

Quest Clinical Trials Connect

Improving clinical trial enrollment to help accelerate the time to market for new therapeutics

By leveraging Quest's relationship with half the country's physicians and hospitals, a leading pharmaceutical company was able to **identify over 1,000 additional physicians to approach for clinical trial participation or physician referral to study sites**. This could allow for a higher rate of patient enrollment and improved cost-effectiveness—streamlining clinical trial operations to help bring new medicines to market in a timely fashion.



The situation

Expanding the PIs and patient access

A large pharmaceutical organization with deep experience in clinical trials and relationships with Principal Investigators (PIs) wanted to evaluate how Quest Diagnostics could expand access to physicians who could help enroll patients into trials for multiple myeloma. Utilizing Quest's extensive network of physicians, they were looking to:

- Expand their network of known sites to additional physicians who might serve as PIs
- Identify qualified patients for upcoming clinical trials

The approach

Data driven analysis of physicians and patient populations

Using our current physician list as a model profile, Quest Diagnostics was able to:

- Uncover additional active research physicians who were unknown to the pharmaceutical company
- Identify those active research physicians who could potentially participate or provide patient referrals in multiple myeloma clinical trials

The results

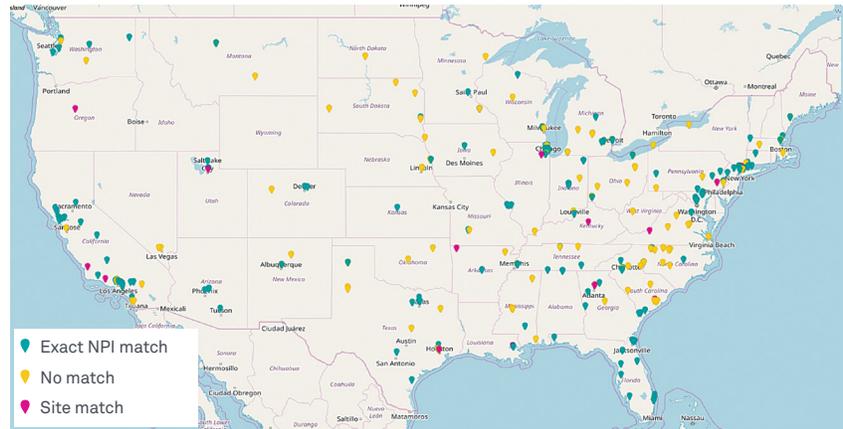
Improving a client's network for clinical trials

- Additional physicians with the appropriate patient population who had experience with clinical trials that the client had not previously identified
- A validated patient volume for the existing PIs
- 3 distinct referral networks for clinicians and sites
 - Tier 1: Potential new trial sites
 - Tier 2: Current sites with medically profiled patients
 - Tier 3: Potential referring physicians

Quest Diagnostics **extensive network** of physicians and hospitals across the US expands recruitment and **enrollment opportunities** for clinical trials

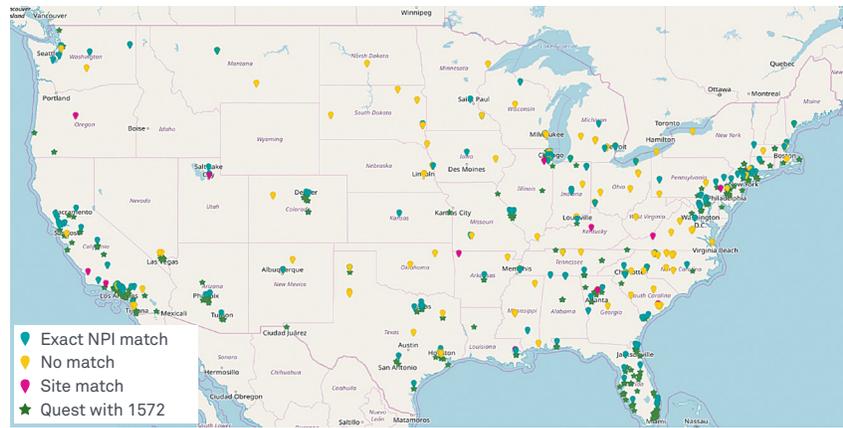
Existing principal investigators

- Overall 62% (184) of the pharmaceutical company's multiple myeloma physicians and/or site locations overlap with Quest physicians and hospitals
 - 56% (165) exact NPI match
 - 6% (19) site match (with different physician/NPI #)



Quest client physicians (with a recent 1572 filing) who have participated in a clinical trial

- Provides 247 additional physicians that could be used in future studies



Quest physicians with greater than or equal to 10 multiple myeloma patients

- Over 1,000 additional physicians to approach for clinical trial participation or physician referrals to study sites



Learn more at [QuestClinicalTrialsConnect.com](https://www.questclinicaltrialsconnect.com)

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