Digitizing the Feasibility Workflow

Data-driven technology and services help Community Oncology Practices spend 90% less time assessing feasibility, offering more care options to patients.

About the Cancer Center

This case study explores one of the largest community-based oncology practices in its state located within the Southwestern United States region. Twenty years strong, the team comprises approximately 35 providers who offer diverse expertise in medical oncology, radiation oncology, and hematology.

With 12 locations that cover 80 percent of their state's population, they see on average 250-300 patients each day at one of the cancer center's nine clinics and two large cancer centers—with many patients coming multiple times per week. They are one of just 200 medical practices that participate in Medicare's Oncology Care Model, which is designed to provide patients with better-coordinated and higher quality cancer care.

Executive Summary

One of the largest community oncology practices in Southwestern United States was having challenges completing trial feasibility survey questionnaires (FSQs). The manual process was adding one to two full extra days of work to the staff's already overflowing workload. By working with Inteliquet, the practice significantly decreased the time it took to complete FSQs, while increasing the specificity, clarity, and understanding of its patient populations. Overall, the practice increased its efficiency — going from 2-3 hours on average per FSQ, to 5-10 minutes on average per FSQ. These dramatic efficiencies were achieved with Inteliquet's OncWeb™ clinical trial matching software platform, specifically the Inteliquery™ application, which rapidly and more accurately assesses patient populations. They also worked with the Inteliquet™ dedicated Clinical Engagement Lead, which helped them optimize their success with OncWeb™.

+90%
time savings
when assessing site feasibility for a clinical trial.

"With that improved efficiency, we now can devote time into activities that allow us to have a more positive effect on how we move through the clinical research process. That helps us get access to treatments, which allows our oncologists to use clinical research as another care option for patients."

- Clinical Research Director

The Situation

The Cancer Center's Director of Research receives, on average, 6 clinical trial feasibility survey questionnaires weekly from Sponsors or CROs. These FSQ's comprise a set of questions that help to identify the potential and interest of a clinical trial site or investigator to run a clinical trial successfully, including whether or not the site will have a sufficient patient population to support a specific clinical trial. These lengthy questionnaires generally require a response within 48 hours. The director determined that he and his staff were spending 2-4 hours to complete each survey. "Essentially, one or more full day's worth of work week was devoted completely to this task," the director noted. "It was not sustainable, given the amount of time invested, and it produced a less-than-optimal return. We needed a better way to complete these questionnaires."

The Challenge

The Director found the core challenge to be the need to manually retrieve and discover information, only to find that it was often less than accurate. "My staff and I were spending many cycles attempting to track down physicians either via the phone or in person to determine if they had patients in their population who met certain criteria. We assumed we had a good estimate on patients to consider for the study. But, once we would open trials, we'd often find that we were unable to identify or enroll enough patients. As weeks went by, we would hear from a sponsor that they might close down the site because we couldn't bring any patients to the trial. Sometimes the opposite was true; we would decline studies and discover later that we would have had patients to be considered for a particular trial," the he said.

The negative effect on the organization's clinical sites was clear on many fronts, from lost productivity and revenue to a negative impact on reputation to missed opportunities for patients and providers. "It is disheartening to spend four or five months securing the proper paperwork and regulatory approvals, opening a trial, and then enrolling no one," he said. "No site wants to receive a closure letter, or not be considered for future trials. This can affect our bottom line, and it affects the perception Sponsors have of us as a strong clinical research site partner. Clinical research is a vital part of our mission. Most importantly, we needed to rectify the situation for our patients.

The Inteliquet Solution

In 2018, the community oncology practice began working to implement Inteliquet software and technology to securely access, aggregate and normalize data from their electronic medical record (EMR) practice wide. Inteliquet implemented its clinical trial matching solution, OncWeb™, which includes an application called Inteliquery™. This application uses specialized, custom filters that allowed the Director and his team to

The Results

The practice saw a significant reduction in the amount of time spent on feasibility assessments and completing questionnaires.

On average, the center completes 260 FSQs per year, which each took approximately 2-3 hours to complete, an extra 780 hours annually. Once they implemented Inteliquet's platform, the time to complete FSQs decreased dramatically to 5-10 minutes.

"We went from spending from 24-48 hours a week on this process to 30 minutes a week after implementing Inteliquet's platform. Not only was there a significant time savings, but also a much greater level of accuracy and focus on finding patients for trials," noted the Director. "With that improved efficiency and a better understanding of our patient population, we stopped opening trials for which we couldn't enroll and can devote more time to activities that allow us to have a more positive effect on how wemove through the clinical research process."

- ☑ **+90% time savings when completing feasibility survey questionnaires**
- ☑ **Digital workflow replaces hours of tedious, manual chart reviews**
- ☑ **Clinical trial portfolio better matches patient population**
- ☑ **Stronger reputation with Sponsors and CROs**
- ☑ **Greater opportunity for revenue to support our clinical research program**

accurately assess the patient population, making it easier and faster to determine if they had the patient base to support the proposed trial. "I can set up filters to find a patient's date of diagnosis, cancer type, age, stage, molecular mutations, or if they are treatment naïve. The criteria in these questionnaires is at a high level and not as specific as E/I criteria, but we can answer questions with more clarity and specificity. Working together closely with Inteliquet, we made the information-gathering process more efficient, as well as automated and more autonomous, which is helpful to our oncologists who want to devote their time to caring for their patients

With Inteliquet embedded as part of their feasibility workflow, the research staff can quickly and efficiently assess and identify the size and type of patient populations within their clinics and cancer centers. "Sponsors ask us for specific information, and we can answer with precise information. For example, with one oncology study, we can say that we have 200 potential patients who have been diagnosed with Stage 3 and 4 lung cancer, who are of a certain age and are PD-L1 positive or negative. Although it is not a guarantee we will enroll all 200 patients, we have a highly focused quality cohort of patients to begin the process. That makes it much more manageable than attempting to review thousands of charts to come up with the same amount or even fewer potential patients."

About Inteliquet™

Inteliquet™ is a key connector at the intersection of clinical decision support, patient therapy, clinical research and scientific discovery, and new therapy development, with a goal of improving choices and opening more opportunities for patient care. We do this by delivering intelligent technology, advanced insights, services and expertise for clinical research, patient treatment and translational medicine. Our team is passionate about ensuring that every patient—regardless of race, geography, age, sex, economic status, or stage of disease—has access to promising therapies as soon as they become available to help improve the care they, and future generations, receive.

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