

CASE STUDY

GRAIL: Early Cancer Detection

Situation/Challenge

- Sponsor testing new blood test to detect cancer earlier
- Requires high volume (15,000) of adult patients with recent cancer diagnosis
- Not yet treated; cancer-free in previous 5 years
- Recruit age-stratified patients with no cancer for control group
- Consent and enroll participants to make blood donation for lab analysis
- Record outcomes yearly

Approach/Action

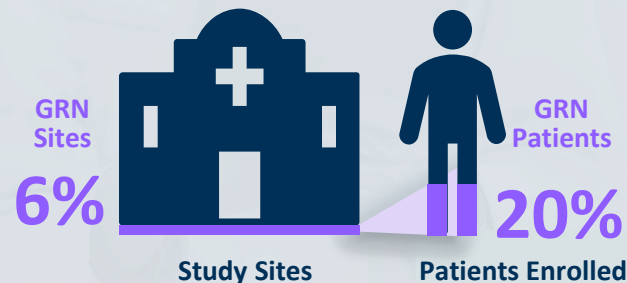
- Analyze EMR data, where in system patients originate
- Identify “right patient at right time,” prior to surgery/treatment
- Provide staffing grant for site volume
- Relieve site burden by managing post-enrollment outcome data
- Manage sponsor to protect site personnel’s time

Result

- GRN’s 8 sites = 6% of study sites, enrolled 3,029 (20%) subjects
- Reached enrollment goals in record time with GRN sites

Successful
Commercial
Launch

Multi-Cancer Screening Study



CASE STUDY

Cancer:

Immuno-oncology

Contact title(s):

Director of Research
and Biostatistical
Studies

Potential patients

touched: ~1.8m*
diagnoses/year

Client since: 2016

Plan:

**Successful
commercial
launch**

GRAIL: Early Cancer Detection

Situation

Determine if a new blood test can be used to detect cancer earlier than standard screening tests

Challenge

- Requires high volume (15,000) of adult patients with recent cancer diagnosis
- Difficult to identify patients, i.e. recent cancer diagnosis, not yet treated, cancer-free in previous 5 years
- Recruit age-stratified patients with no cancer for control group
- Record outcomes yearly

Action/ Approach

- Pinpoint eligible matches using proprietary tools and query data daily
- Expert clinician-verified pre-screening adds to eligibility pool
- Via web-based enrollment/communication system, notify research coordinators of potential patient, identify appointment schedule for research approach
- Consent and enroll participants to make blood donation for lab analysis
- Provide staffing grant for site volume
- Relieve site burden by managing post-enrollment outcome data
- Manage sponsor to protect site personnel's time

Results

- GRN's 8 sites = 6% of study sites, enrolled 3,029 (20%) subjects
- Reached enrollment goals in record time with GRN sites



CASE STUDY

PACT: Prescreening Assistance for Clinical Trials

Situation/Challenge

- Sites struggle to find patients given study difficulty and/or staff shortages
- Need to pinpoint eligible matches for multiple trials, including non-GRN studies
- Unstructured data in EMRs, notes, labs, radiology, pathology, blood bank, biomarker and genetics, specialty systems, etc.

Approach/Action

- Provide no-cost support to GRN partners
- Find eligible patients for trials conducted independently and with GRN
- Query data daily
- Deliver expert clinician-verified pre-screening
- Notify coordinators via web-based portal of potential patient
- Identify appointment schedule for potential patient communication

**No-cost support to GRN partners
to help find eligible patients**

Result

- Includes 9 studies across multiple solid tumors and hematologic malignancies
- ~ 200 patients identified for consideration, ~1,200 followed

