

IQVIA Clinical Trial Educators

Your guide to faster enrollment and improved engagement in clinical research

SPEED AND EFFICIENCY HAVE NEVER BEEN MORE CRITICAL

In today's increasingly demanding environment, industry speed and efficiency have never been more critical. We face ever more demanding challenges to research, exhausting sites and staff, affecting patient perception of healthcare and occupying priority space on the global health agenda.

80% of trials fail to meet their initial enrolment targets on time, risking losses of \$600,000 to more than \$8 million in revenue each day a drug is delayed¹. IQVIA has a unique solution to help solve this issue. Our Clinical Trial Educators (CTEs) can help sites operate in any environment - energizing your trials, driving recruitment, and maintaining positive site engagement in the research space resulting in a reduction in timelines for your clinical programs.

CLINICALLY TRAINED PROFESSIONAL FOCUSED ON DRIVING SITE ENGAGEMENT

IQVIA CTEs are a bespoke resource unlike other roles you often see in clinical trials. Their clinical expertise and localized relationships mean they are the trusted study ambassadors at the site level.

The primary function of a CTE is to drive and accelerate patient enrollment by:

- Reducing site burden throughout the site start-up and recruitment phases via administrative support and patient pre-identification
- Supporting Principal Investigators (PIs) and site staff in utilizing successful enrollment techniques
- Educating internal and external health service professionals who may identify suitable patients for referral to site



- Analyzing and accessing untapped recruitment pathways to generate patient referrals and ensuring diversity in clinical trials (such as community outreach and patient advocacy groups)

Why use IQVIA's Clinical Trials Educators



Accelerated and optimized clinical trials



Complex digital trials **delivered on time and on budget**, more efficiently



Patient focused, site-centric solution sending only qualified patients to sites



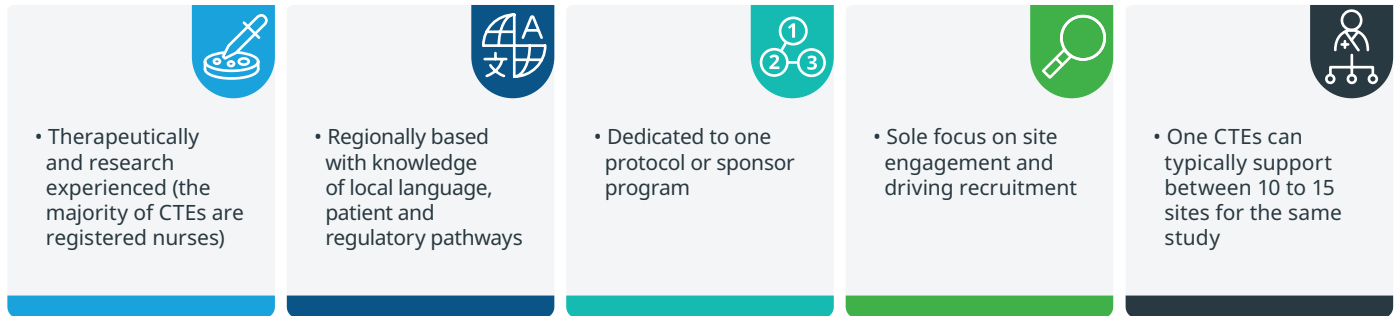
Reduce site burden to keep your trial "top of mind" with help from a dedicated ambassador

¹ Source: Cutting Edge Information, "Web-Based Patient Recruitment"

WHAT MAKES IQVIA CLINICAL TRIAL EDUCATORS DIFFERENT?

IQVIA CTEs are strategic thinkers dedicated to a protocol or set of protocols for the same sponsor with a deep understanding of the local patient and regulatory pathways. CTEs are therapeutically experienced specialists, typically nurses, hired for their specific indication and research expertise. They are on an equal footing with site staff, enabling them to share key learnings, creative approaches and best practices.

IQVIA CTE Team – Over 15 years' experience supporting clinical trials



The differences between CRAs and CTEs

As complementary roles, the Clinical Research Associate (CRA) focus is on data and monitoring, while the CTE's focus is solely on recruitment and site engagement.

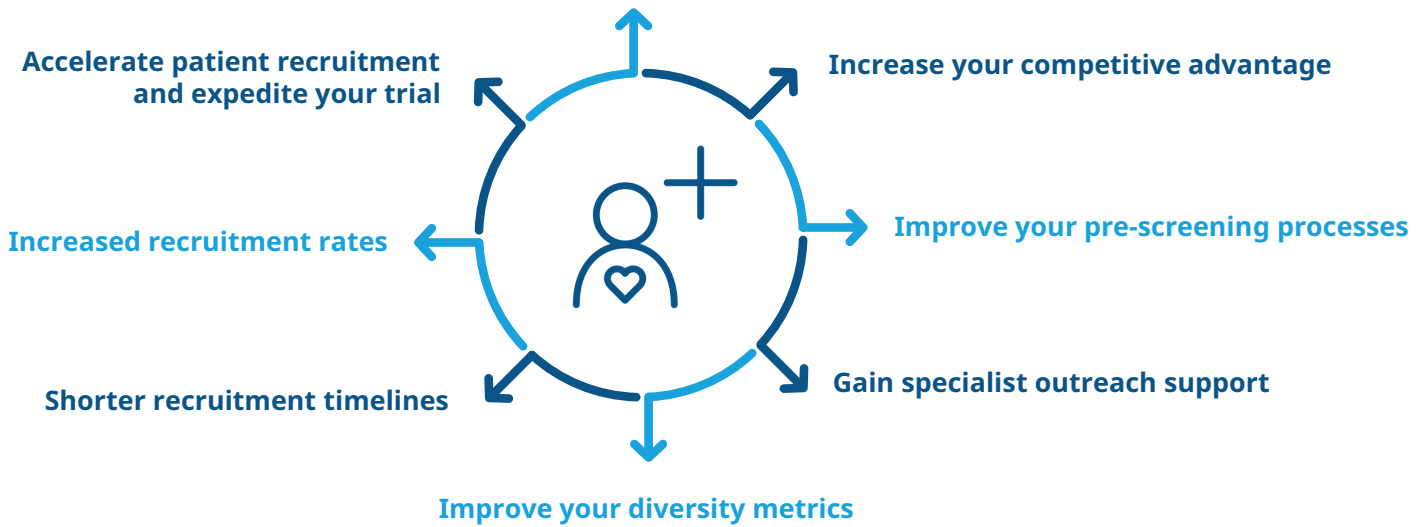


FASTER SITE IDENTIFICATION AND SELECTION

CTEs bring considerable insight to the identification and selection process, increasing investigator awareness of study opportunities. In the early stages before sites are activated, CTEs help lay the groundwork in shared best practices for identifying and enrolling patients, setting the site up for success and saving valuable time.

How will your trial benefit from using CTEs?

Typically, a 10–20% uplift in patient recruitment



ENGAGED SITES VIA SPECIALIZED TRAININGS AND PROBLEM SOLVING

IQVIA CTEs quickly become an integral member of the study team and the trusted representative of your trial on site – the go-to person for information, advice and problem solving. They are the facilitators, gathering and sharing information across the study team and with the sponsor. Our educators train staff and review study protocol. CTEs deliver and explain the use of your study tools whether they be data-entry platforms, printed materials, or medical devices. IQVIA CTEs play a flexible, dynamic role throughout the trial process offering site support wherever needed, resulting in happier, motivated, and supported site teams.

FLEXIBLE SUPPORT TO REDUCE SITE BURDEN AND INCREASE ENGAGEMENT

CTEs are onsite with the sole focus of reducing site burden, increasing site engagement, and driving patient recruitment. Whatever your study needs, IQVIA has a united, intelligently connected team to help relieve site burden and expedite clinical trials.

PARTNER WITH CTE'S FOR ENHANCED SITE PERFORMANCE

CTEs work as an integral part of the clinical team to support the site to help overcome recruitment barriers. We work across all therapeutic areas and recognize

that each study protocol will have its own specific challenges. However, experience has shown us that studies in highly competitive areas, or with complex protocols or rare patient populations, do particularly well when CTEs are applied.

PATIENT COACHING: IMPROVING PATIENT RETENTION

Our CTEs are also able to work with patients and families to educate and inform them on key topics such as device usage or explaining a complex therapy. This additional training can help alleviate patient concerns about trial participation and improve patient retention.

If you are ready to elevate your trials, contact us by email at CTESupportRequest@iqvia.com today to find out how we can help you accelerate enrollment, shorten timelines and maximize long term revenue.