



Patient-centric and Digital – the Future of Clinical Trials

Survey Results

Overview

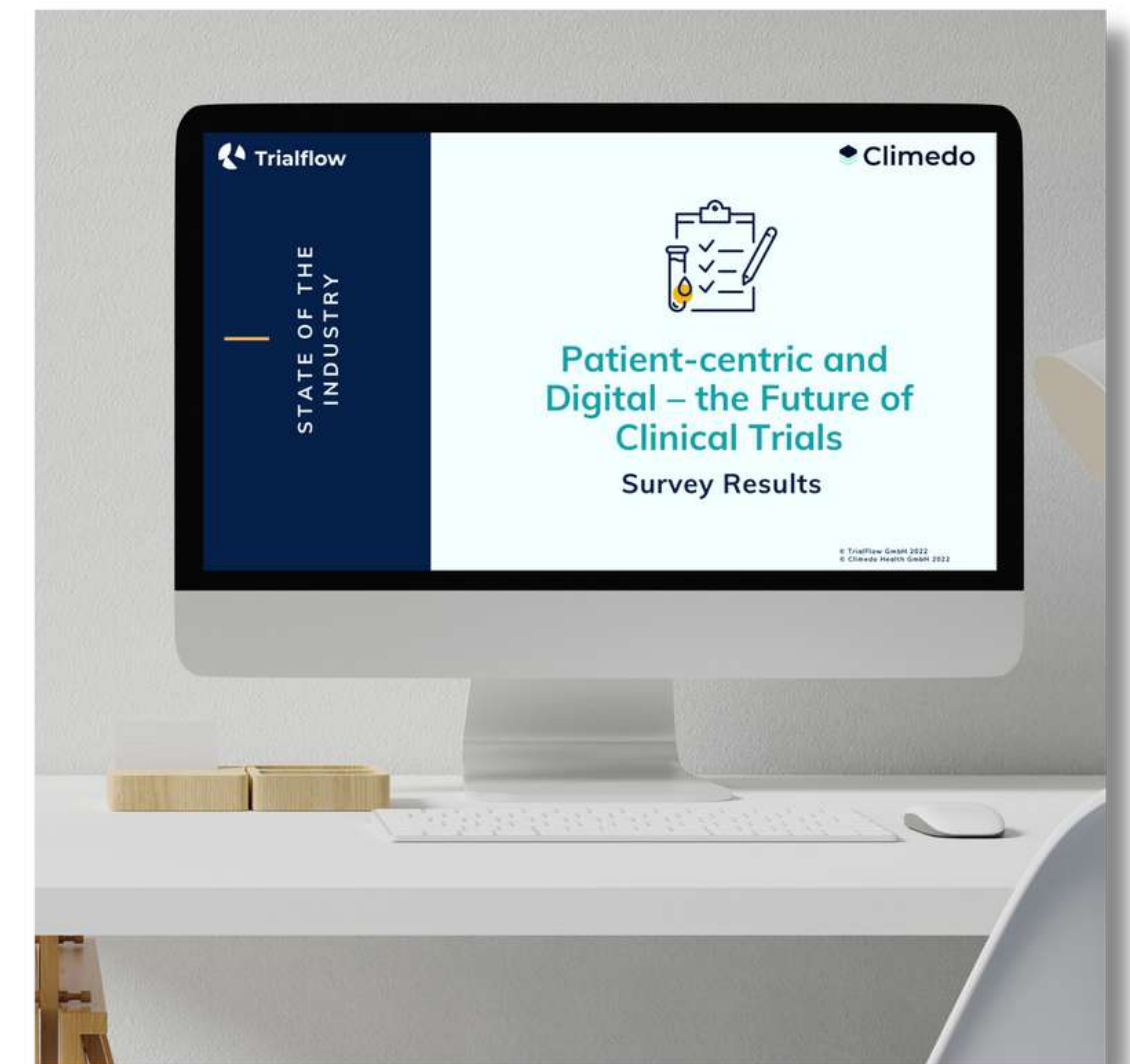
- 01 Introduction
- 02 Base Data
- 03 View of the study sites
 - Current status*
 - Challenges*
 - Trends and prospects*
- 04 View of the sponsors
 - Current status*
 - Challenges*
 - Trends and prospects*
- 05 About Climeddo
- 06 About Trialflow
- 07 Contact details

01 Patient-centric and Digital – the Future of Clinical Trials (2022)

In the fall of 2022, the two software companies Climeddo and Trialflow conducted a joint survey on digital and patient-centric applications in clinical trials. The global survey was aimed at study sponsors from medical technology, pharma as well as contract research organizations and study sites. The aim was to find out to what extent decentralized and patient-centric elements are already being used in trials, what challenges they pose, and what the future of clinical trials looks like.

There were 46 participants in total, 17 of whom worked in study sites and 27 of whom worked for sponsors. The majority of respondents were from companies with more than 500 employees.

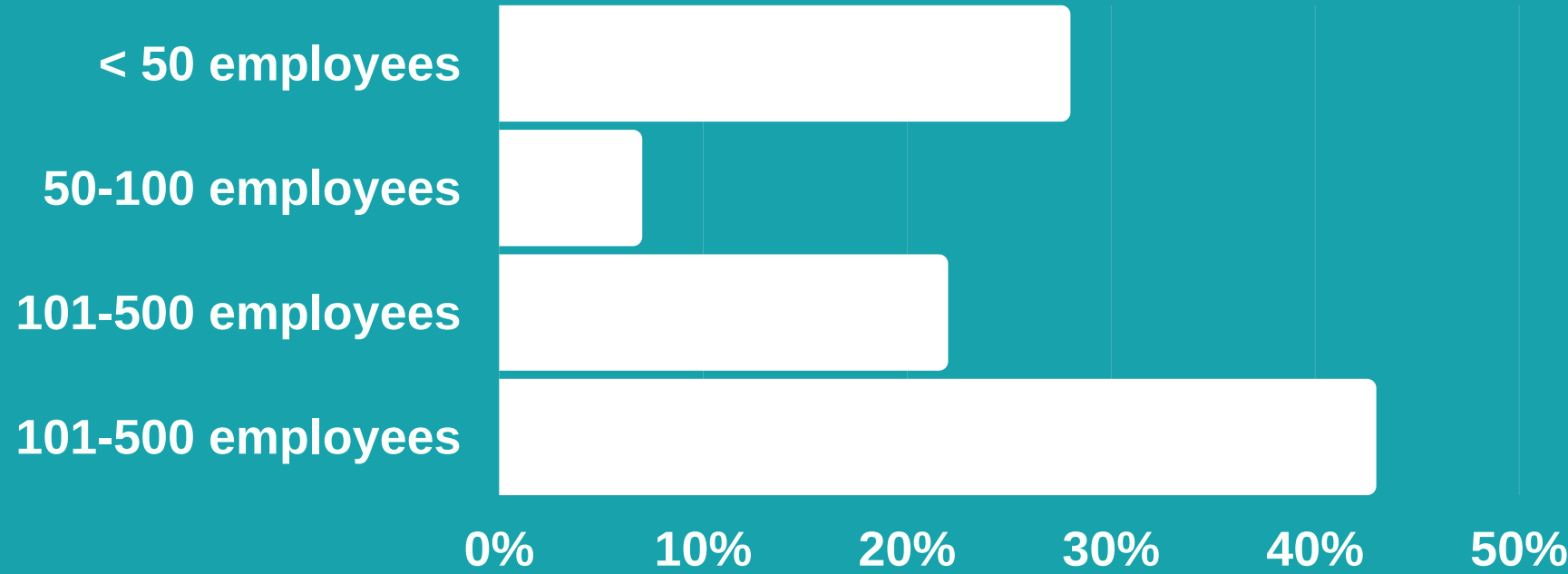
The results show that respondents are already using various digital applications such as ePRO, informational videos, wearables and telemedicine. At the same time, they still face a number of challenges – in the case of sites, a lack of staff was cited in first place, and in the case of sponsors, patient recruitment. Looking to the future, both sites and sponsors see the greatest potential in electronic document management, digital interfaces, telemedicine and eConsent.



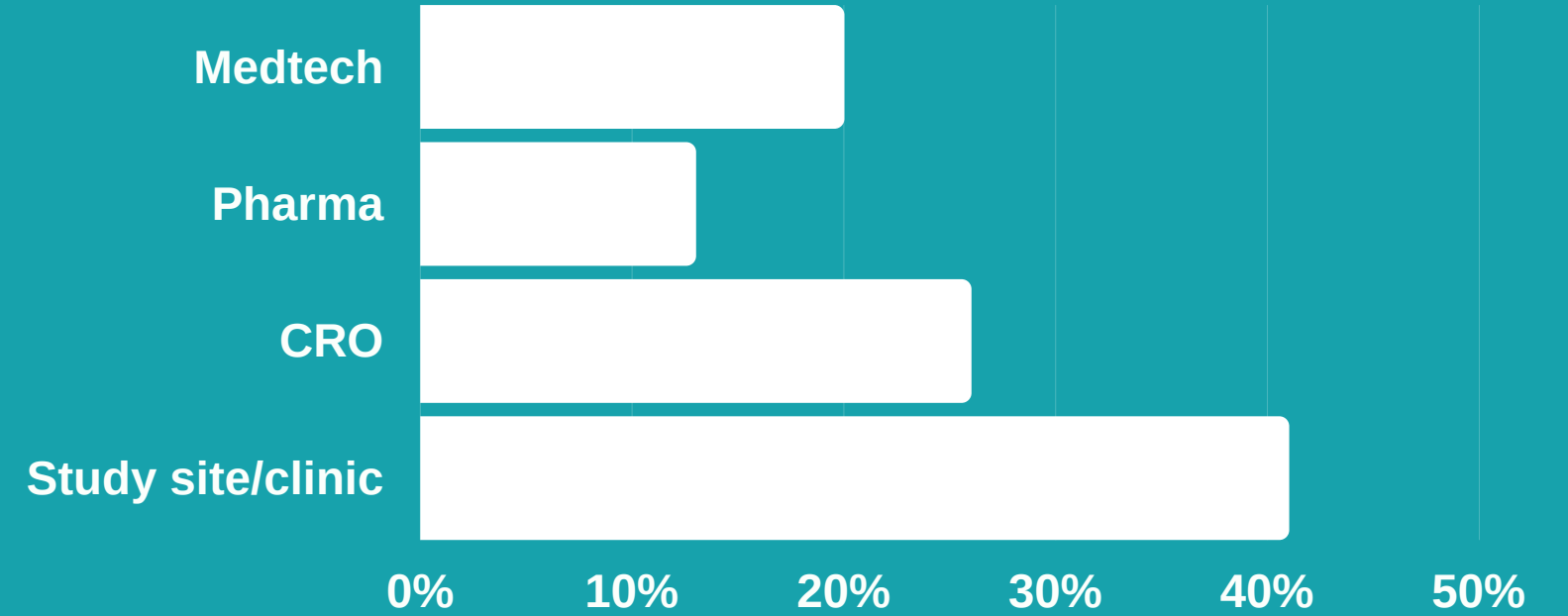
Base Data

02

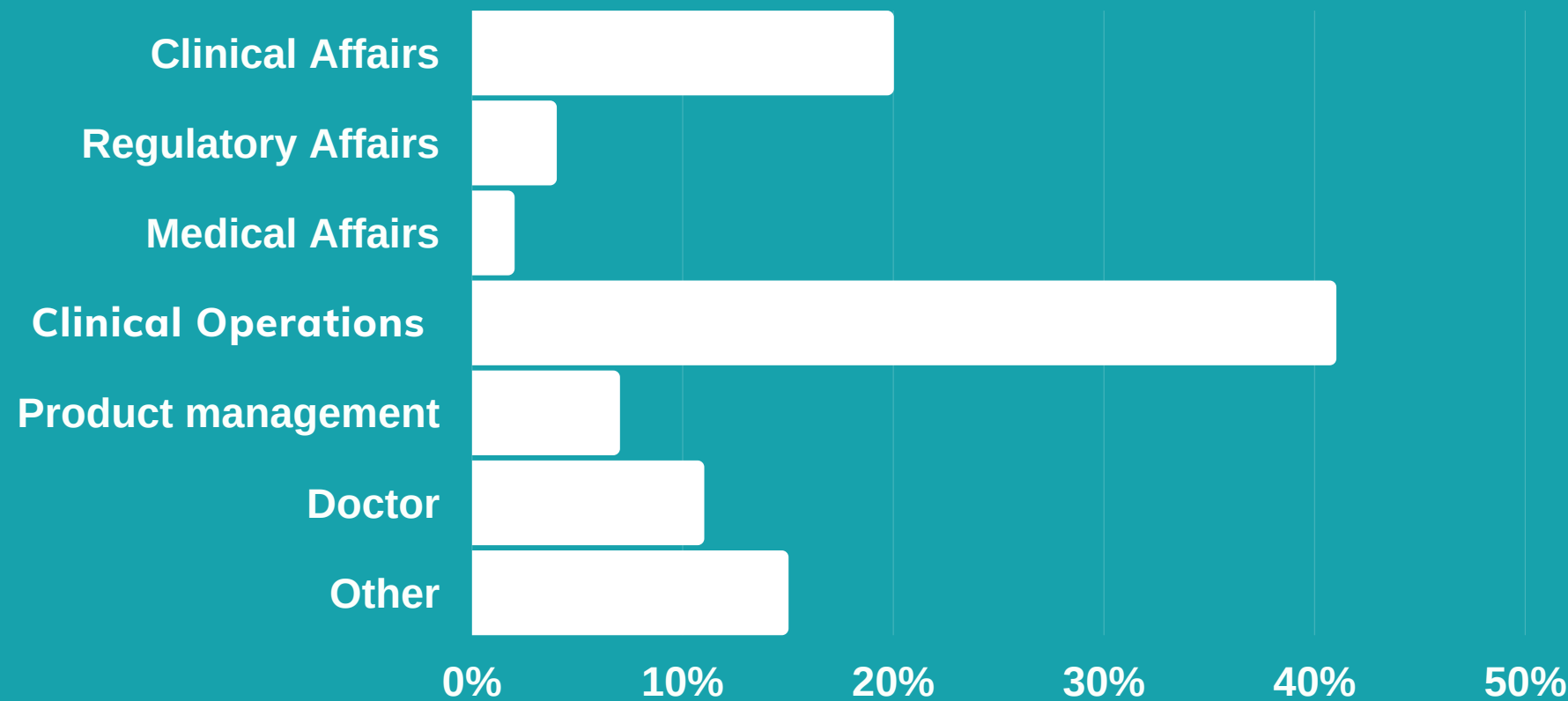
Company size



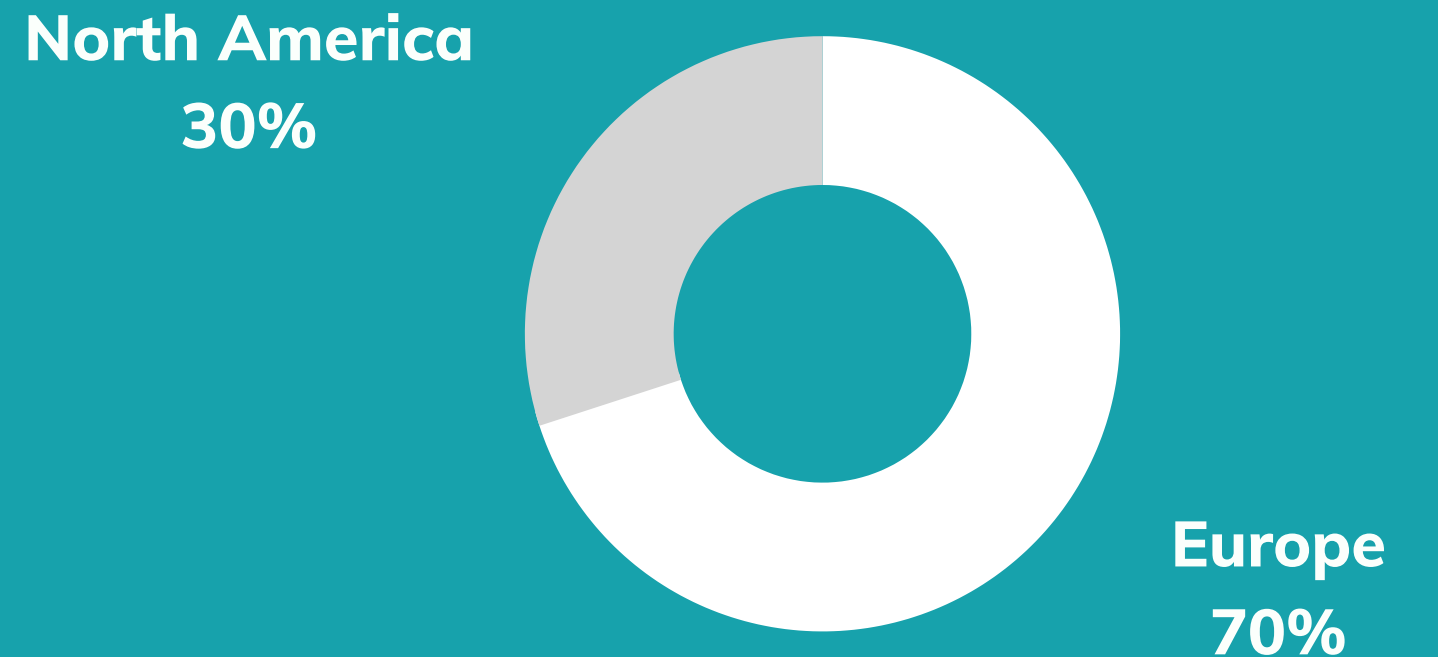
Type of company/organization



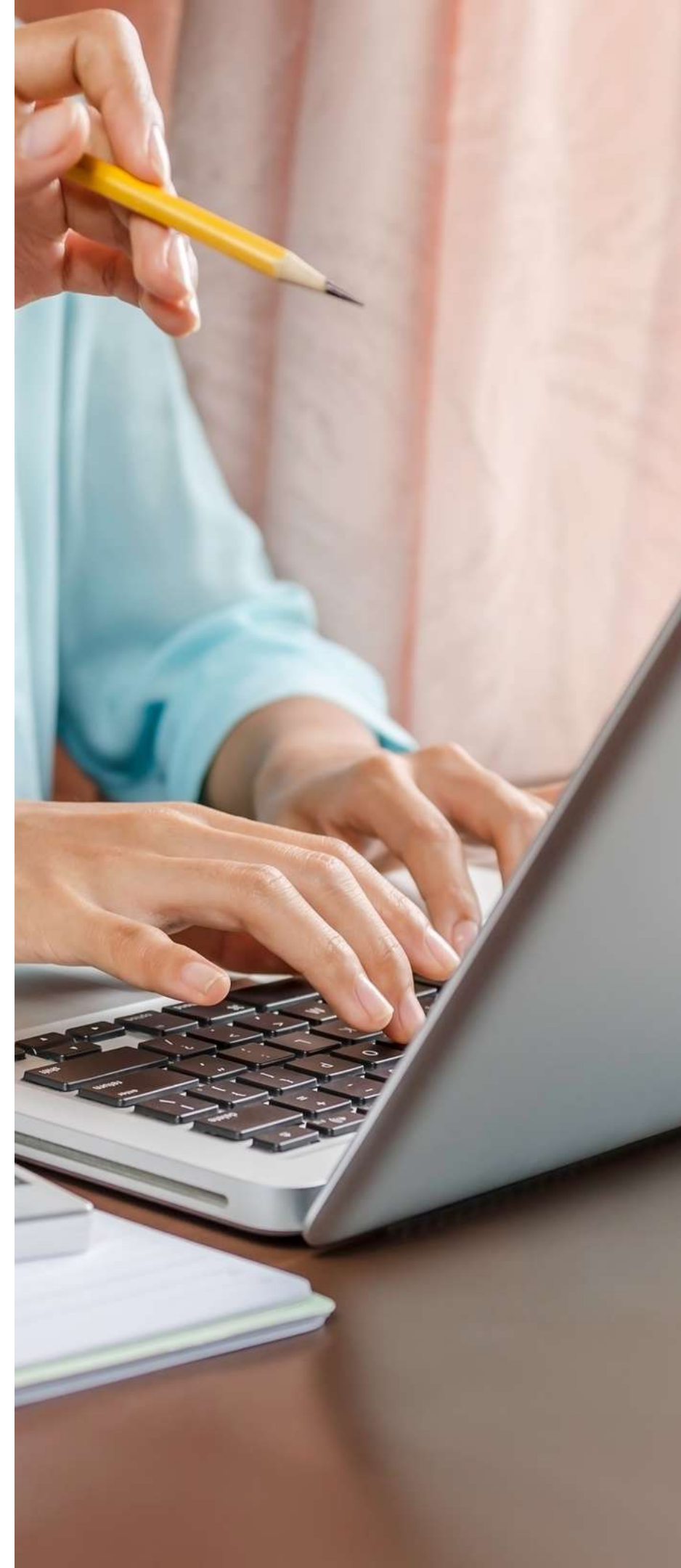
Role in the company



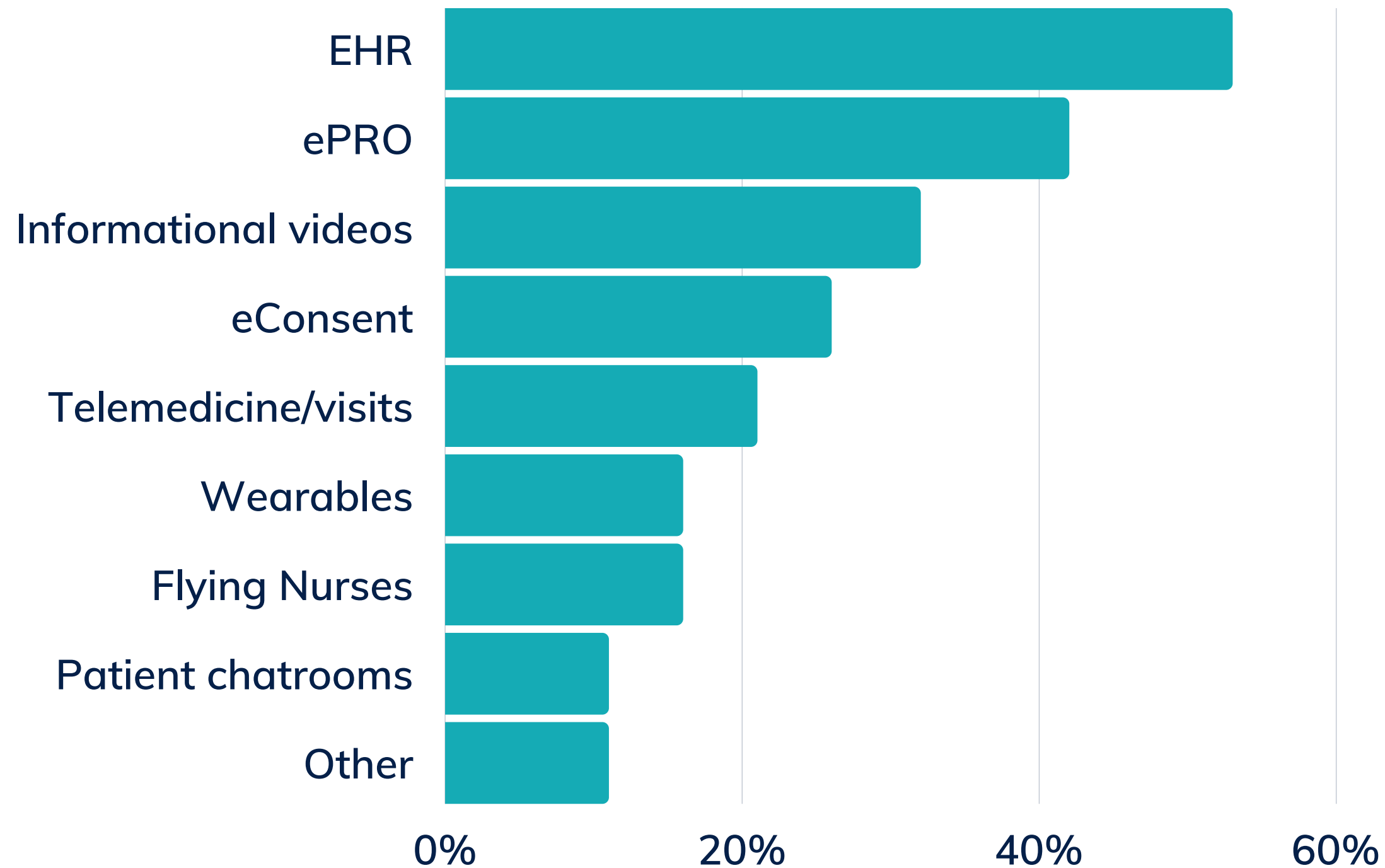
Location



View of the study sites – Current status



Which decentralized elements do you already use in your clinical trials?*



*Multiple answers possible

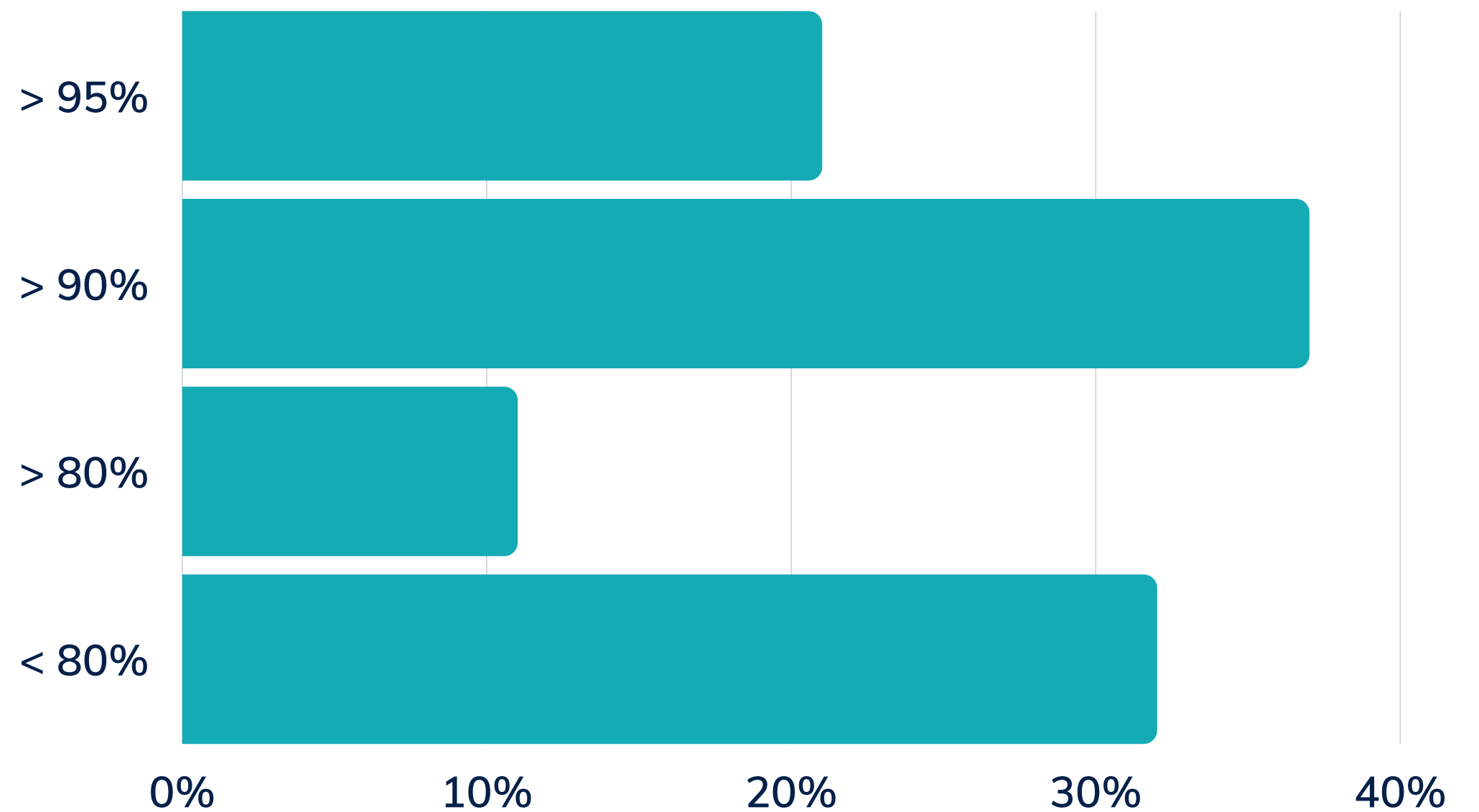
53%
already use **EHR** and
42%
rely on **ePROs.**



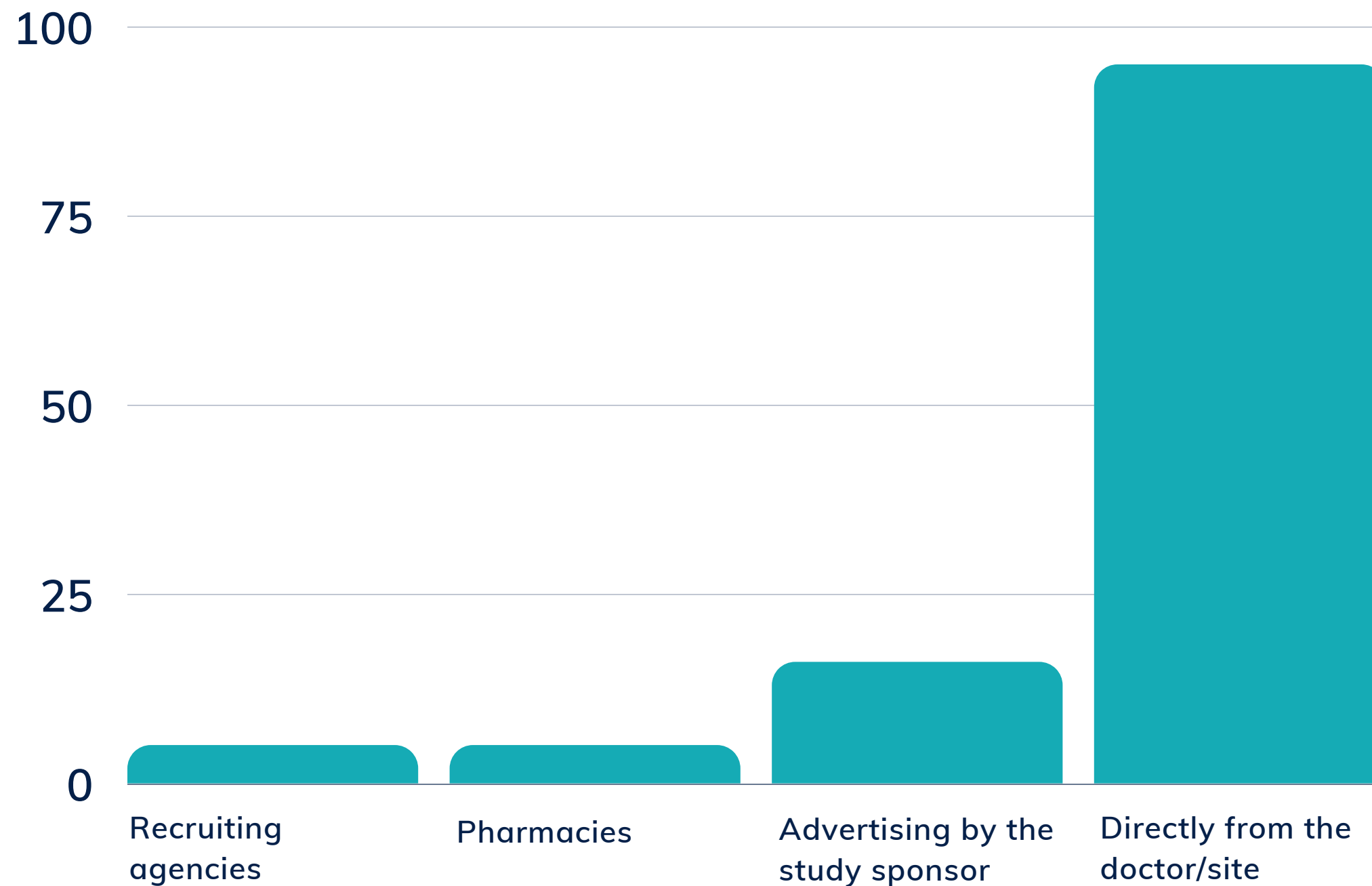
37% of respondents report that **>90%** of their data is complete, while 32% report having data which is **<80%** complete.



What proportion of your patient-reported data is usually complete?



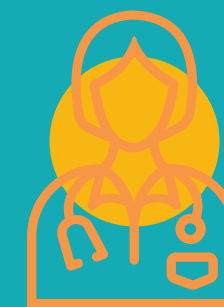
Where do you recruit your patients most efficiently?*



*Multiple answers possible

95%

recruit most efficiently directly from the doctor or site.



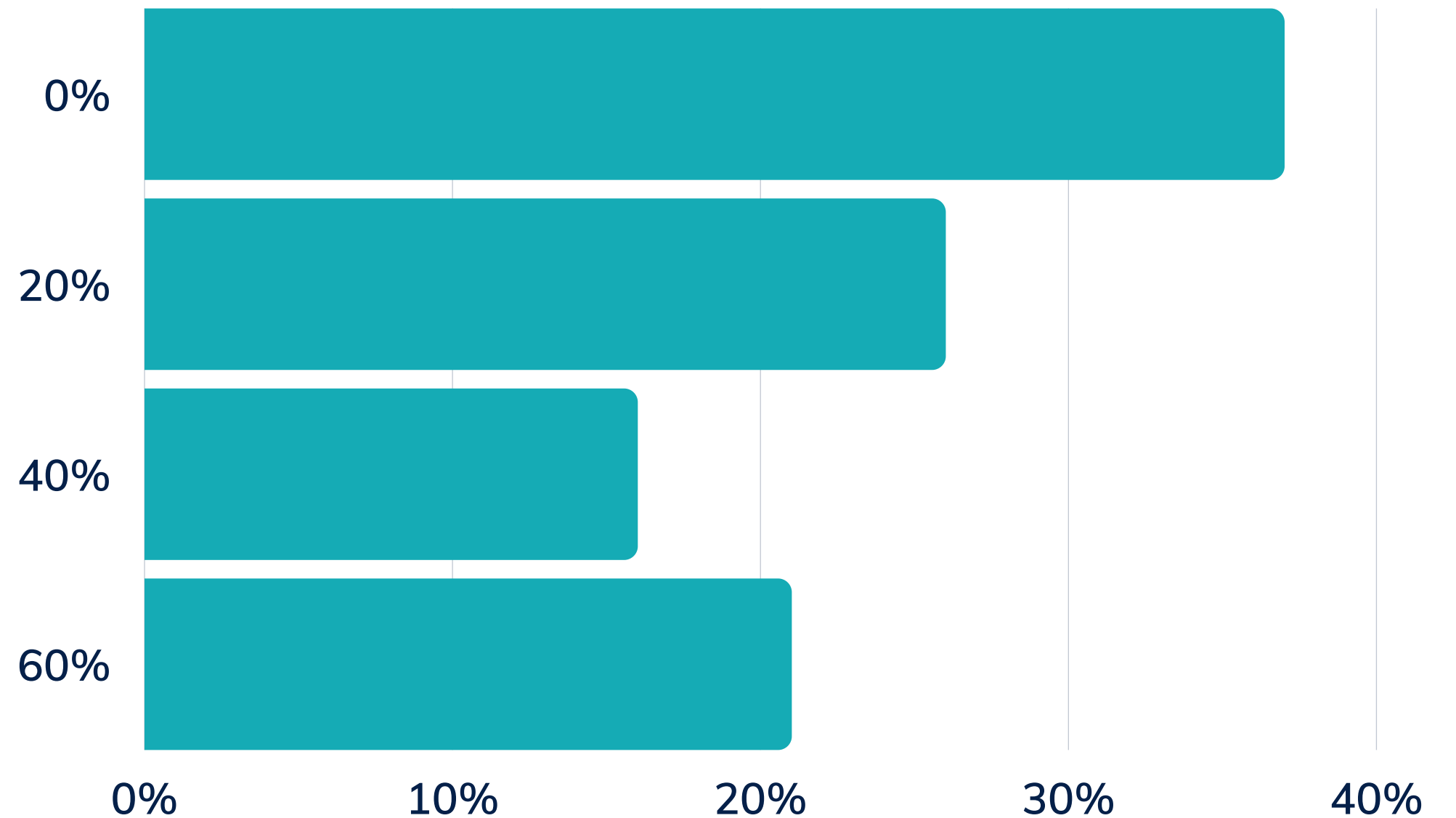
1 in 5

sites reach 60%
of their patients
via digital
channels.

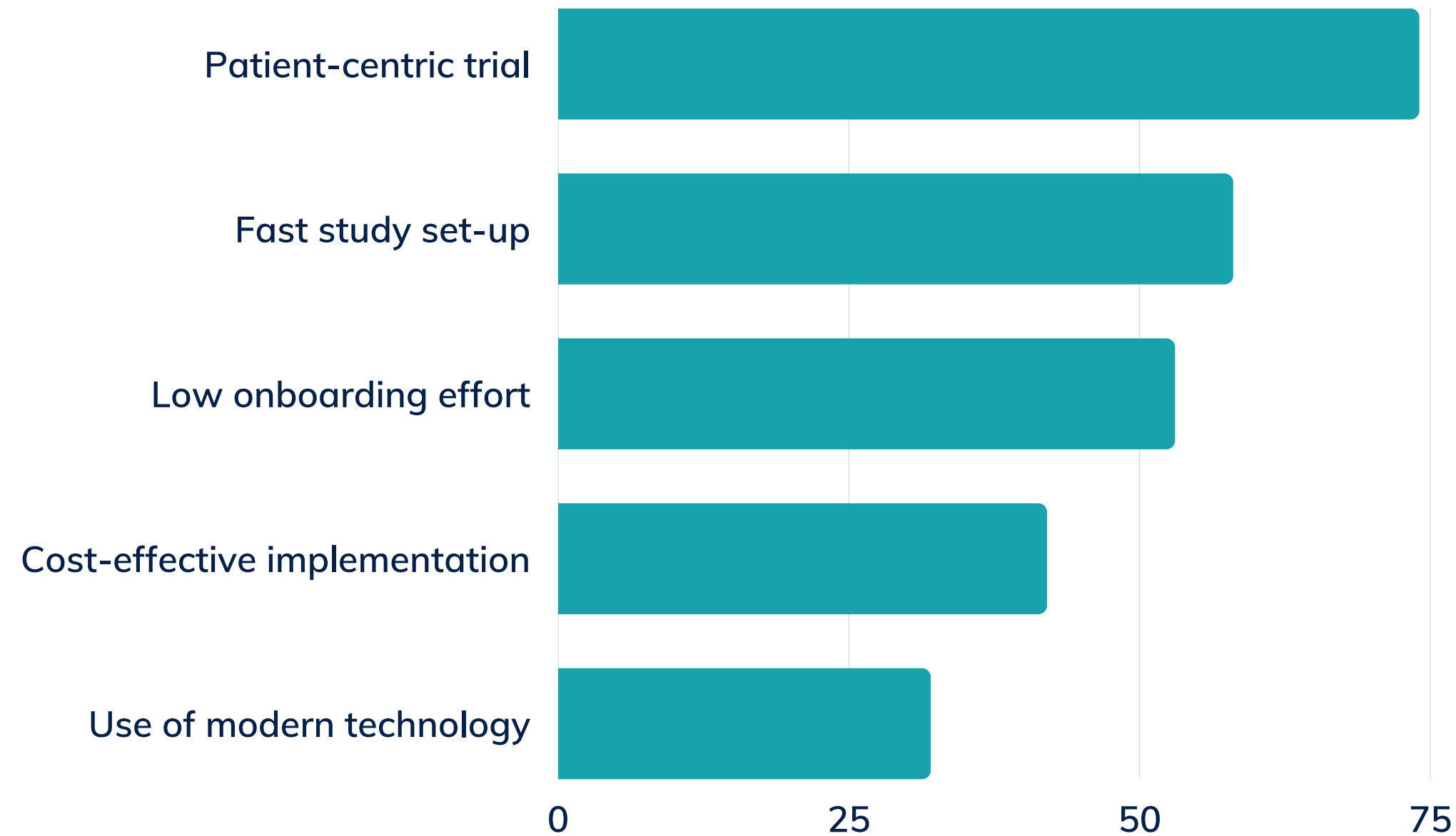


Sites

What proportion of your patients do you reach via digital channels?



Which aspects are particularly important to you in the set-up of your clinical trials?*



*Multiple answers possible

A patient-centric trial (74%), a fast study set-up (58%) and low onboarding effort (53%) are most important for clinical trial set-up.



View of the study sites – Challenges

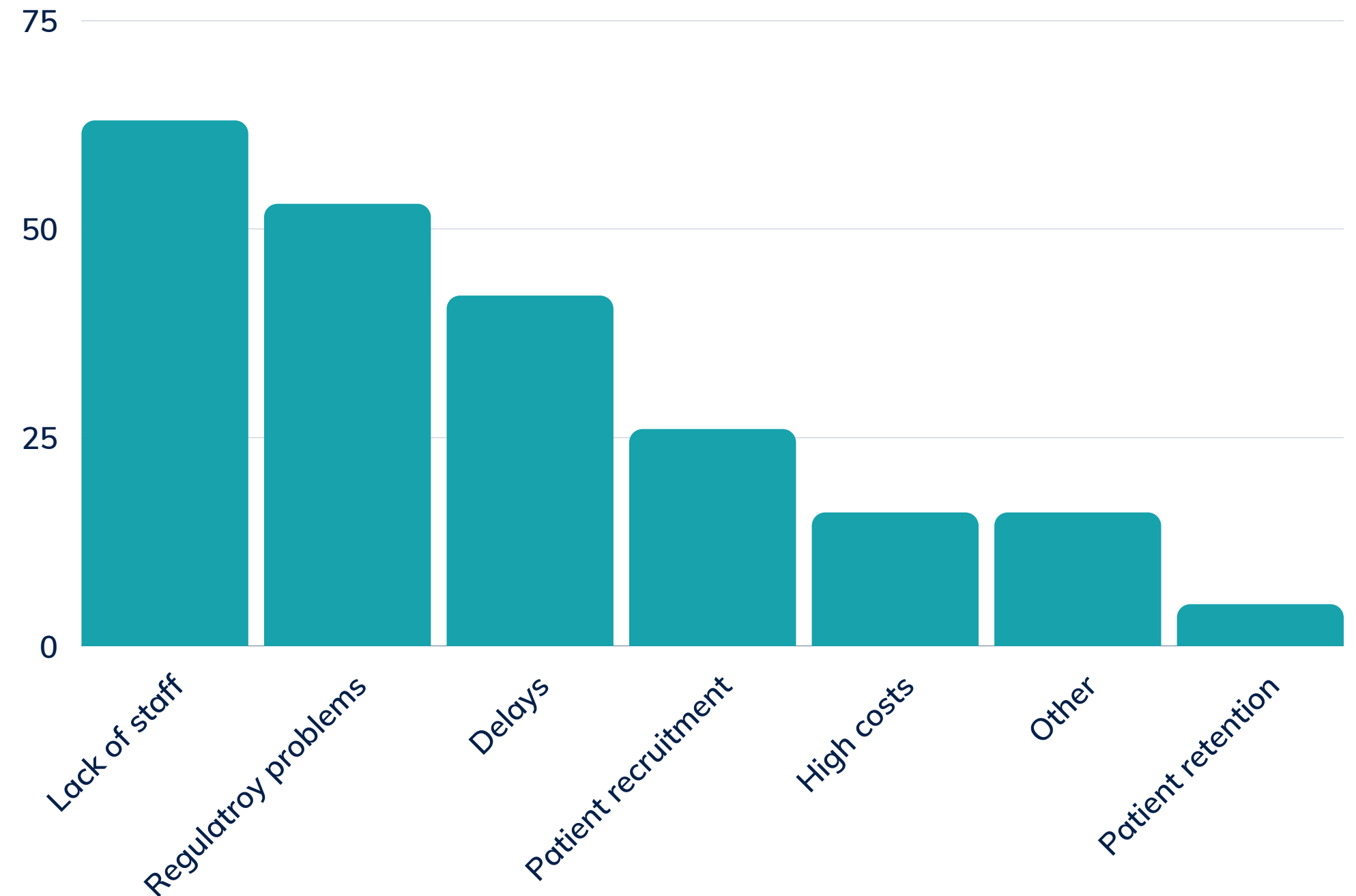


The 3 biggest challenges are lack of staff (63%), regulatory problems (53%) and delays (42%).



Sites

What are your biggest challenges in clinical trials?*

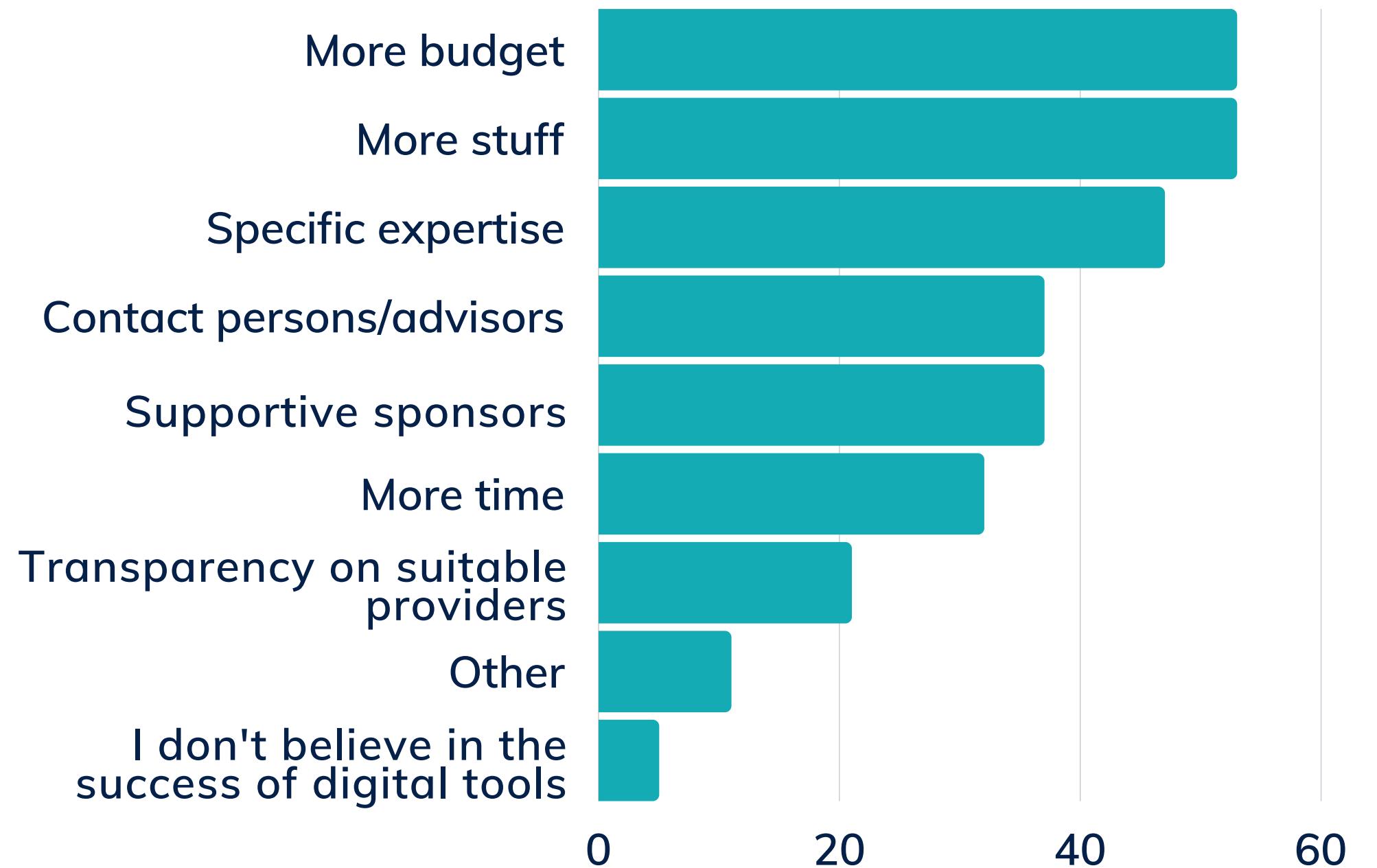


*Multiple answers possible

More than half of the respondents need more budget (53%) and more staff (53%).



What do you need in order to use digital tools (even more) beneficially in your clinical trials?*



*Multiple answers possible

View of the study sites – Trends and prospects

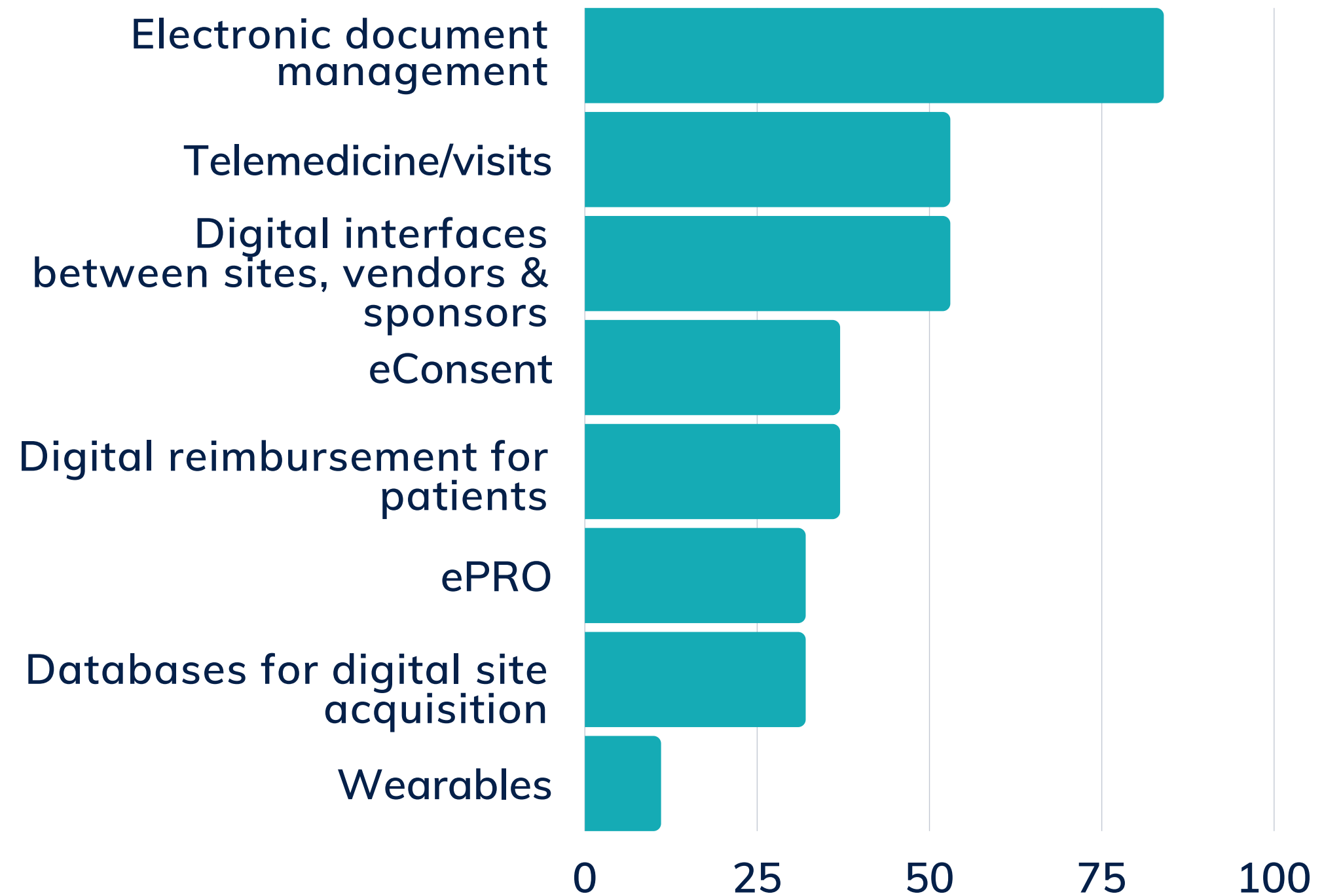


84%
of the respondents
see the biggest
potential in
electronic document
management.



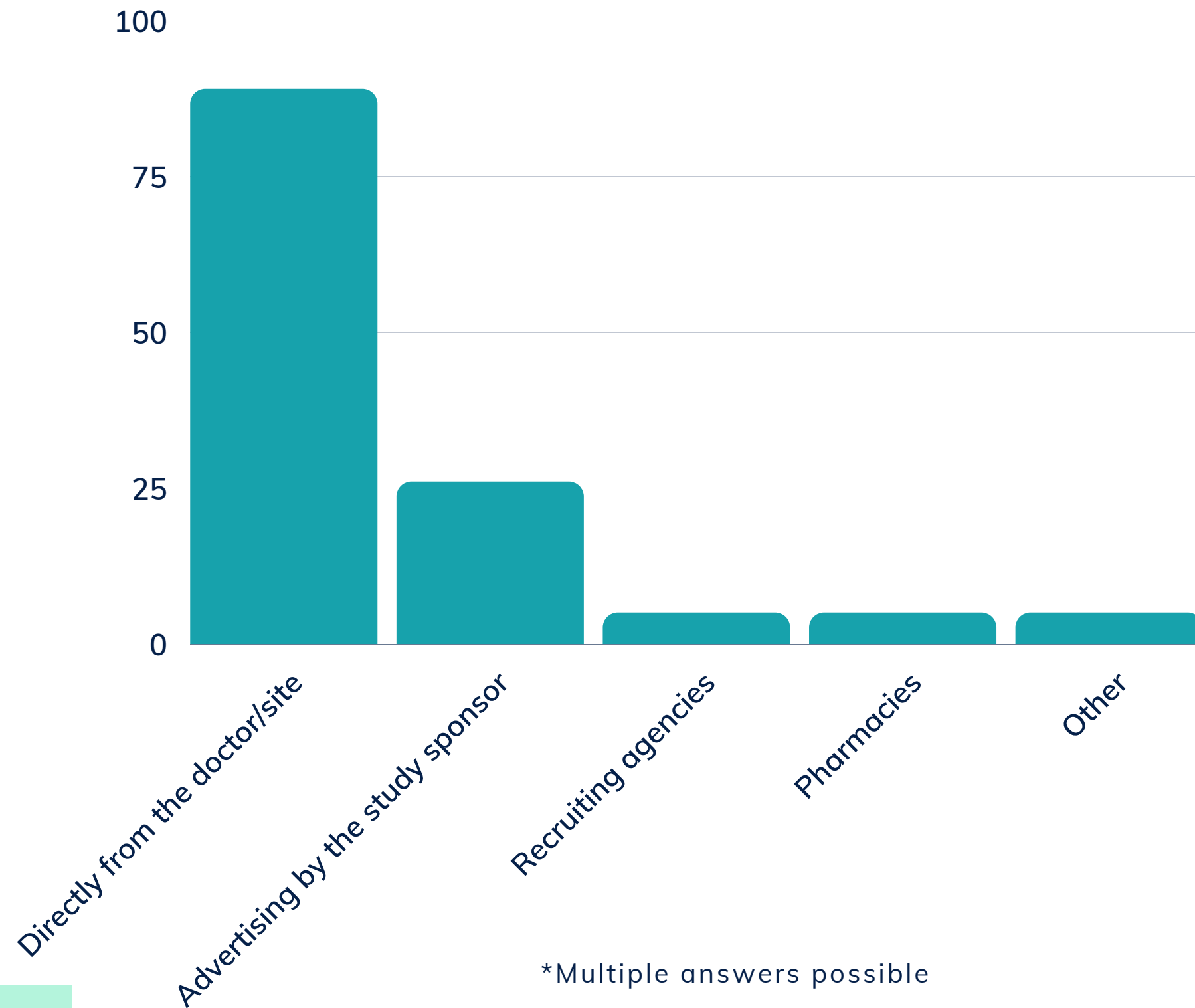
Sites

In which of the technologies mentioned do you see the highest future potential?



*Multiple answers possible

How do you plan to recruit patients in the future?*



*Multiple answers possible

Sites

90%

of the respondents plan to recruit patients directly from the doctor/site in the future.

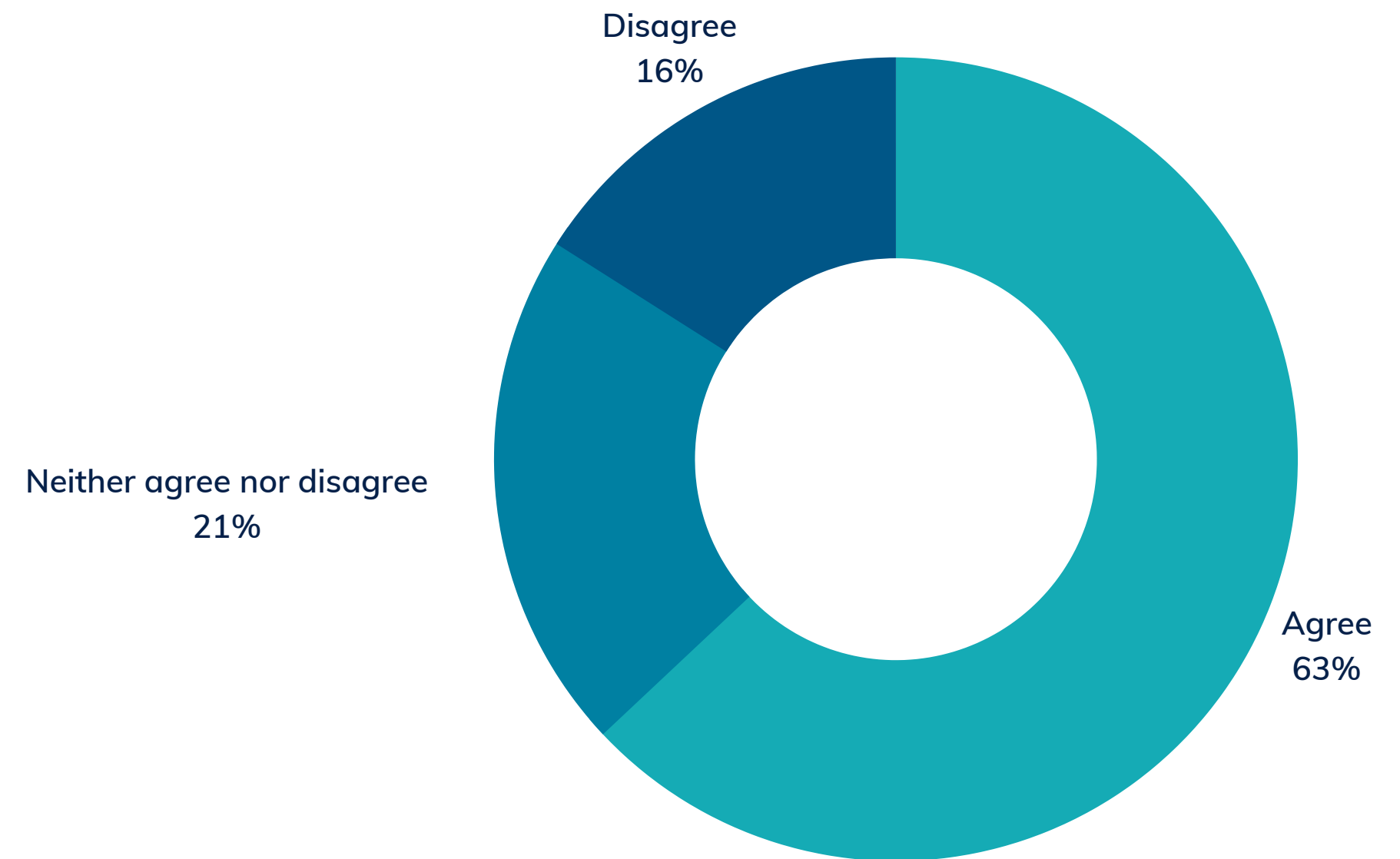


63%

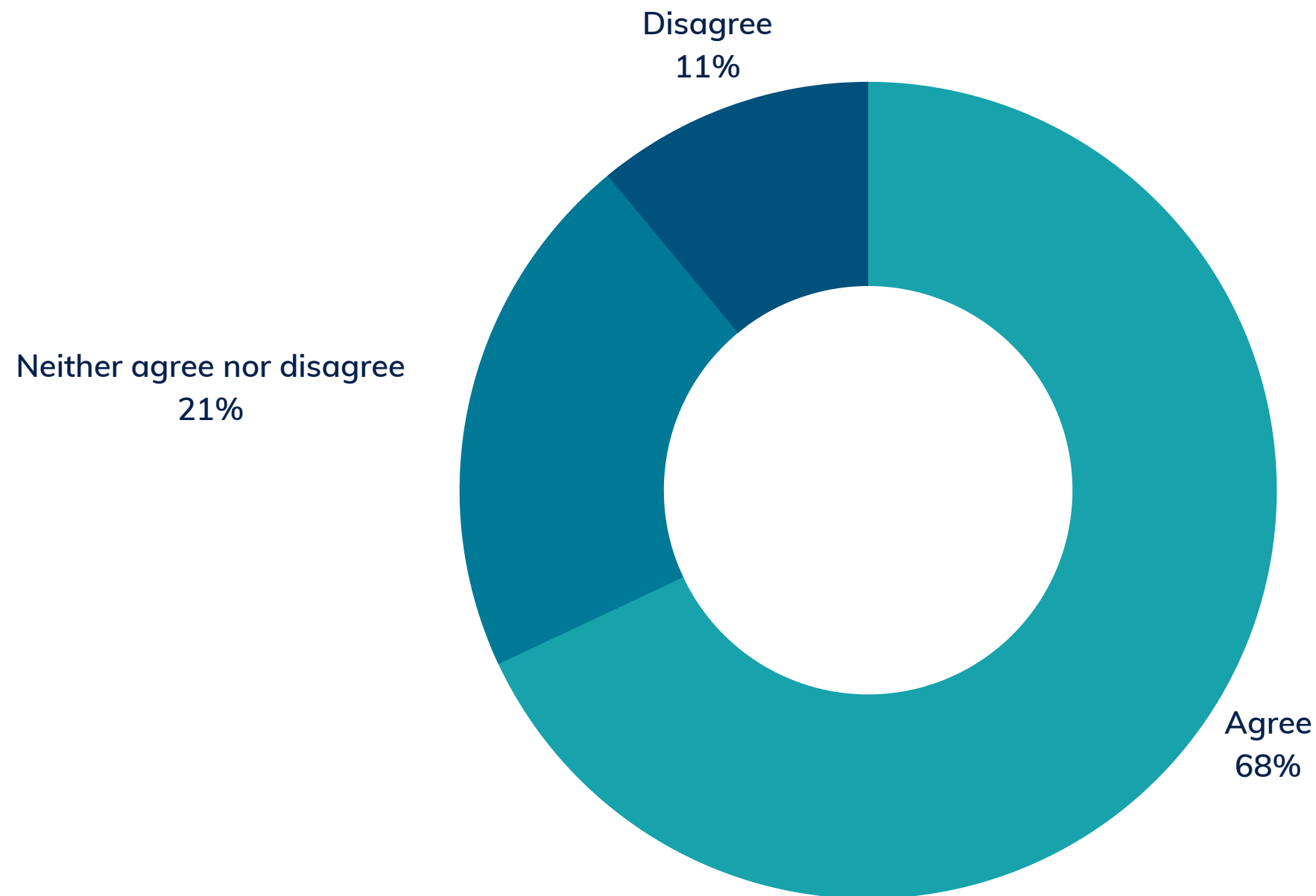
believe that user-centric digital applications lead to more satisfied study subjects.



"User-centric digital applications lead to more satisfied study subjects"

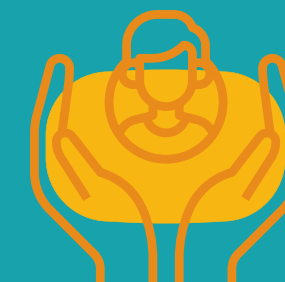


"Companies that consider patient centricity to be important have a higher level of patient compliance"



68%

of respondents agree that companies that value patient centricity have a higher level of patient compliance.



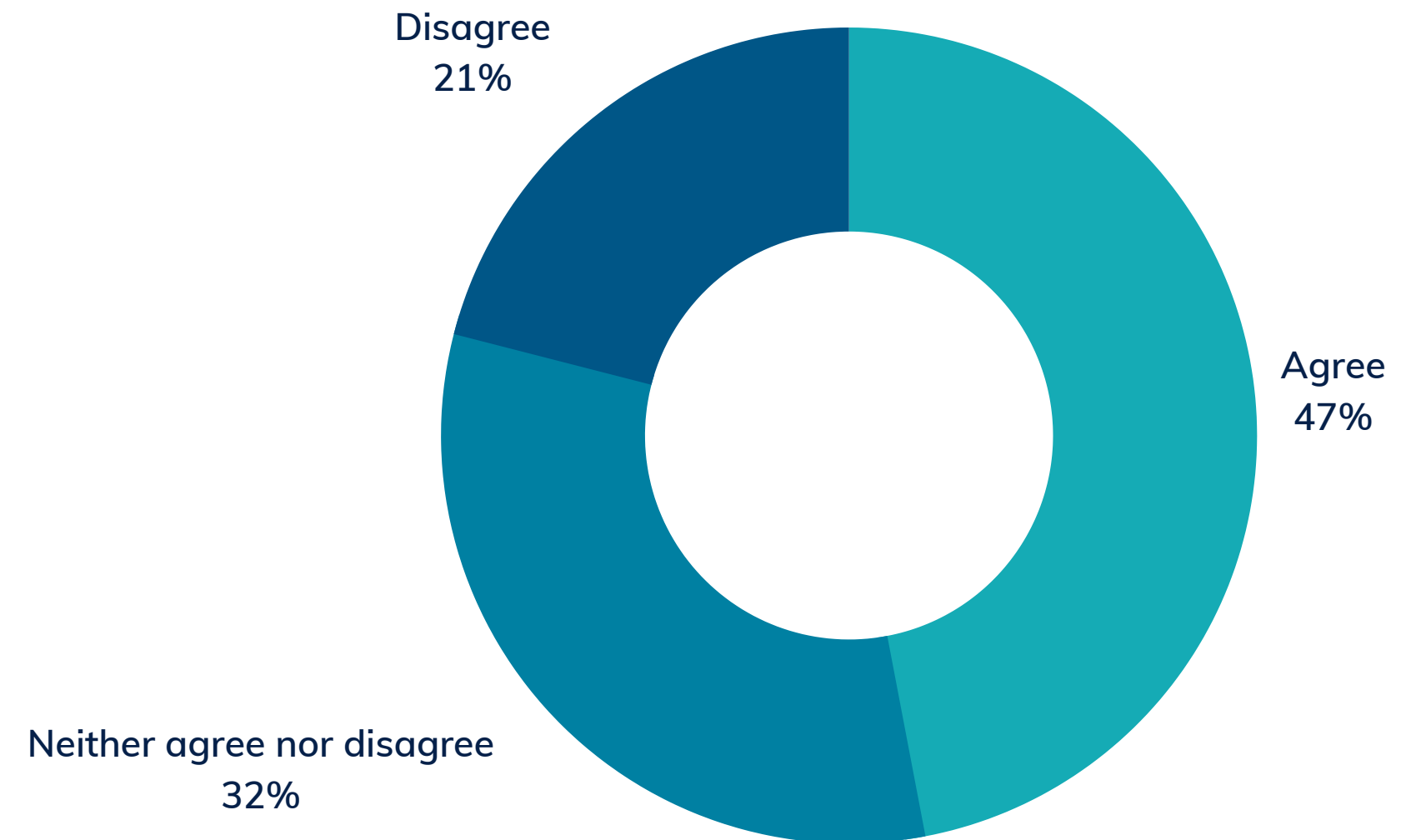
Out of the respondents

47%

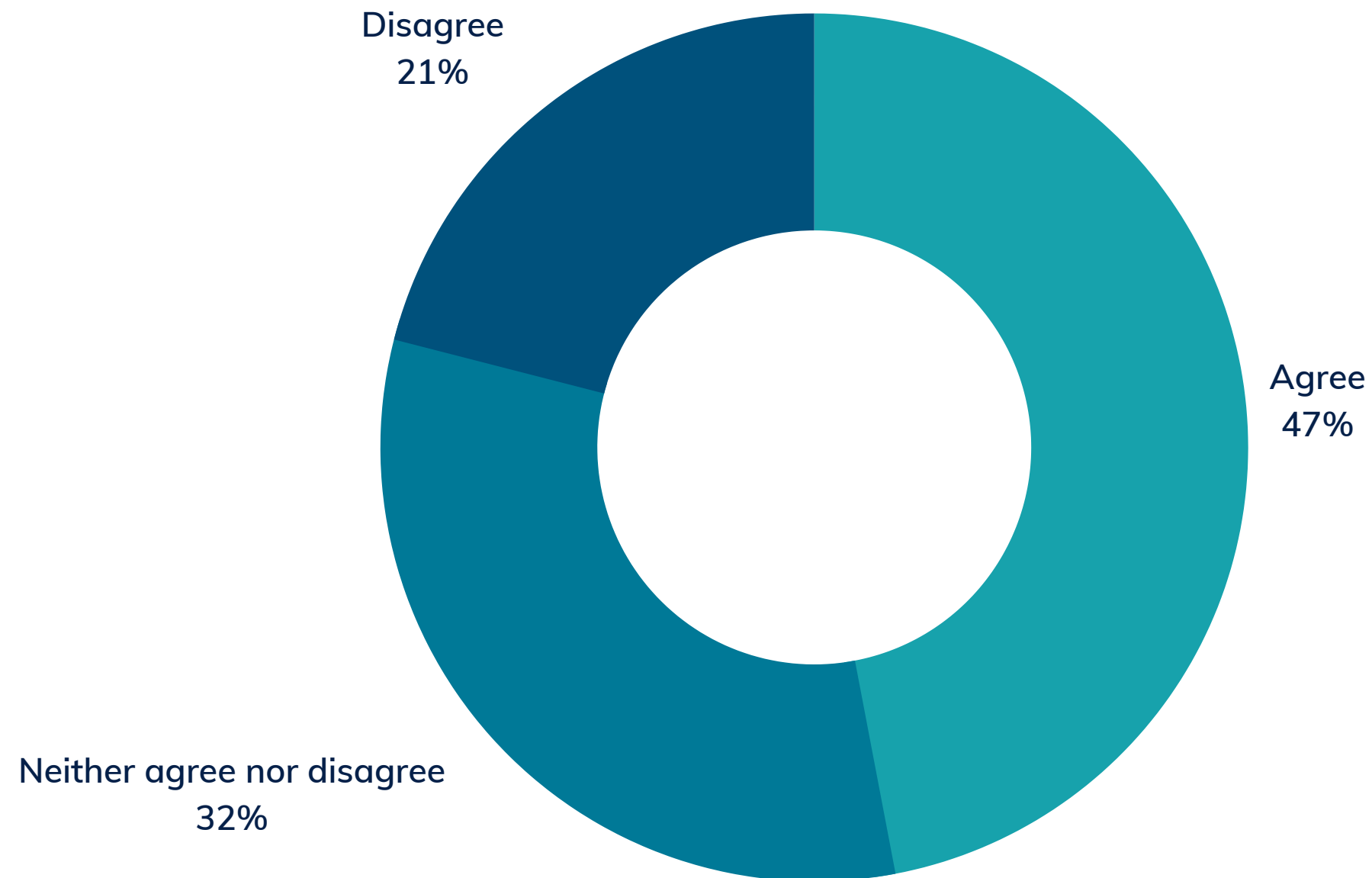
agree that the use of decentralized elements saves resources.



"The use of decentralized elements helps to save resources"

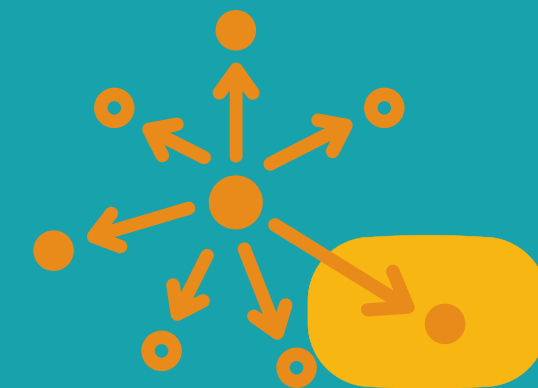


"Decentralized elements make it easier to recruit patients"



47%

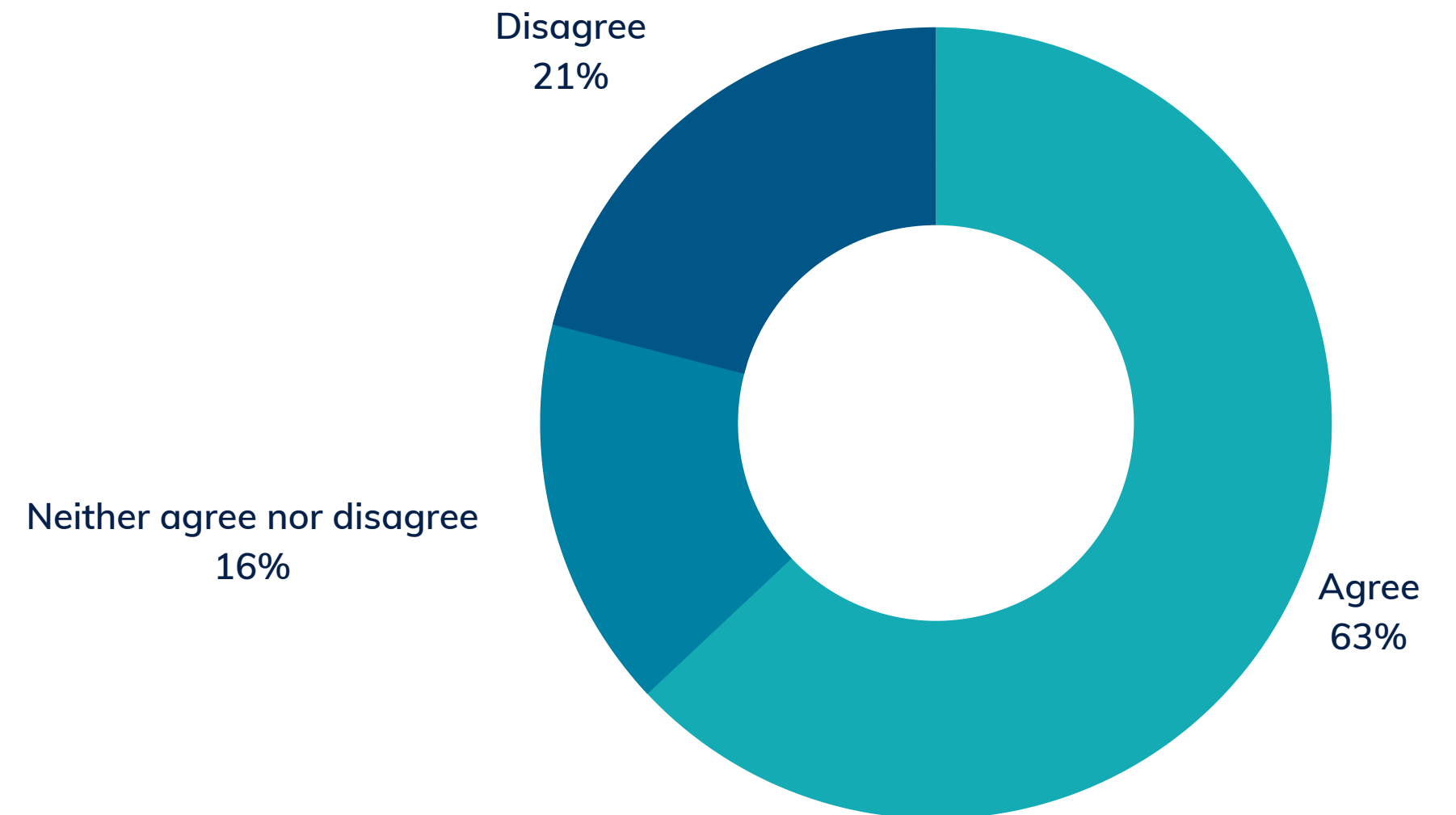
of the respondents agree that decentralized elements make it easier to recruit patients.



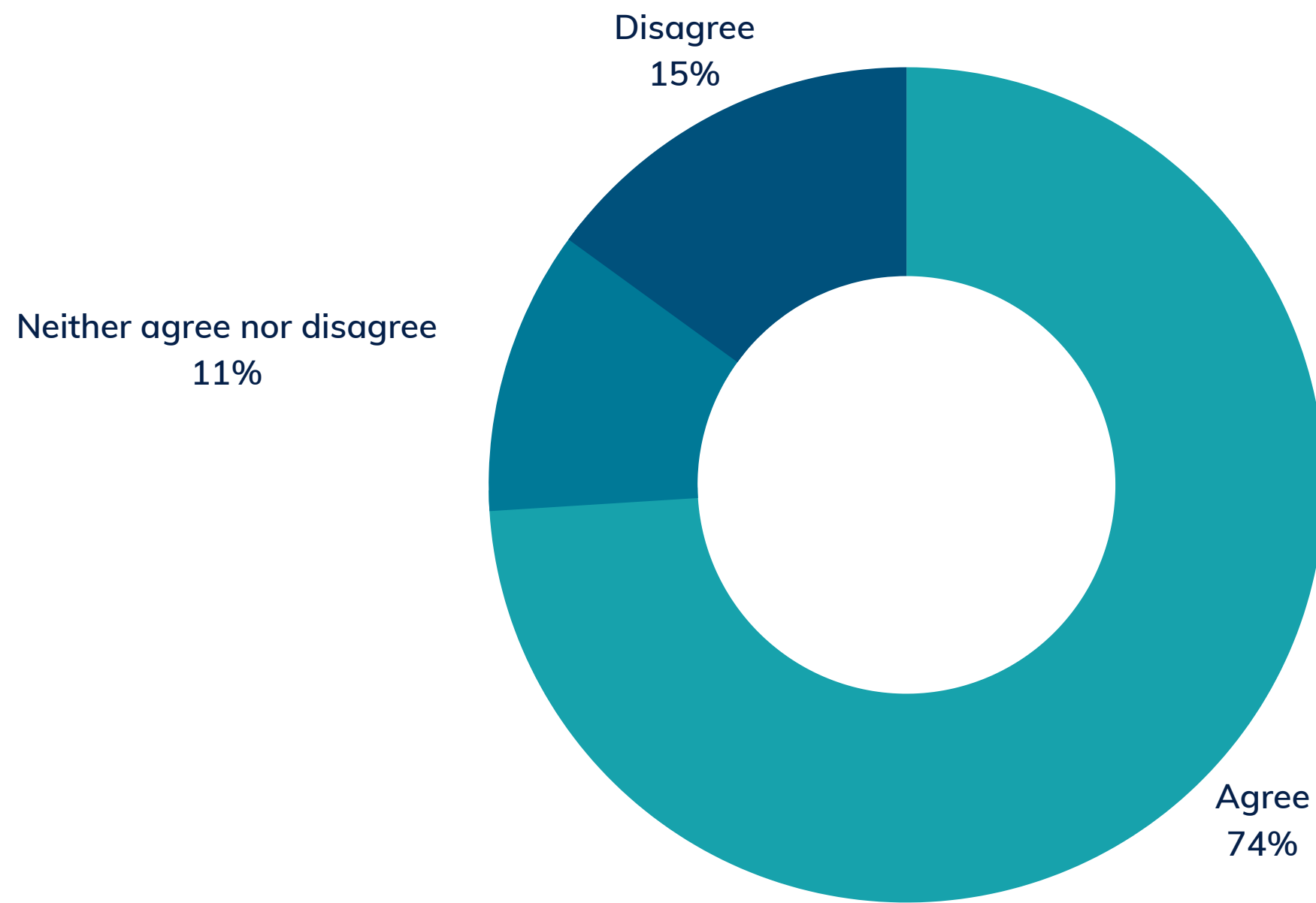
More than
half
of the
respondents
agree that digital
elements lead to
higher data
quality and
correct reporting.



"The targeted use of digital elements leads to higher data quality and correct reporting"



"Reducing administrative work for study sites speeds up study implementation"



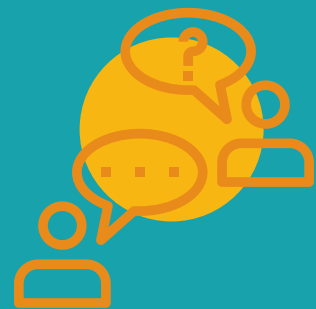
74%

of respondents agree that the reduction of administrative work speeds up the study implementation.



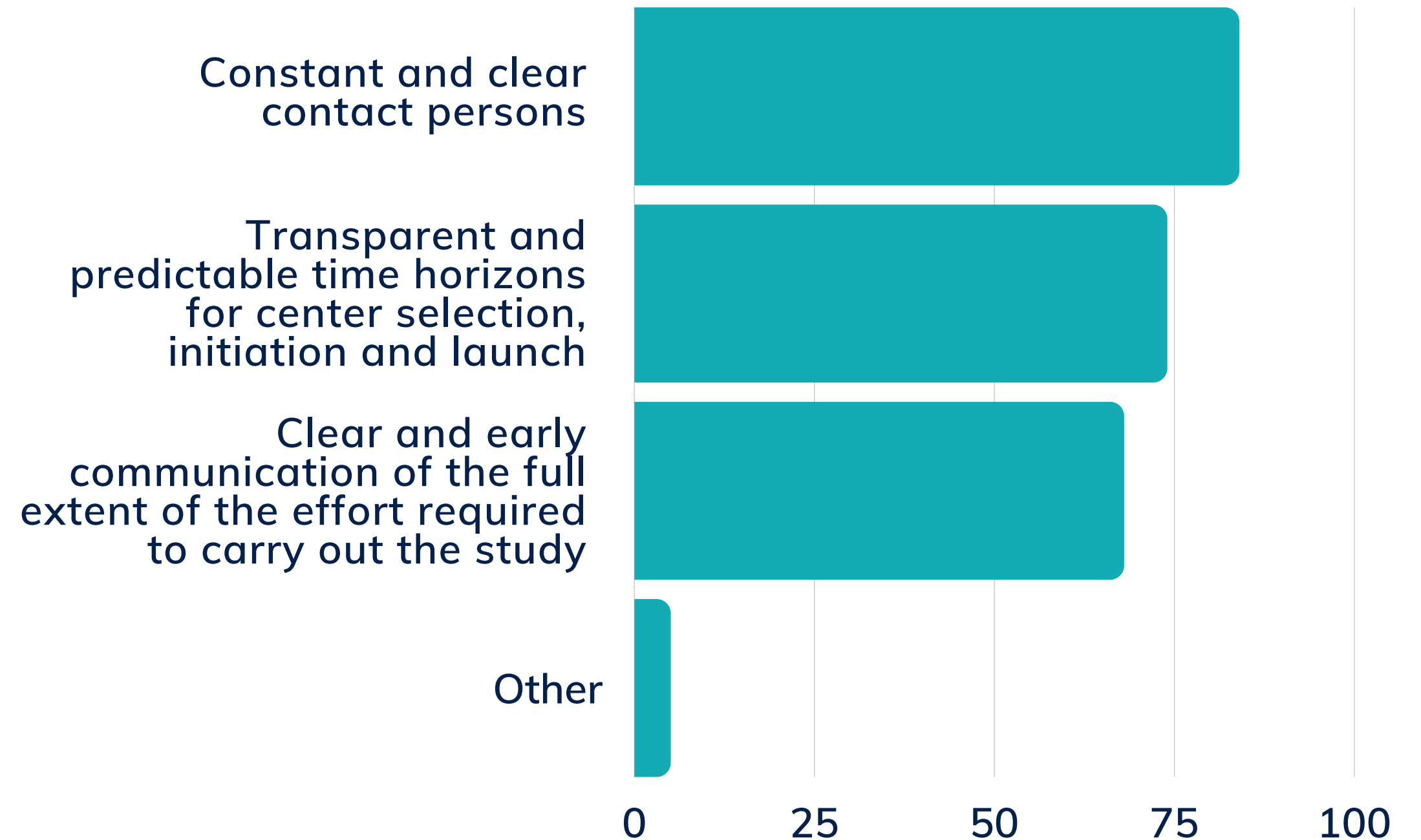
84%

of sites expect constant and clear contact persons in the communication with sponsors.



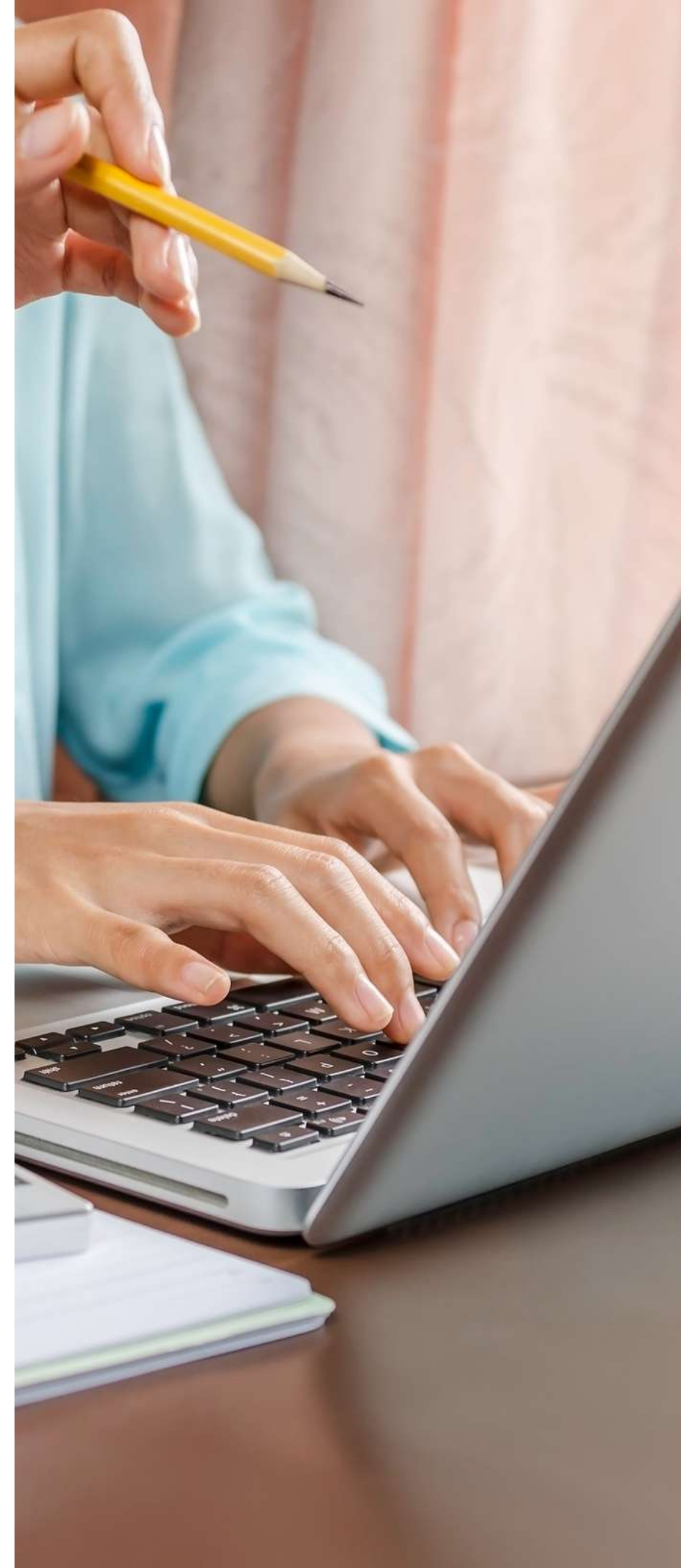
Sites

What do you expect from sponsors?*

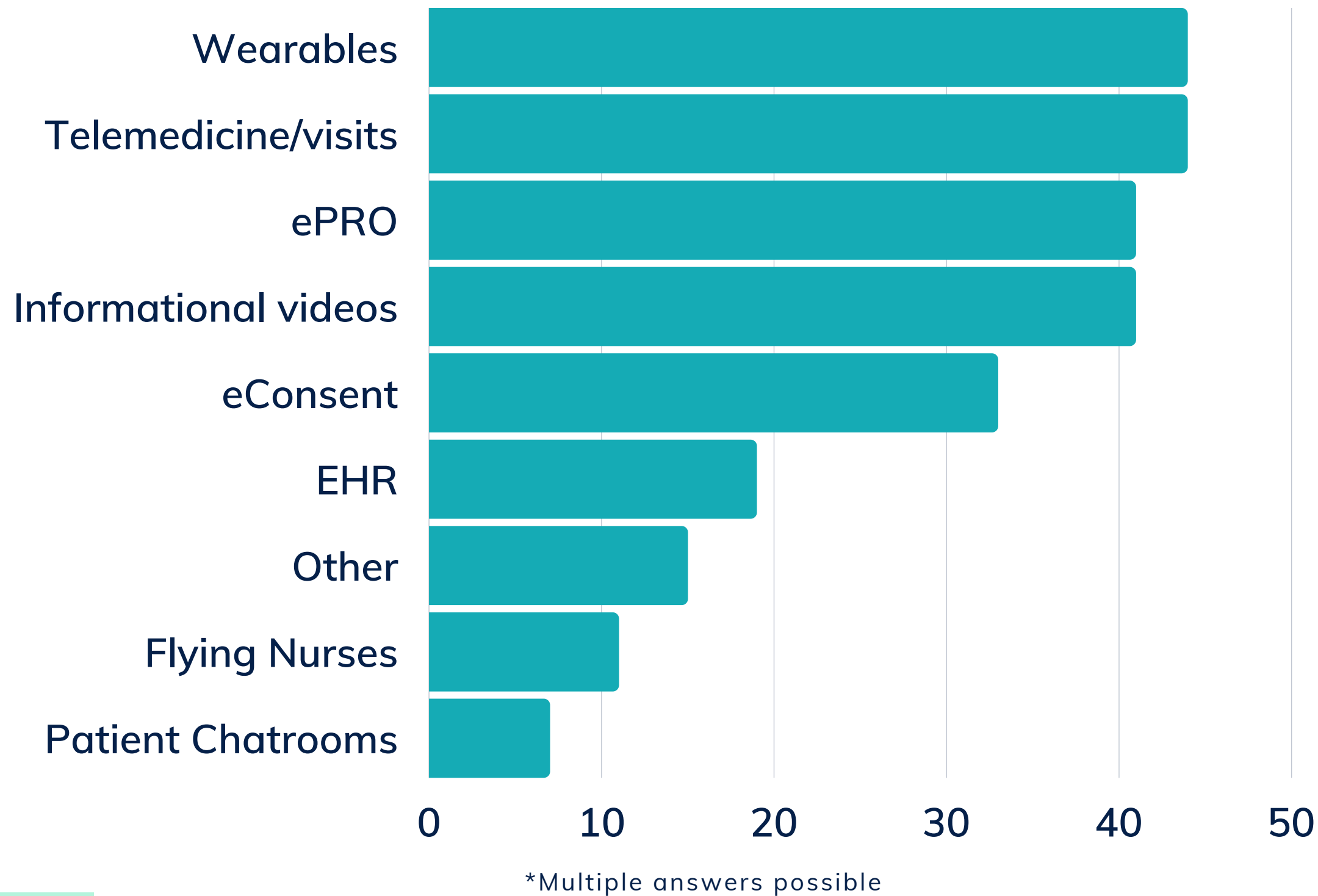


*Multiple answers possible

View of the sponsors – Current status



Which decentralized elements do you already use in your clinical trials?*



44%

already make use of
**Wearables and
telemedicine/visits.**

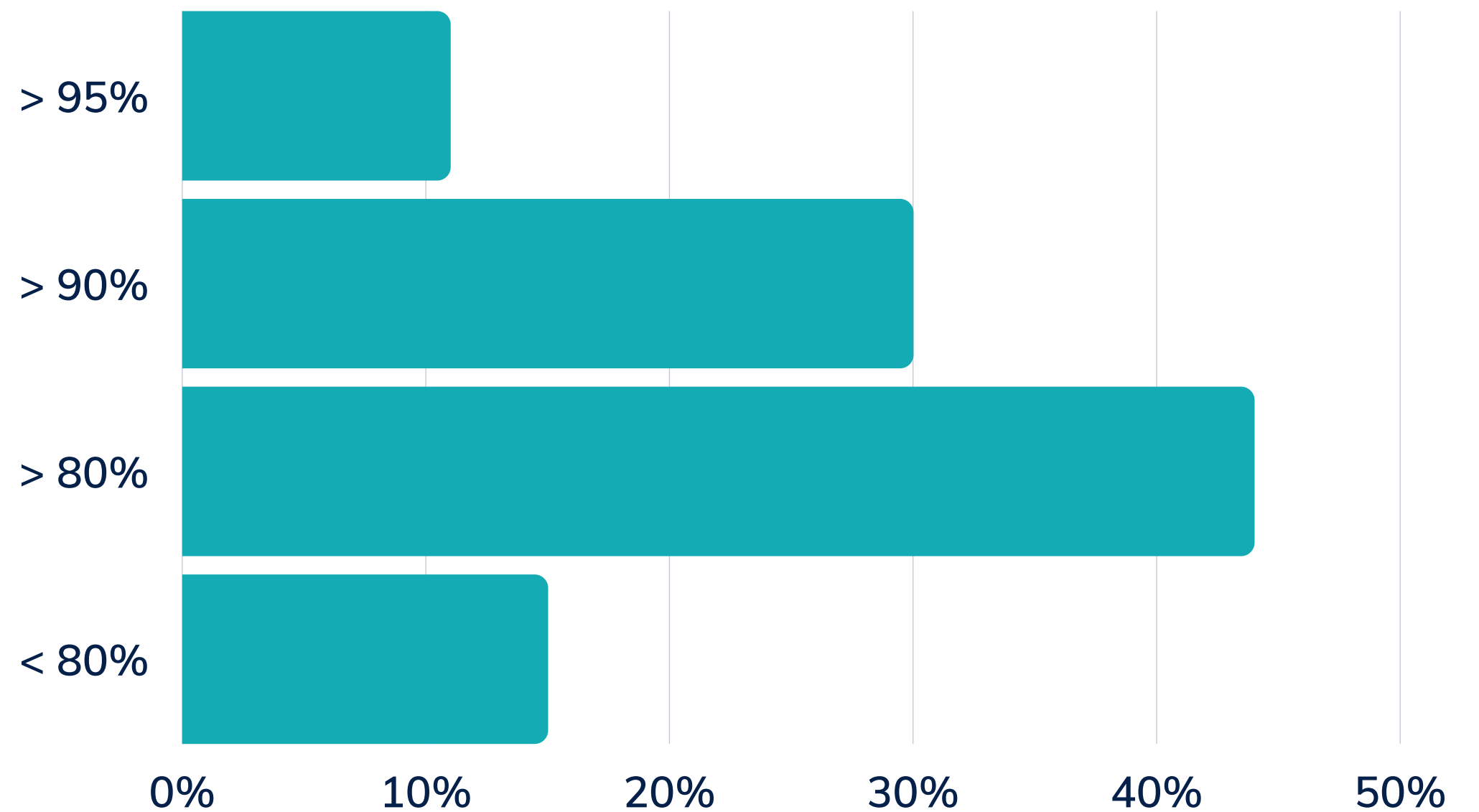


85%

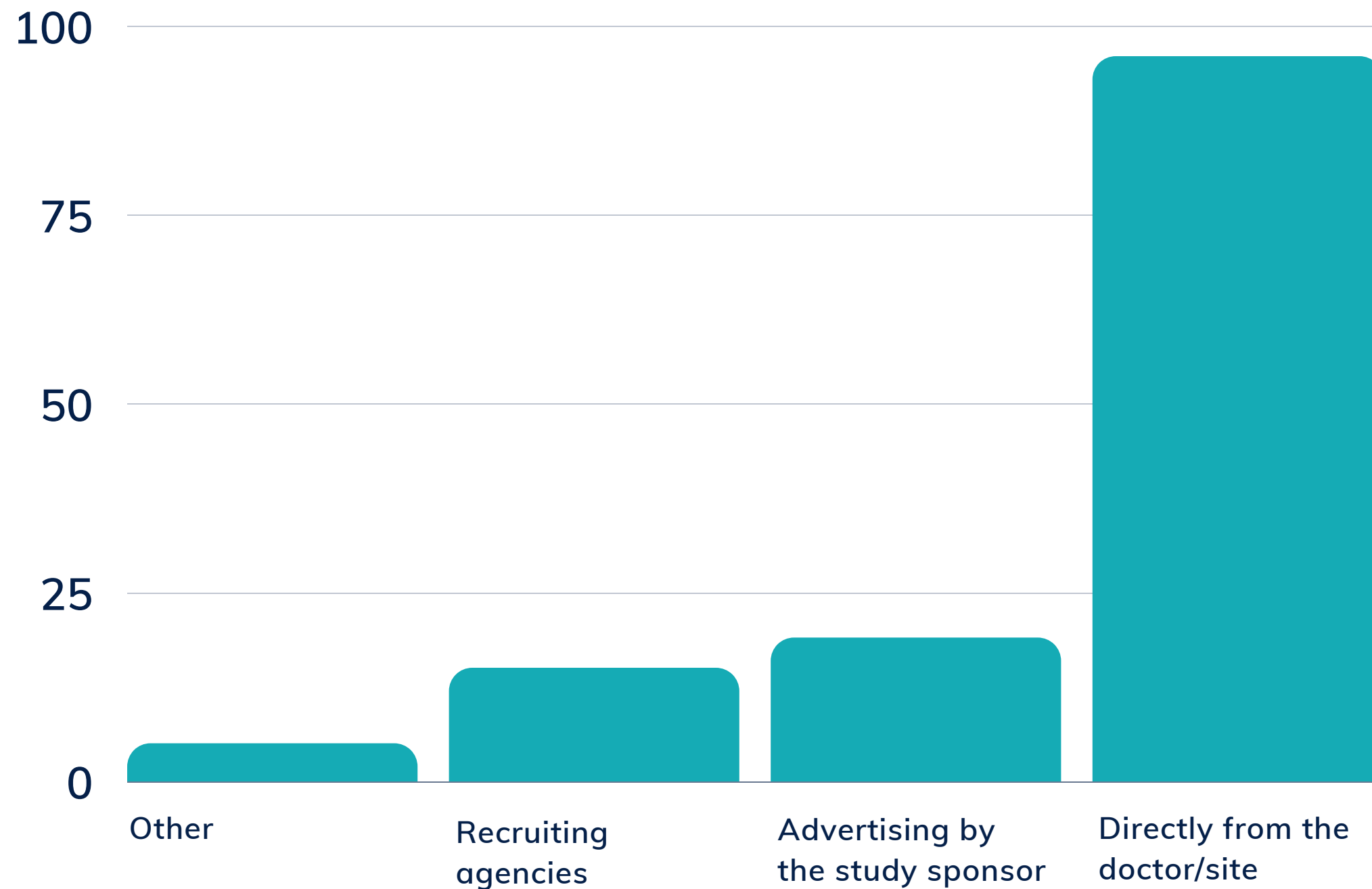
of respondents say that >80% to 100% of reported data is usually complete.



What proportion of your patient-reported data is usually complete?

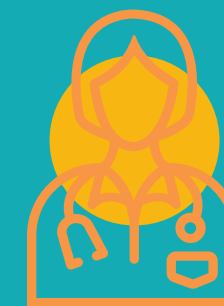


Where do you recruit your patients most efficiently?*



*Multiple answers possible

96%
recruit most efficiently directly from the doctor/site.

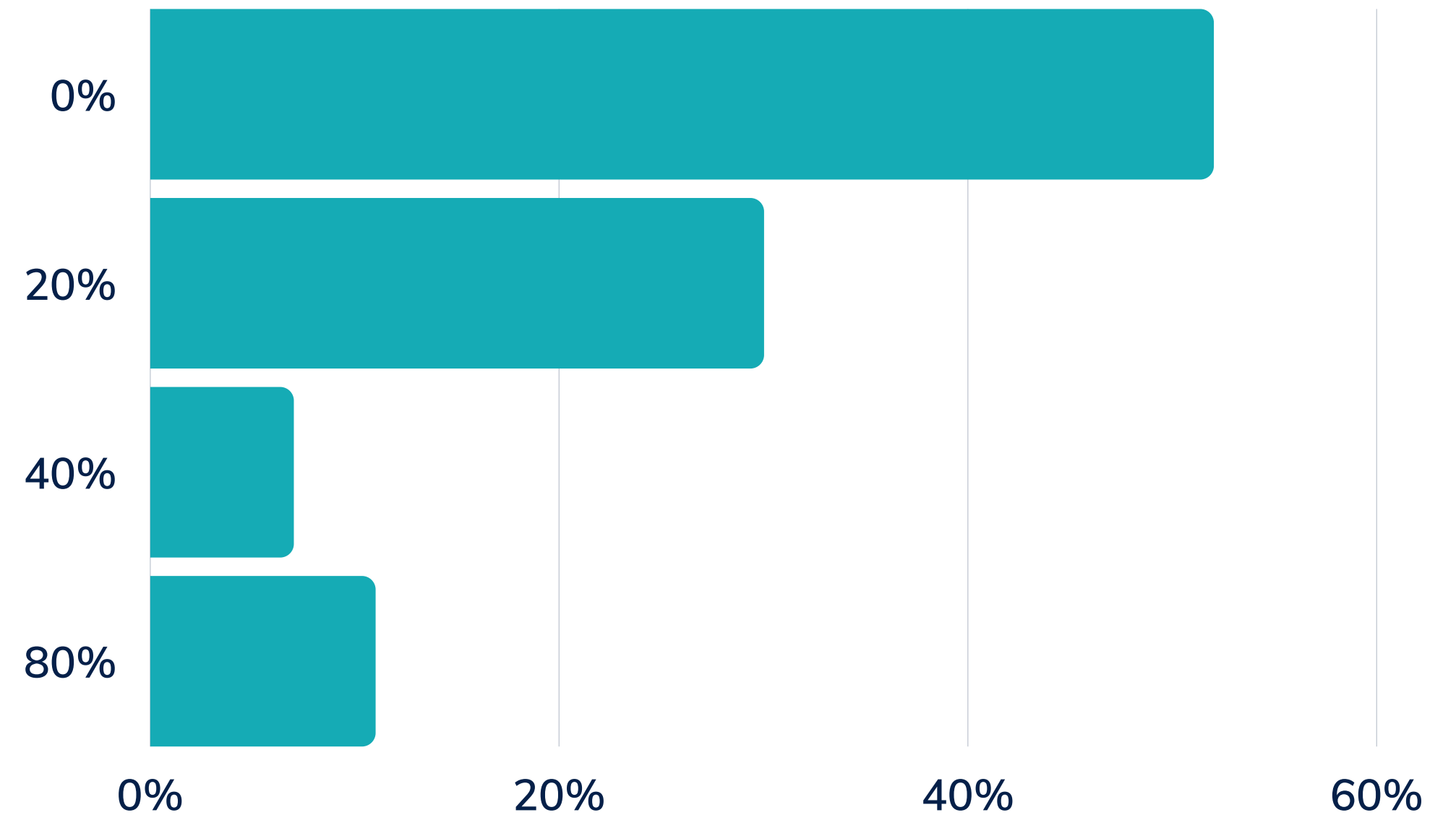


Most sponsors do not (yet) recruit via digital channels.

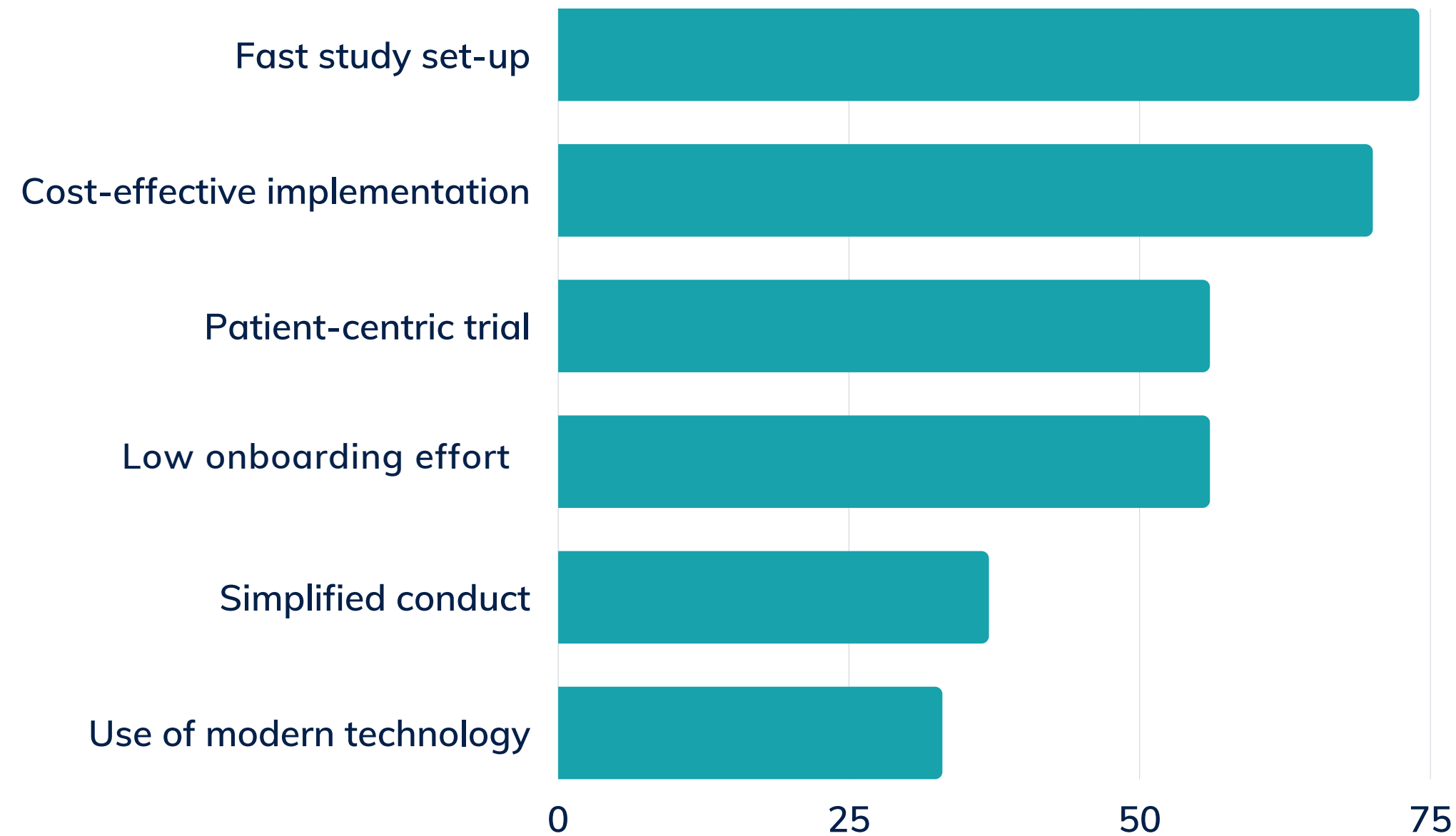


Sponsors

What proportion of your patients do you achieve via digital channels?



Which aspects are particularly important to you in the set-up of your clinical trials?*



*Multiple answers possible

A fast study set-up (74%) and a cost-effective implementation (70%) are the most important aspects for the set-up.



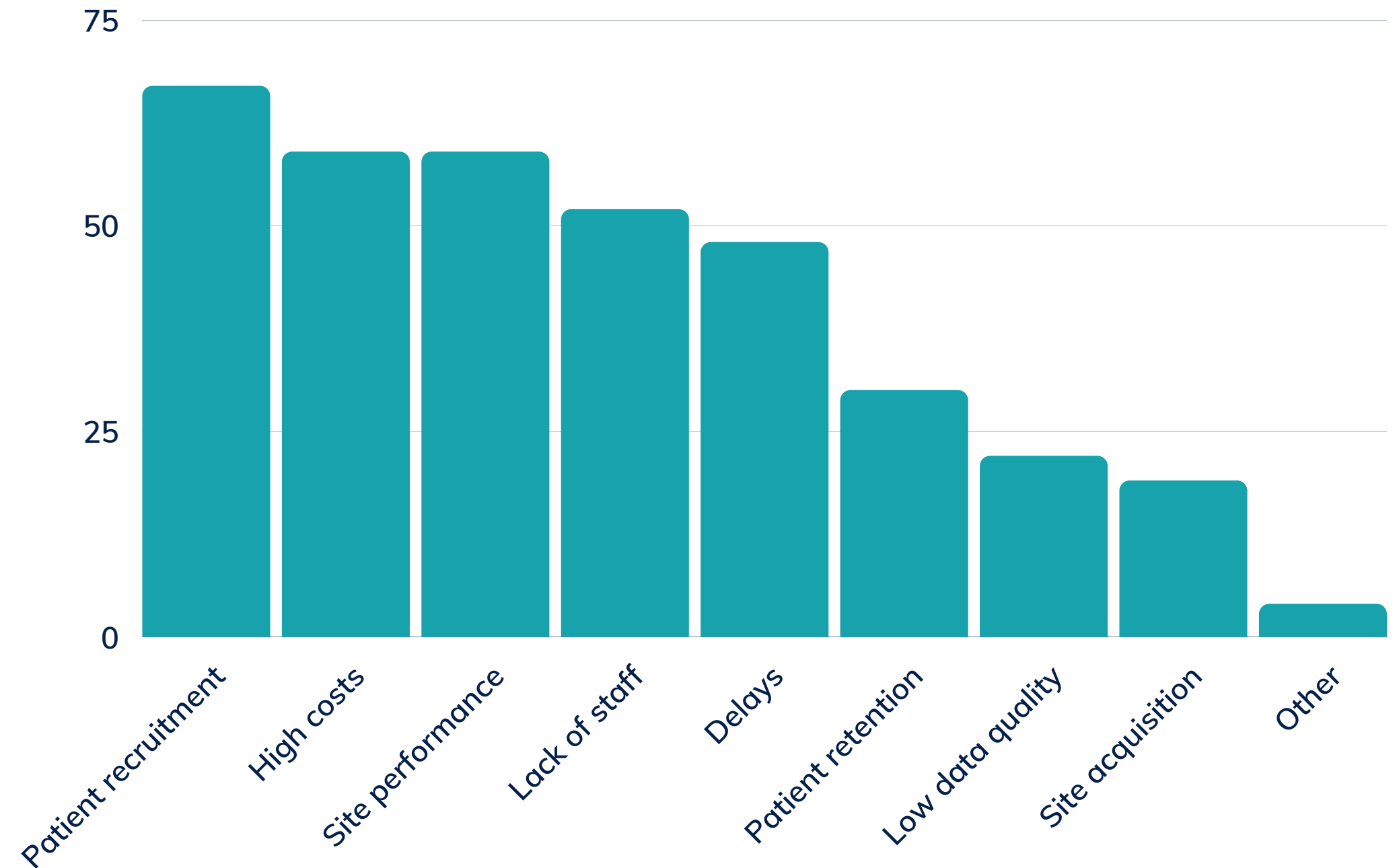
View of the sponsors – Challenges



The 3 biggest challenges are patient recruitment (67%), high costs (59%) and site performance (59%).



What are your biggest challenges in clinical trials?*

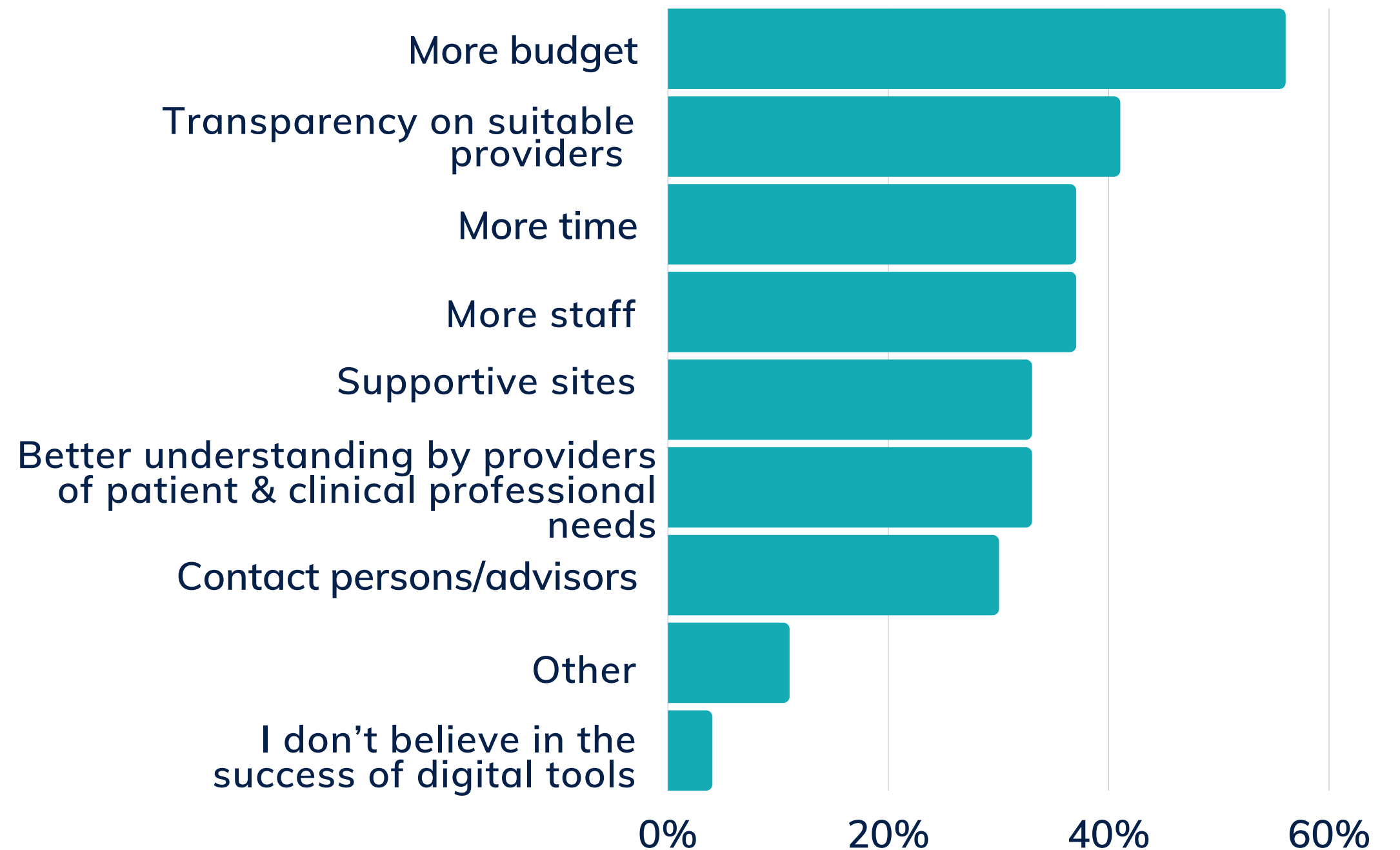


*Multiple answers possible

More than half of the respondents need more budget (56%) and more transparency on suitable providers (41%).



What do you need in order to use digital tools (even more) beneficially in your clinical trials?*



*Multiple answers possible

View of the sponsors – Trends and prospects

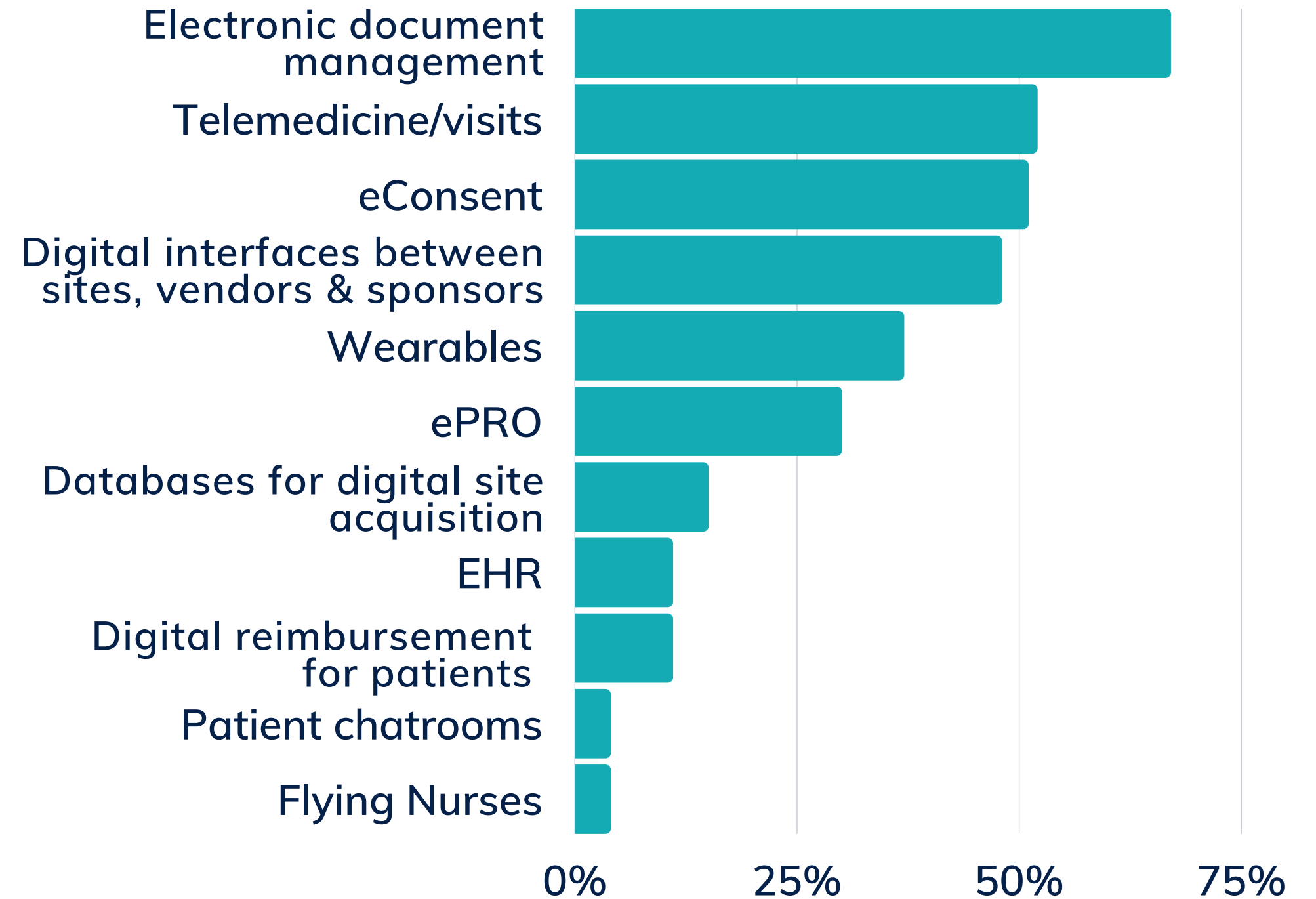


74%

of respondents see the highest potential in electronic document management.

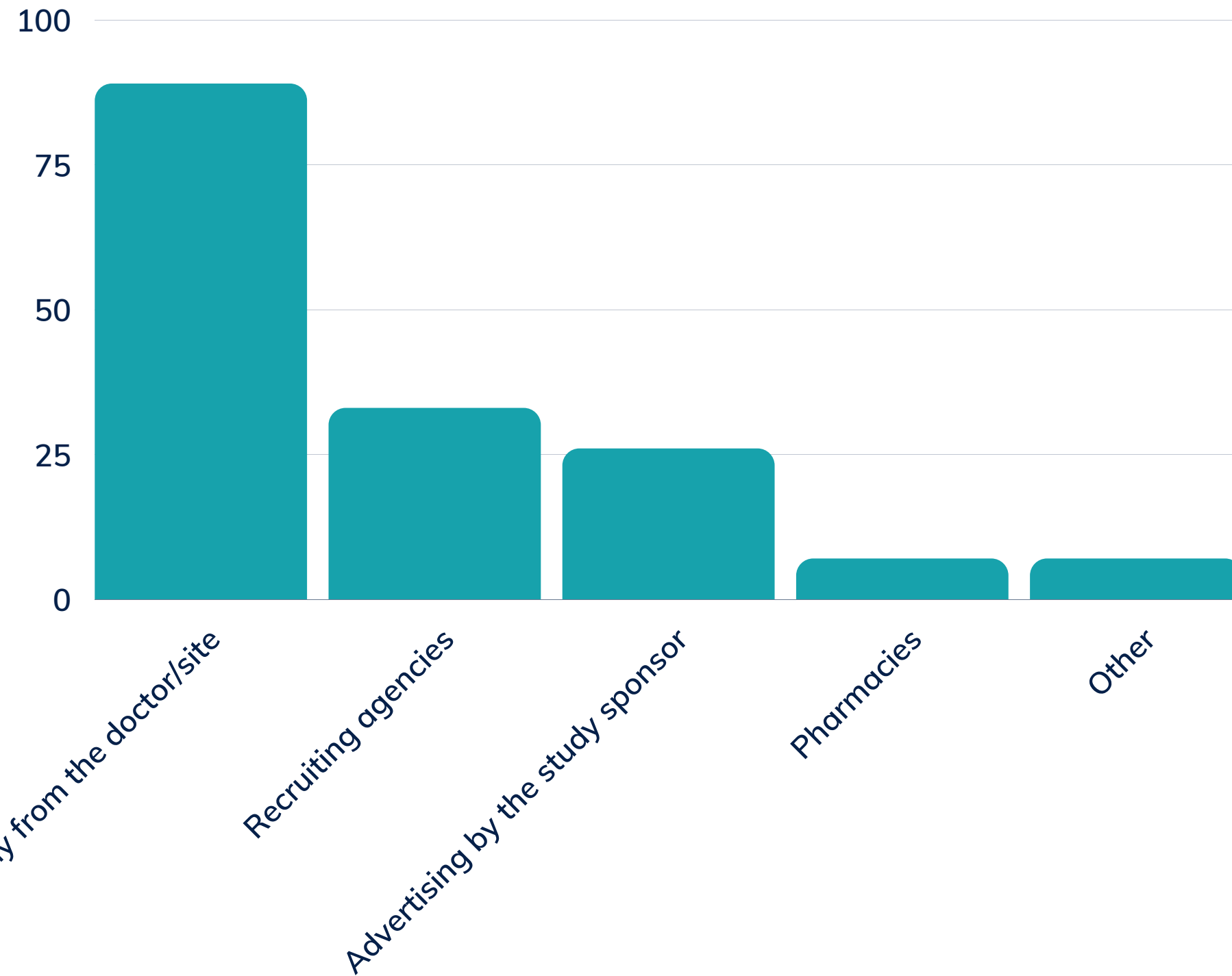


In which of the technologies mentioned do you see the highest future potential?*



*Multiple answers possible

How do you plan to recruit patients in the future?*



*Multiple answers possible

Sponsors

89%

of respondents plan to recruit directly from the doctor/site in the future.

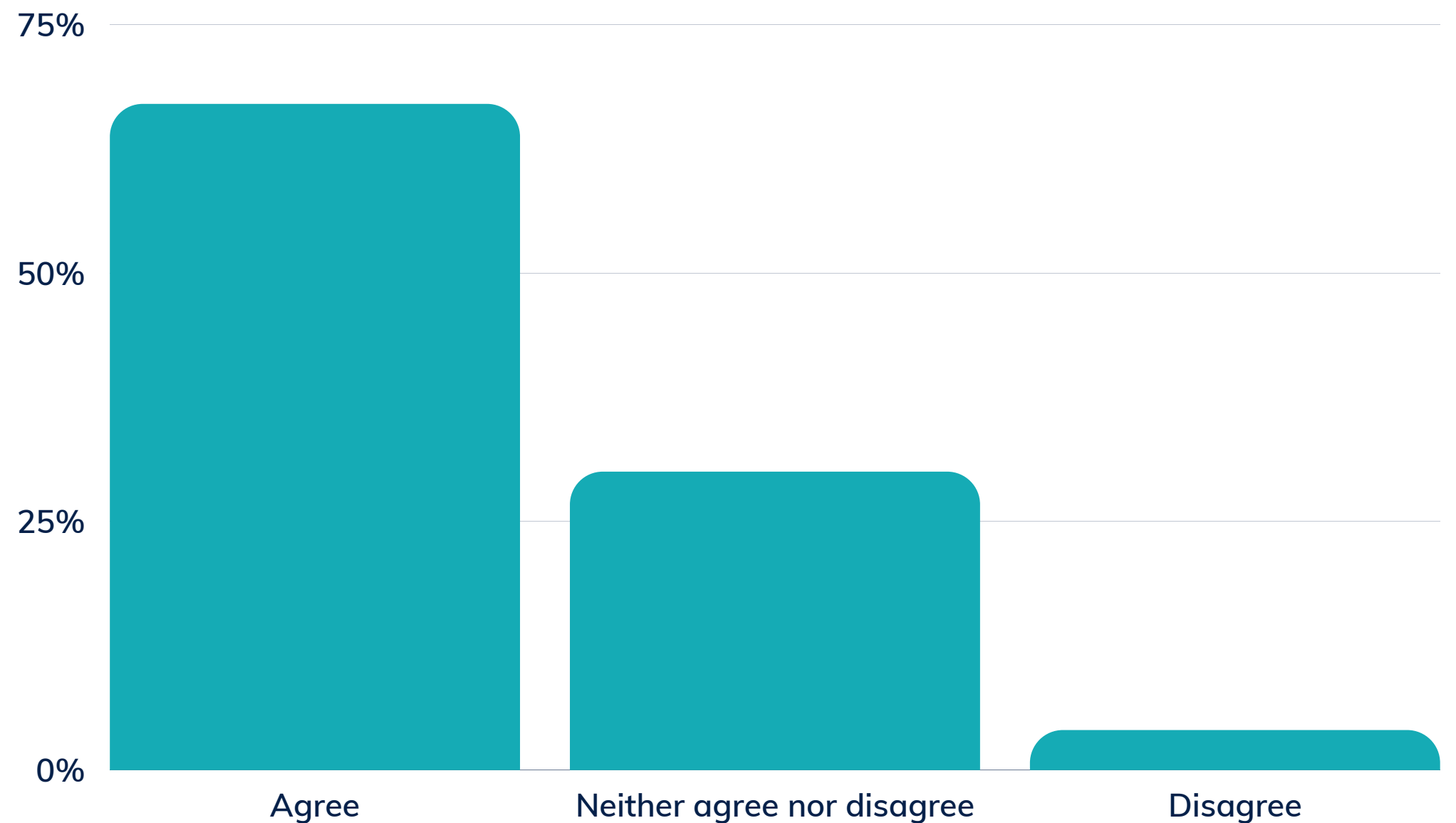


67%

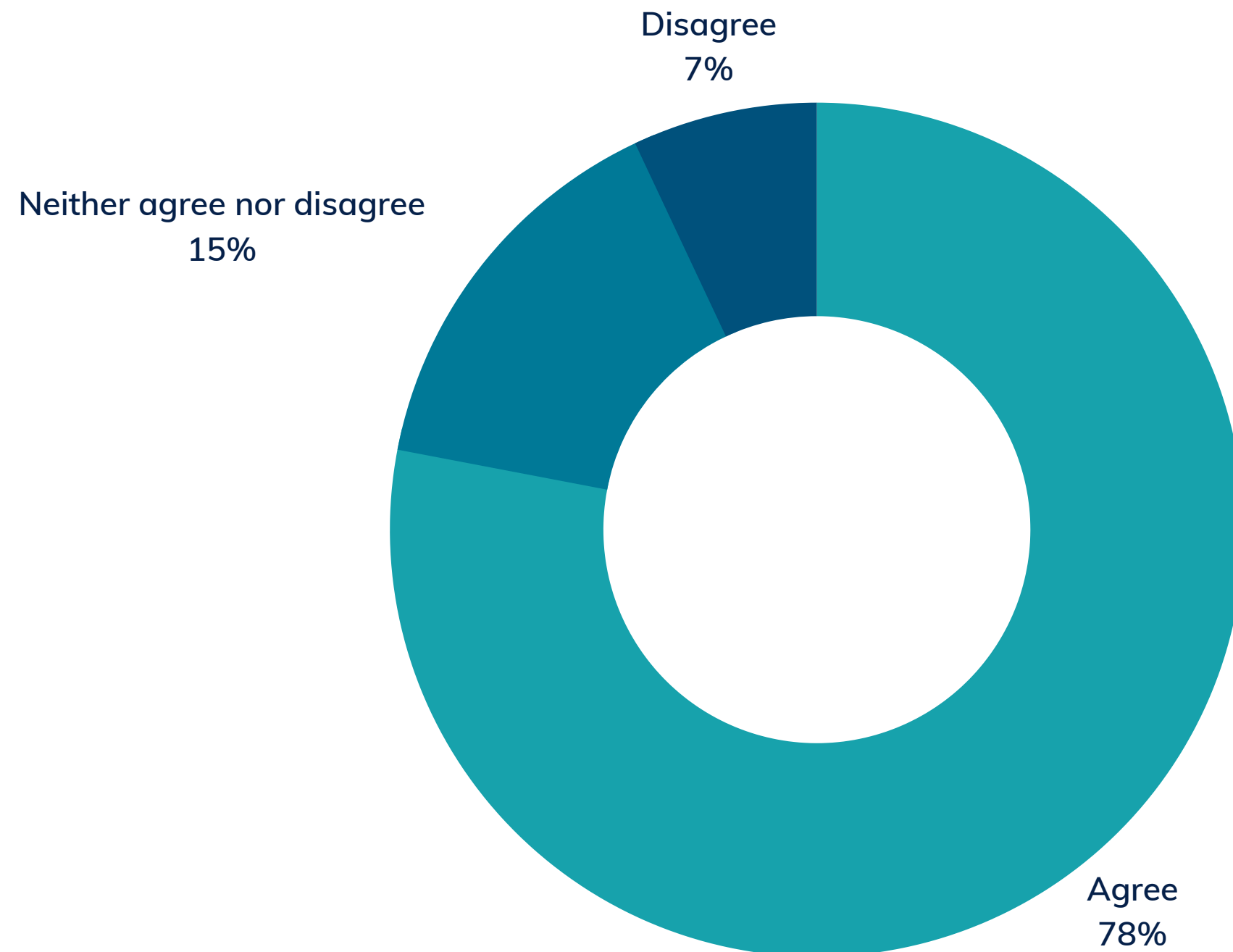
believe that user-centric digital applications lead to more satisfied study subjects.



"User-centric digital applications lead to more satisfied study subjects"

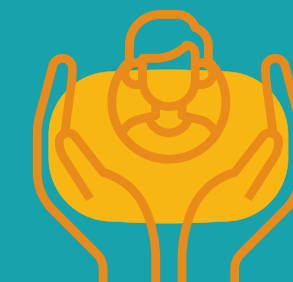


"Companies that consider patient centricity to be important have an increased patient compliance"



78%

of respondents agree that companies that value patient centricity have a higher level patient compliance.

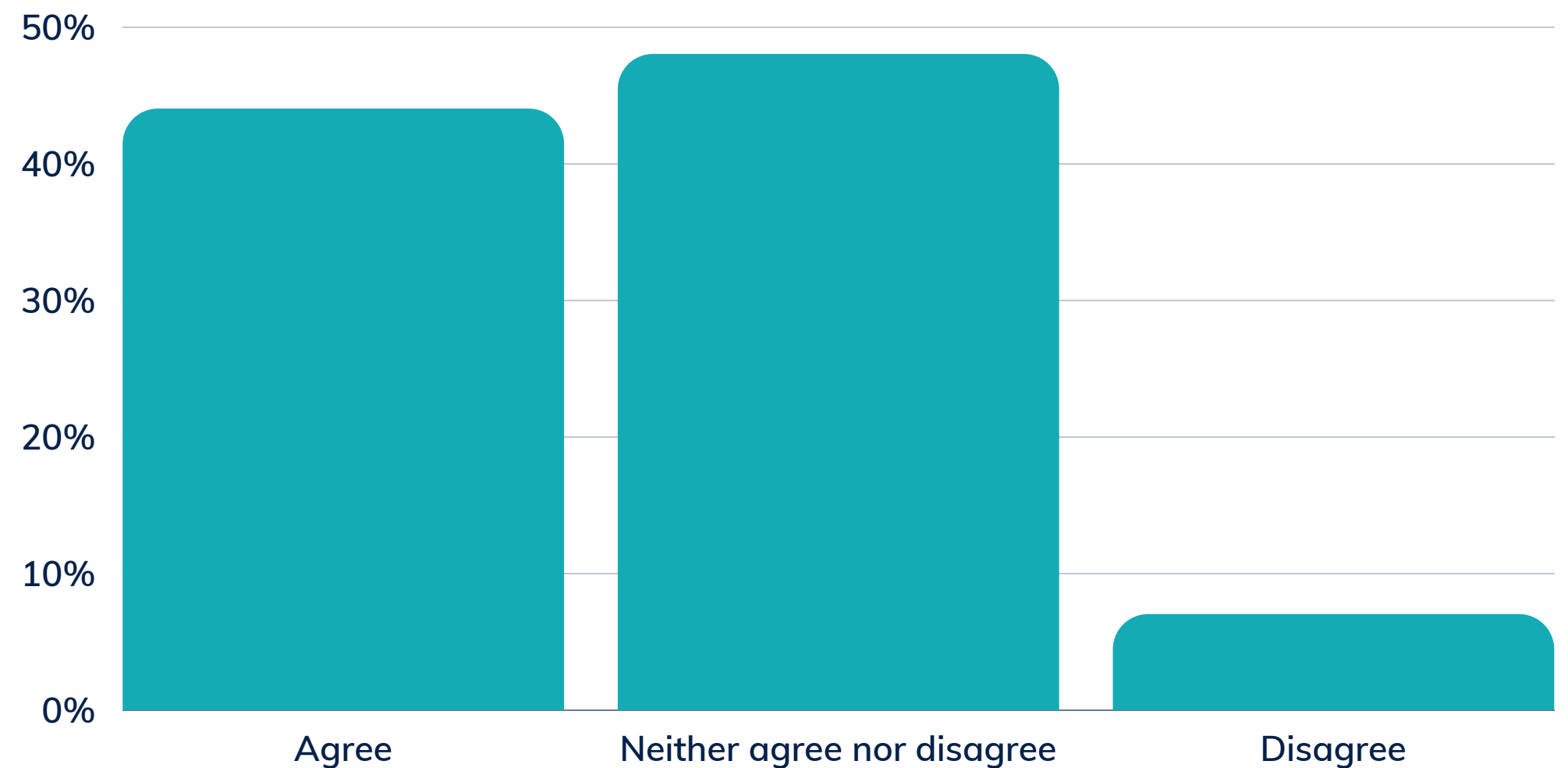


44%

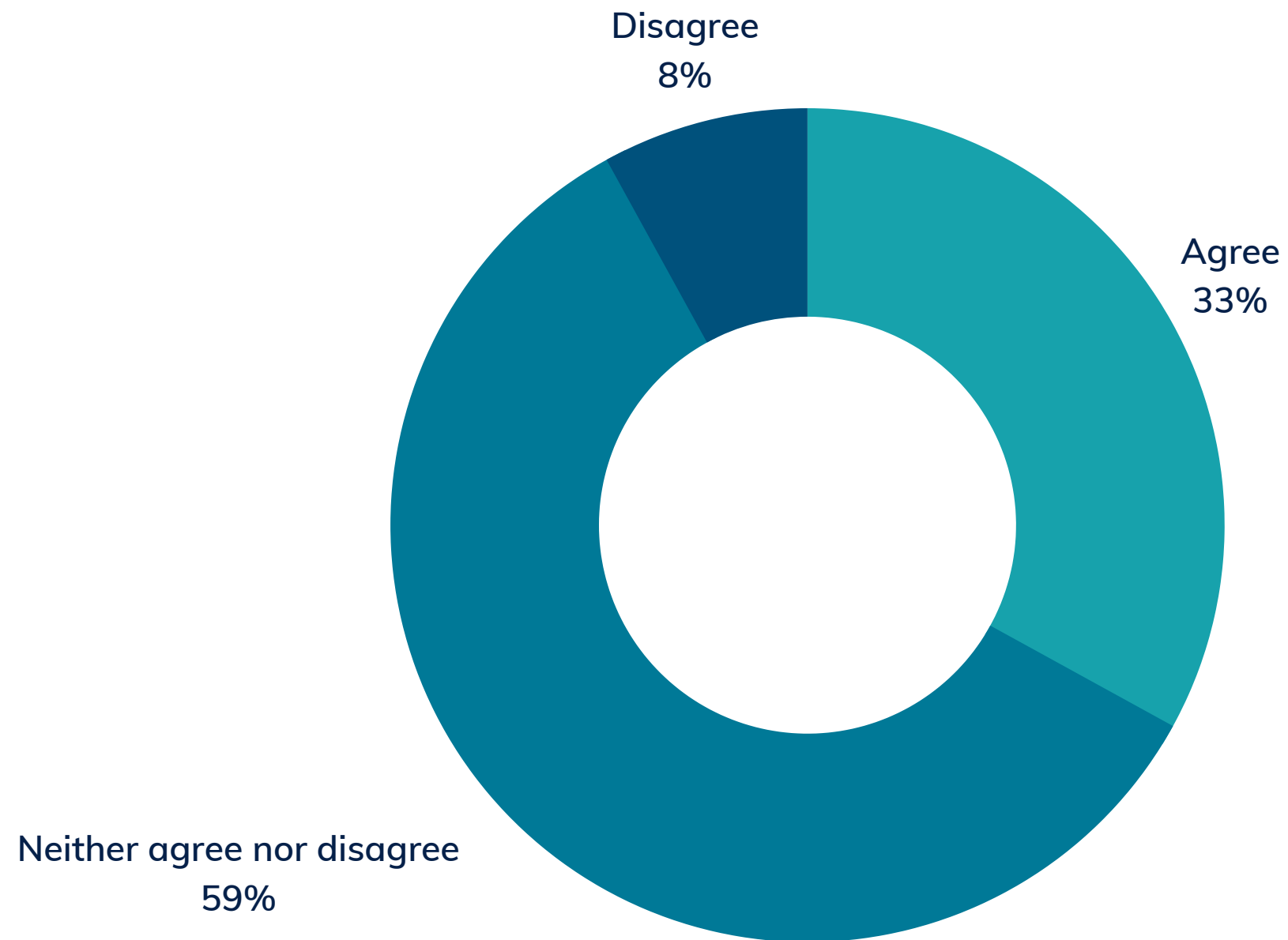
agree that decentralized elements help save resources.



"The use of decentralized elements helps to save resources"

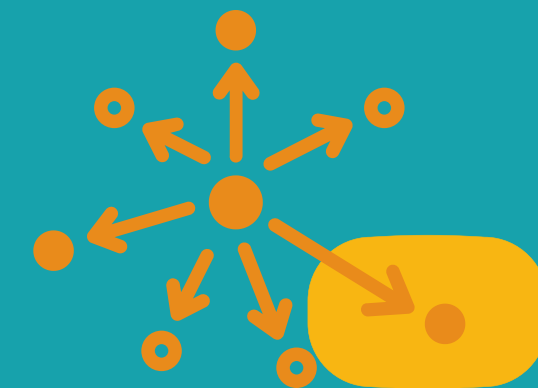


"Decentralized elements make it easier to recruit patients"



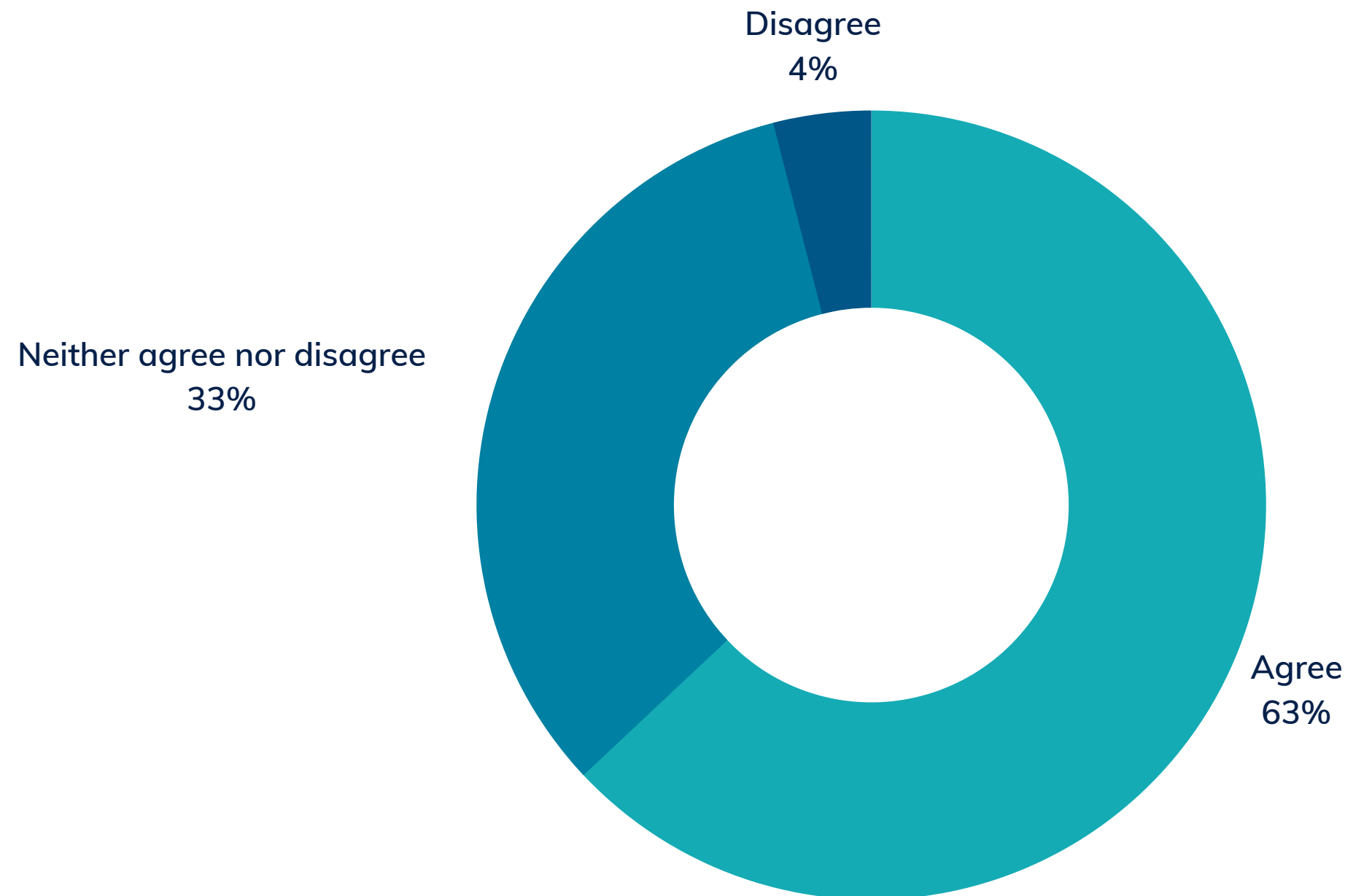
59%

of respondents are not sure whether decentralized elements make it easier to recruit patients.

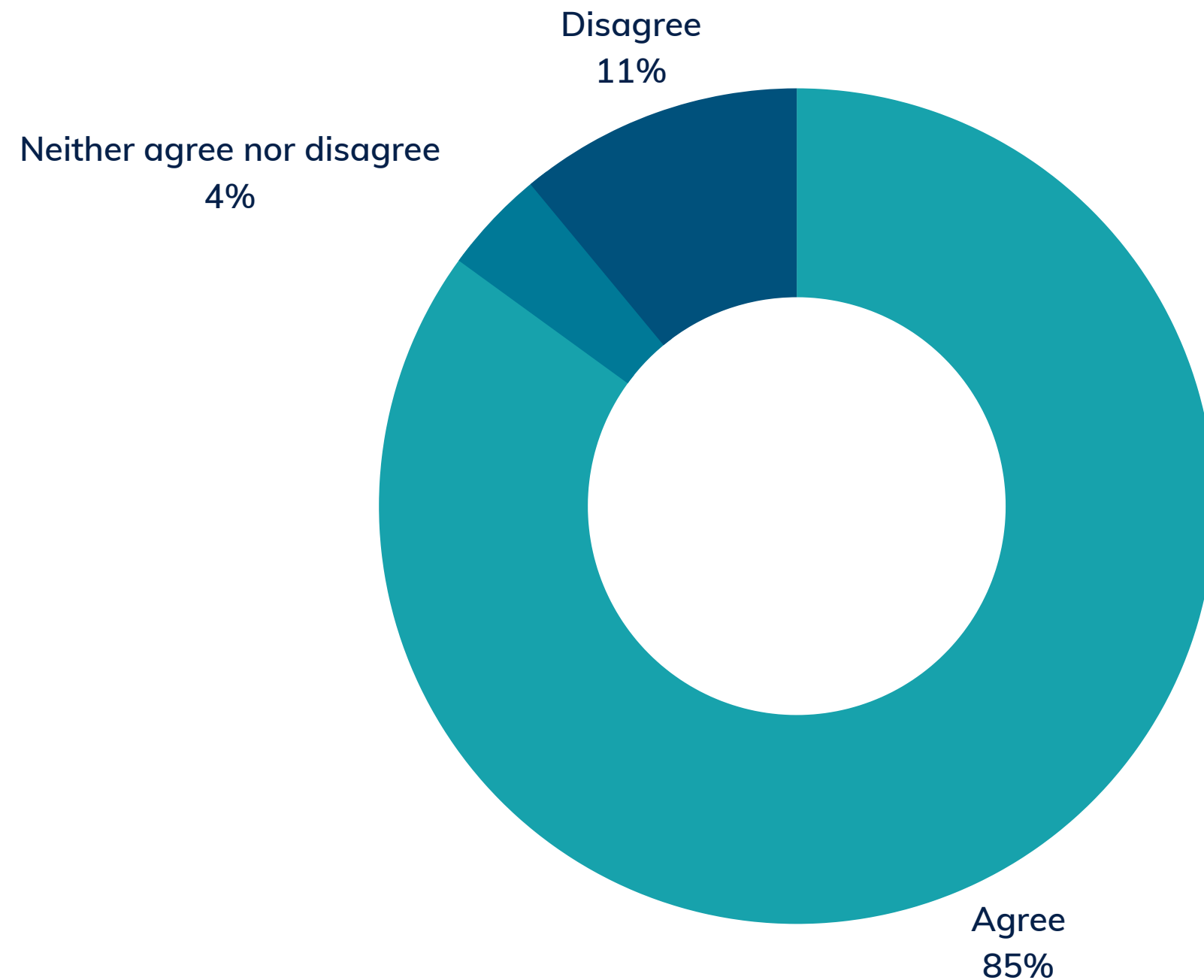


"The targeted use of digital elements leads to higher data quality and correct reporting"

More than **half** agree that digital elements lead to higher data quality and correct reporting.



"Reducing administrative work for study sites speeds up study implementation"



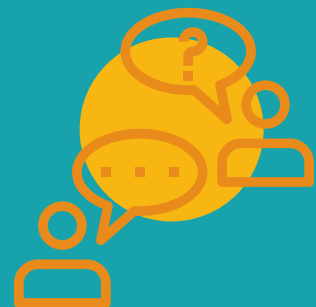
85%

agree that the reduction of administrative work speeds up study implementation.



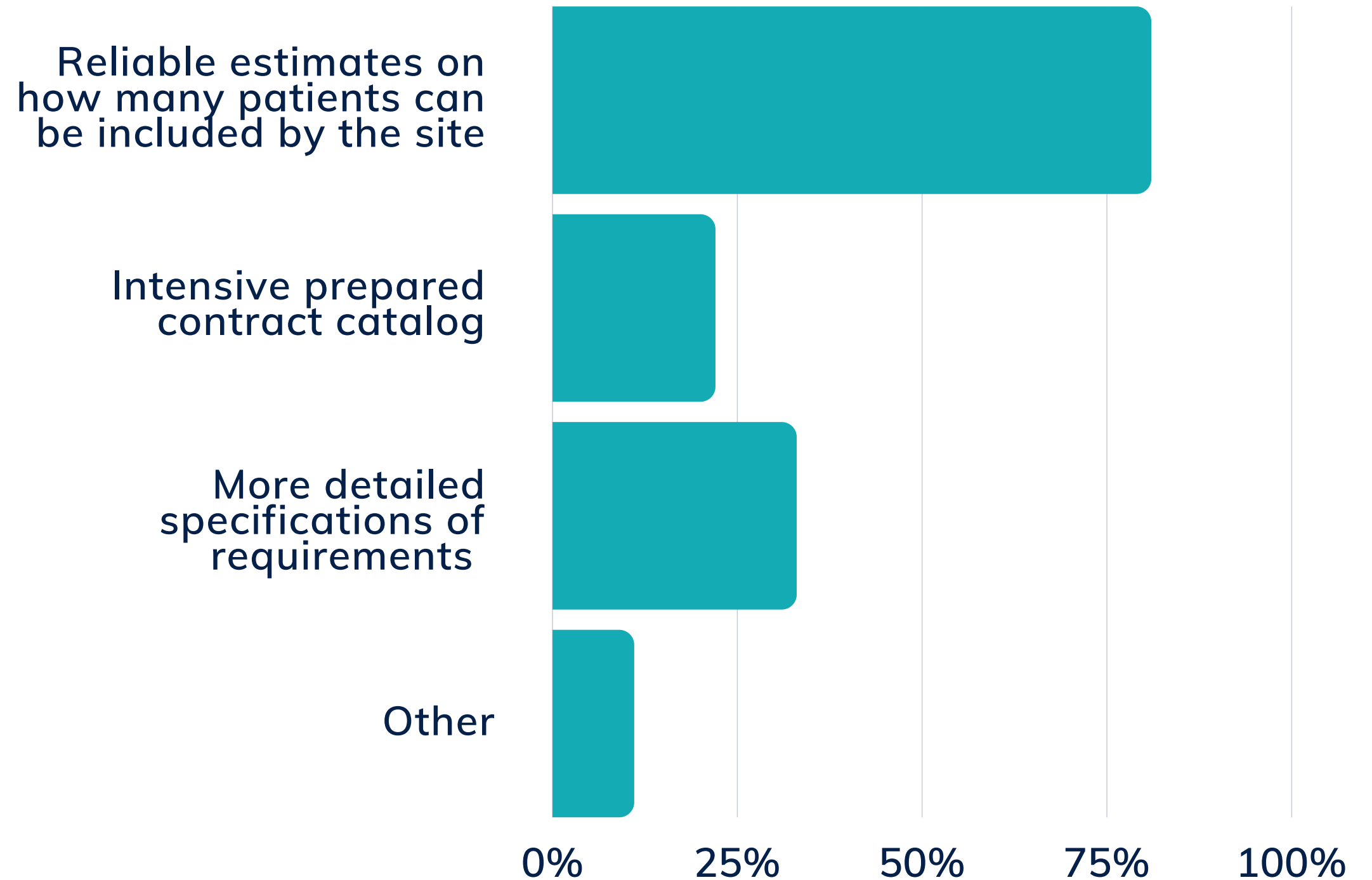
81%

of sponsors expect reliable estimates on how many patients can be included by the site.



Sponsors

What do you expect from sites?*



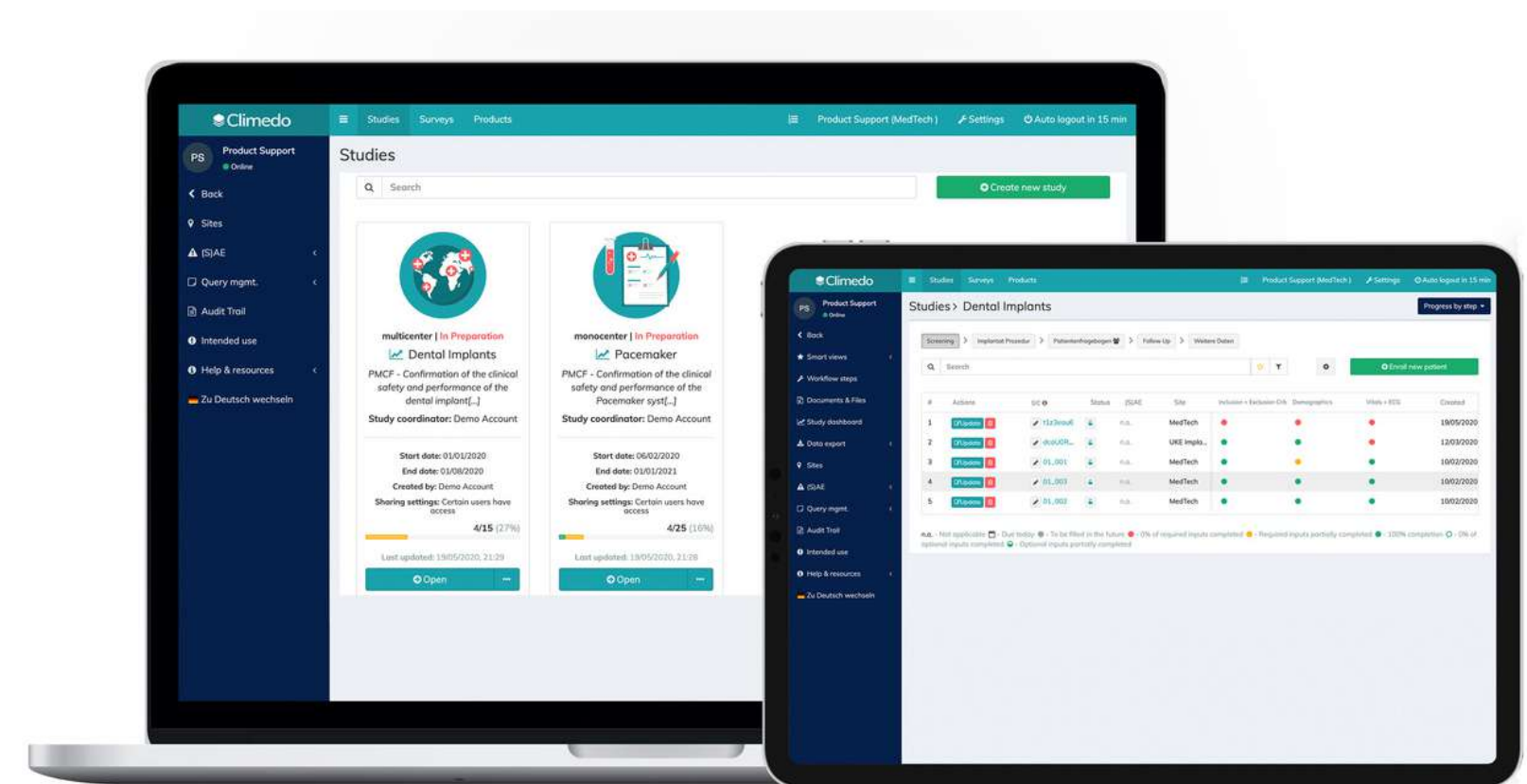
*Multiple answers possible

About Climedo

05

Climedo offers a digital health platform for hybrid clinical trials and observational studies. Its easy-to-use, modular and secure solutions for data management include electronic data capture (EDC), ePRO, eCOA, and Telemedicine. This enables pharma and medtech companies to validate their medical innovations more efficiently in the post-market phase and to capture data in decentralized, real-world settings. As a result, they accelerate studies, save costs, and improve data flow and quality, while fostering innovative trial designs. By connecting all stakeholders (industry partners, study sites, physicians and patients) in one cloud-based system, Climedo is revolutionizing clinical research and making trials more accessible and patient centric.

Learn more at www.climedo.com.

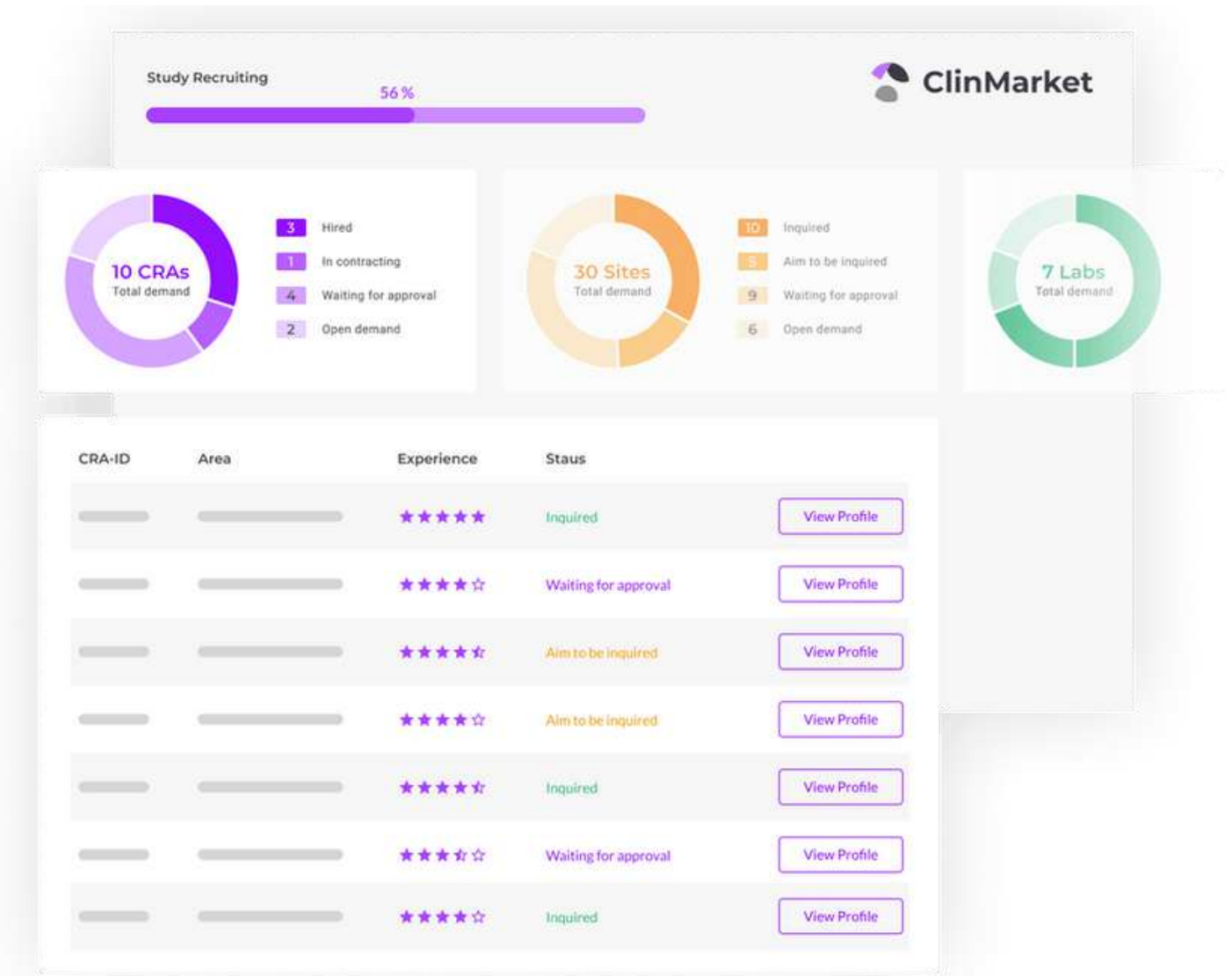


About Trialflow

Trialflow improves sponsor, site and vendor collaboration in clinical trials to accelerate market approvals. The digital collaboration platform enables smooth planning and coordination during the study startup phase and creates a solid foundation for study execution.

On the way to such a fully comprehensive collaboration platform, Trialflow already offers two product services today. Trialflow brings sponsors and sites together. Data-driven matching processes are used to identify suitable partners for specific studies and then the sponsor selection process is supported by feasibility checks. In addition, Trialflow's credit card solution enables efficient patient compensation by empowering sites to process this independently and rule-based. For less administrative work and more time on patients and faster market approval.

Learn more: www.trialflow.io.



07 Any questions? We look forward to hearing from you!



Theresa Nirschl

Content Marketing
Manager | Climedo
theresa.nirschl@climedo.de
+49 89 3220939 429



Leona Turner

Founder and CEO |
Trialflow
leona.turner@trialflow.de
+49 251 59064697