partnership across 41 countries. Sites all over the world love StudyTeam—hear what clinical research coordinators from Merck's sites around the globe have to say:

"StudyTeam is a tool coordinators dream about. This is such a great system. It has everything we need in one easy-to-use place. We usually struggle to keep track of this information. Thank you so very much for bringing this system into my life."

CRC, private practice, US

"StudyTeam makes our Excel sheet look archaic. It's so clean and straightforward. It's a one stop shop for everything we need to track."

CRC, hospital, Canada

"StudyTeam is a really, really nice application. It will for sure reduce my workload and diminish the paper loads. No need to have a different log for each trial now, I can use the StudyTeam patient log for my other trials as well."

CRC, AMC, Belgium