# Oncology Site Landscape: Benchmark Your Site

Oncology Site Solutions Summit

# SPEAKERS



Jimmy Bechtel, MBA

Vice President, Site Engagement, SCRS



Eleanor Gibbons

Clinical Research Manager, Sanford Health



Elizabeth Johnson, PhD, MS-CRM, RN

Assistant Professor, Co-Director BioReD Hub, Montana State University



David Vulcano, MBA, MSW

Honorary President, SCRS, Vice-President, HCA Healthcare

# FACULTY DISCLOSURE

In compliance with ACCME Guidelines, I hereby declare:

I do not have financial or other relationships with the manufacturer(s) of any commercial services(s) discussed in this educational activity.

Jimmy Bechtel, MBA, Vice President, Site Engagement, SCRS
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David Vulcano, MBA, MSW, Honorary President, SCRS, Vice-President, HCA Healthcare

# **Criteria for**

# AWARDING CONTACT HOURS

Applicants must be present during the "live" event, contact hours are not issued for recordings
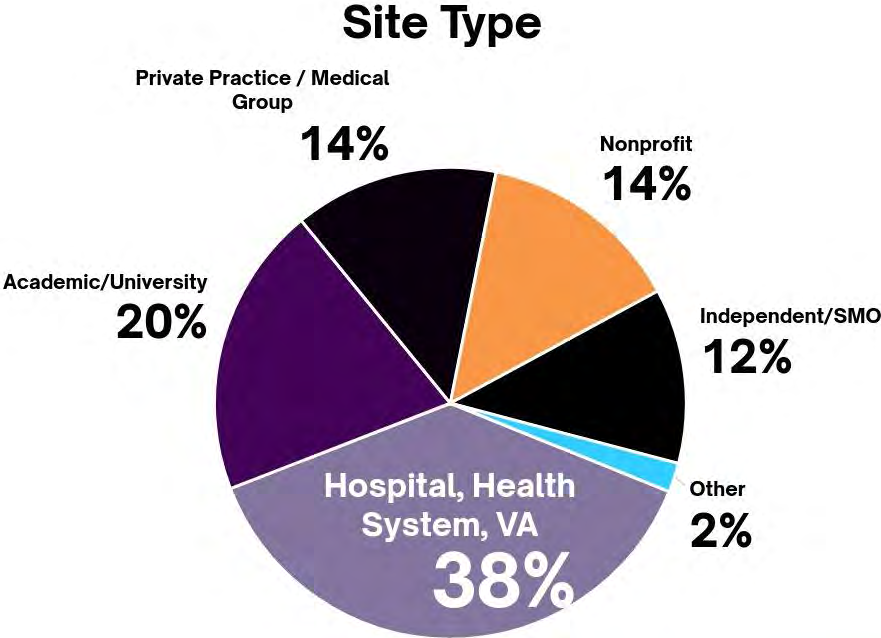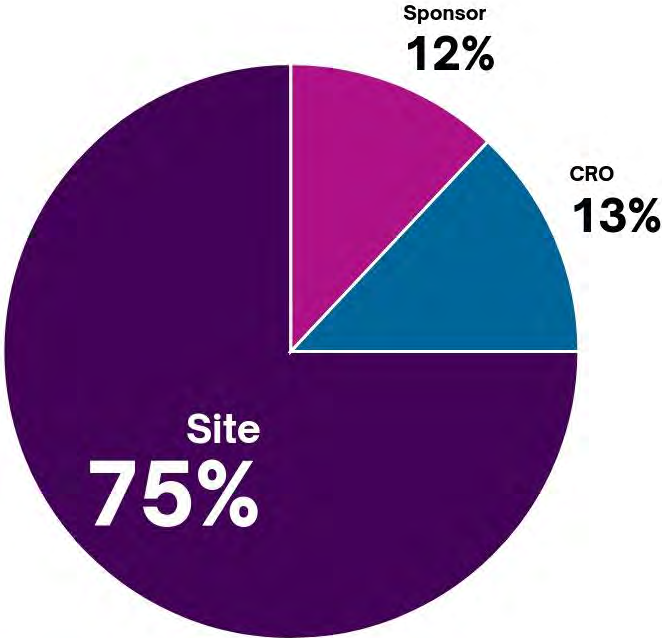
Applicants must attend the activity the whole time, missing no more than ten minutes of the activity

Applicants must complete the post-meeting survey with a score of at least 70%

Applicants must complete the post meeting survey evaluation questions

Society for Clinical Research Sites, Inc. is accredited as a provider of nursing continuing professional development by the American Nurses Credentialing Center's Commission on Accreditation
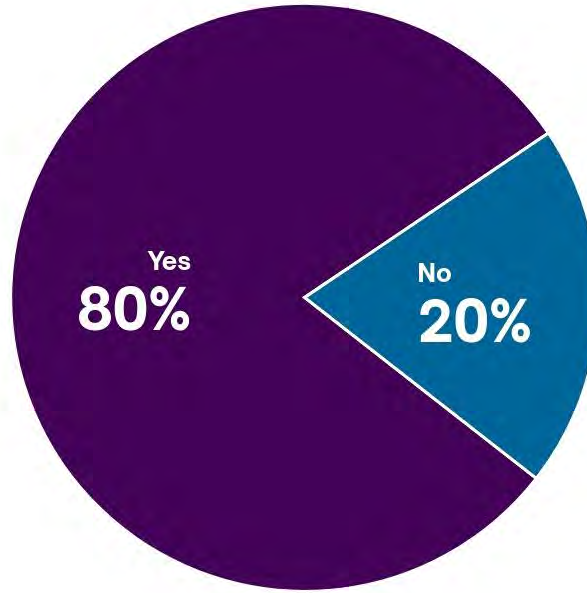
## **Partner for Progress**
# INNOVATE FOR IMPACT

# Survey Participants



Pie chart (left): Sponsor 12%, CRO 13%, Site 75%

**Site Type**



Pie chart (right): Private Practice / Medical Group 14%, Nonprofit 14%, Independent/SMO 12%, Other 2%, Hospital, Health System, VA 38%, Academic/University 20%

Section 1

# Workforce

**Have Sites Had Challenges in Maintaining Their Workforce?**

Answered by Sites

Yes **80%**

No **20%**

**Compared to 2023**

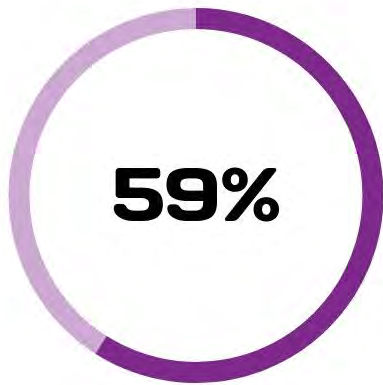More Challenging **45%**
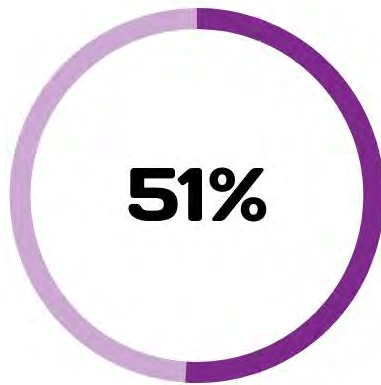
Less Challenging **3%**

About the Same **52%**
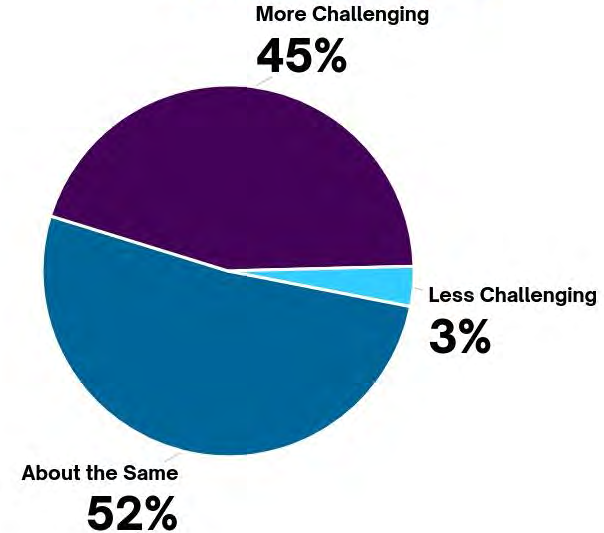
**Top Reason For Leaving:**

Financial Compensation

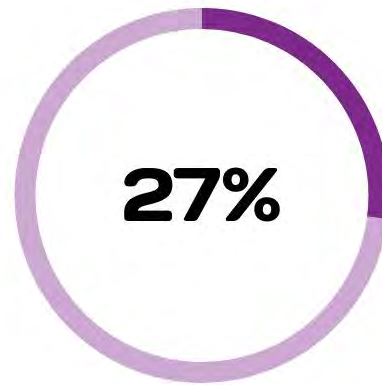# Where Are Site Employees Going?

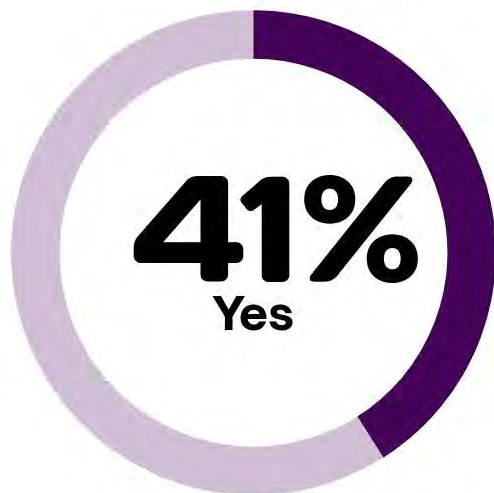Select all that apply

**59%**
Another
site/institution

**51%**
Sponsor or CRO

**27%**
Role outside of
research industry

# Are Sites Seeing a Decrease in Physicians Agreeing to be PI/Subs for Trials?

**41%** Yes

**59%** No

## Why?

1) Takes too much time away from current practice/patients

2) Lack of financial compensation for trials as compared with standard reimbursement/SOC

# How Sponsors & CROs Support Sites With Workforce Challenges

Answered by Sites

**Adequate trial budgets for hiring and retaining staff**

**Keep trial opportunities active and flowing**

**Support for training new research personnel**
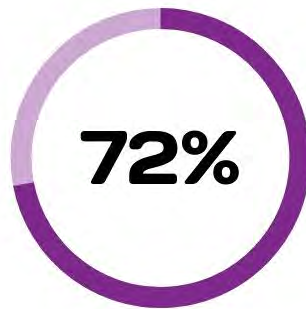
**Decrease protocol amendments/changes**

Section 2

# Technology

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# Oncology Trial Elements:
## A Site Participation Snapshot

Select All That Apply

**72%** ePro

**64%** eDiaries
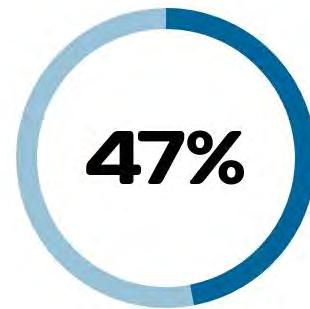
**47%** eRegulatory

**39%** eConsent

**36%** eSource

# Biggest Site Challenges With Oncology DCTs

**Financial/compensation** — 57%

**Oversight of remote vendors** — 47%

**Having the staff necessary to implement home visits** — 40%

# Do Sites Conduct Some Visits Remotely?

**70%**

**Yes**

**30%**

**No**

# Site Support Needs to Meet New Complex Trial Requirements

1) More effective and flexible cost and budget analysis

2) Patient recruitment support

3) Stronger technology support

Section 3

# Inclusive Recruitment

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# What is Your Current Strategy for Community Outreach?

**Social Media**

**Engagement with community centers of gathering**

(Institutions of faith, health fairs, community centers, etc)
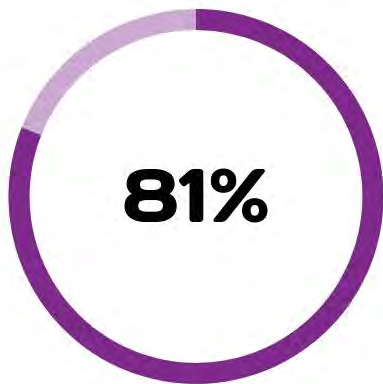
**Local non-associated or related healthcare facilities**
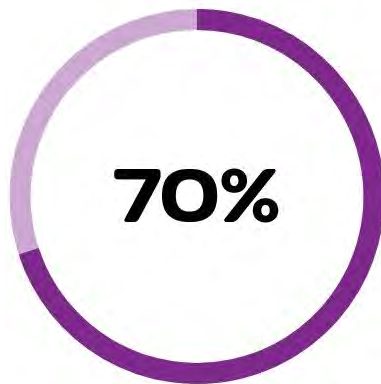
**Educational workshops or seminars**

# Do You Have Adequate Resources to Conduct Community Outreach?
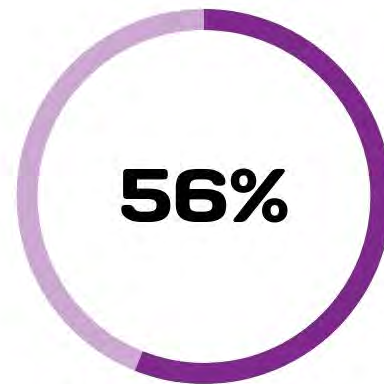
**62%** No

**38%** Yes

# Top Three Barriers to Site Community Outreach

**81%**

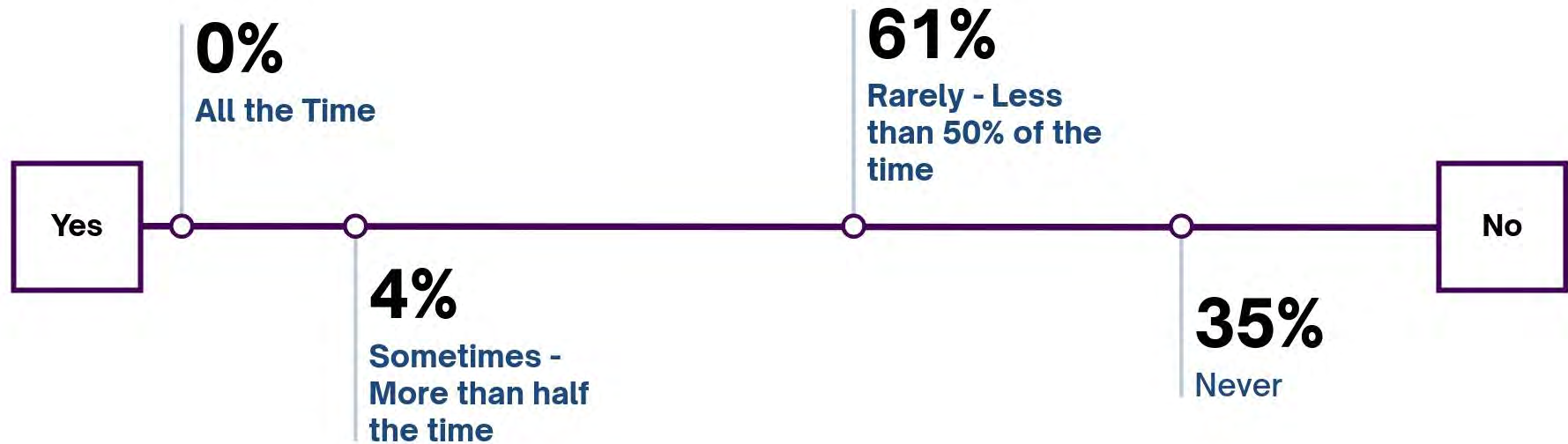Lack of awareness and understanding of clinical trials

**70%**

Outreach and engagement resourcing limitations

**56%**

Not knowing where and how to engage

# Are Your Community Outreach Efforts Subsidized/Funded by the Sponsor?

**0%**
All the Time

**61%**
Rarely - Less than 50% of the time

Yes

**4%**
Sometimes - More than half the time
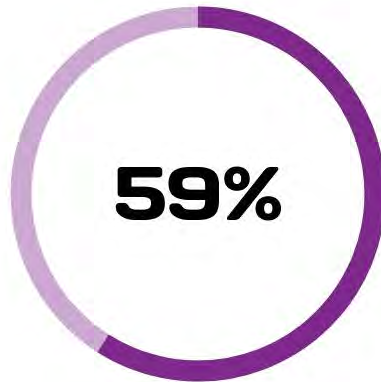
**35%**
Never

No

# What Percentage of Site Community Outreach is Subsidized by Sponsors?
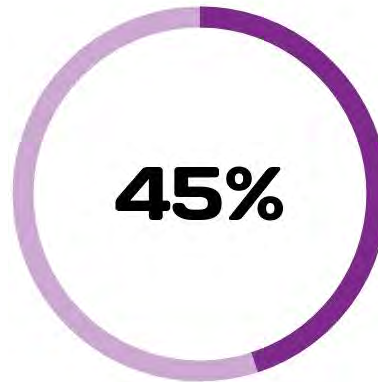
# 17%

## On Average

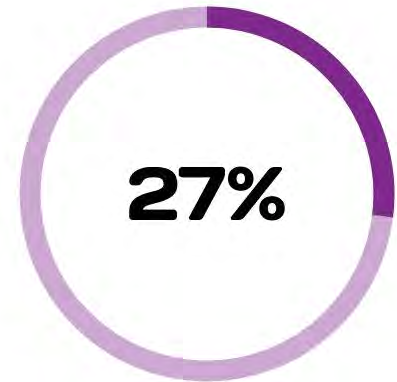# How Would Sites Prefer to Be Subsidized for Community Outreach Funding?

Select All That Apply

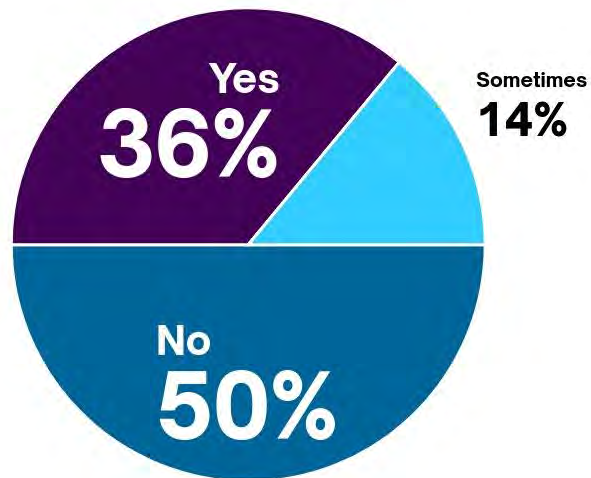**59%**

**Specific community engagement line-items**

**45%**

**Included in Start-up Fees**

**27%**

**Applied grant funding**

# Is Patient Reimbursement Offered Fair and Equal?
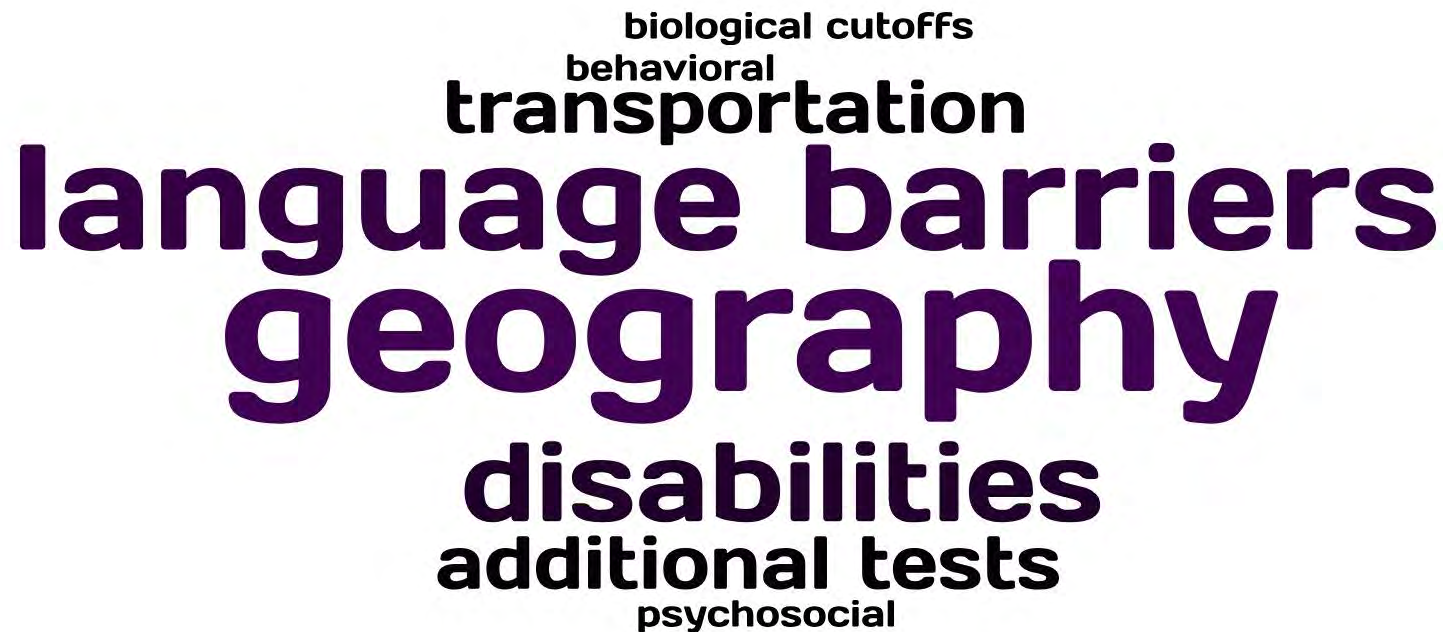
Answered by Sites



Yes 36%

Sometimes 14%

No 50%

## How Could Reimbursement Improve?

1) Make the amount more fair/commensurate

2) Diversify forms of payment

# Most Common Protocol Design Criterion Precluding Patients



biological cutoffs
behavioral
transportation
language barriers
geography
disabilities
additional tests
psychosocial

# What Do Sites Want with DEI Resources or Education?

**External / Community Engagement Best Practices**

**Ongoing Education on the Current State of DEI in Research, including Regulatory Guidance**

**Advanced Learnings on Patient Engagement and Recruitment**

**Funding to Implement Grass-roots Programs and Procedures**

**Time and Funding to Assess the State of DEI Metrics at my Site's Research Portfolio**

Section 4

# Industry Partnerships

# What Areas Do Sponsors/CROs Request Site Feedback?

**Protocol Development**

**Patient Perspectives**

**Site Budgetary Needs**

*Sponsors and CROs do not request feedback on vendor selection*

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# Sponsors/CROs Requesting Site Feedback Before or During Trial Protocol Development

Answered by Sponsors and CROs

**88%**

**Do Request Feedback**

**12%**

**Do Not or Unsure**

# How Do Sponsors & CROs Request Site Input or Feedback?

**#1**

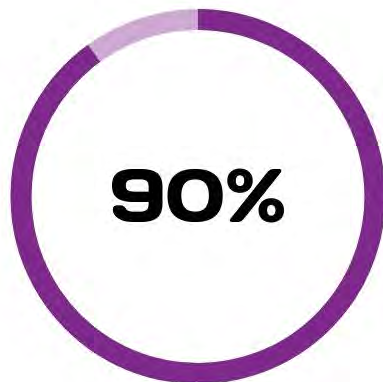**CRAs / Monitors**

**#2**

**Dedicated Site-Facing Staff**

**#3**

**Surveys**
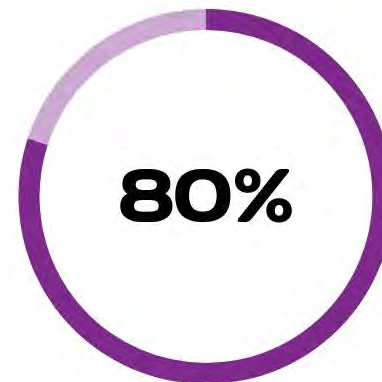
# How Do Sponsors/CROs Find & Develop Relationships With Sites?

Select all that apply

**90%**
Direct Outreach from Sites

**80%**
Attending Industry Conferences

**80%**
Consult with CRAs and/or Medical Liasons

# How Sites Can Stand Out or Increase Their Likelihood of Working with Sponsors/CROs

Select all that apply

**1** Develop strong, positive relationships with our organization's liaisons (CRAs, medical liaisons, etc.)

**2** Meeting required timelines for pre and post start-up related activities (contracts, budgets, SIVs, etc)

**3** Exceeding patient's patient enrollment per the agreed upon protocol or contractual requirements and timelines

# Recap

**1** **Financial Drivers seem to be root cause for most workforce and technology challenges.**

**2** **Large opportunity to support and enable community engagement, as perceived as a high impact opportunity**

**3** **There seem to be effective channels for feedback - is it being implemented?**