

Forging the Future: The Power of Partnerships for Industry Growth

Oncology Site Solutions SummitSM

SPEAKER



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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.

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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

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Unity



Fundamentals of Effective Partnerships

- **Effective and Efficient Communication**
- Clear Goals
- Trust
- Accountability
- Transparency
- Mutual Respect

Putting Words Into Action

- Communication
 - Ensure all contacts known and available
 - Minimize the:
 - Number of people
 - Number of communications
 - Confusion
 - Master agreements, rate cards, master consents
 - Use tools best suited to get the work done
 - In person > videoconferencing > phone call > email
 - Calendar invitations

Clear Goals

Creation of The Woodruff Industry-Sponsored Clinical Trials Office (WISC)

- Mission: To accelerate the delivery of clinical trial opportunities to Emory patients putting investigators and industry partners as our primary customers

Goals

- Reduce median contract and budget negotiation times from 150+ days to < 60
- Enhance investigator and industry trust and confidence

Values

- Customer service through:
 - Accountability
 - Transparency
 - Communication
 - Curiosity

Putting Words Into Action

- Trust
 - Created by leaders
 - Minimize the:
 - Distractions
 - Fear
 - Confusion
 - Have your team's back
 - Always be available
 - Be honest



WISC: Transparency and Accountability

Active WISC studies 2/21/24

File Home Insert Share Page Layout Formulas Data Review View Automate Help Draw

Calibri (Body) 11 Wrap Merge General \$E 0.00 Conditional Formatting Cell Styles

U66 1/29 Email to VI/SJ to send to HHA for CA update. 1/30/25: new amd rec'd was sent to HHA 2/19 Email to Sponsor asking for a budget that includes the new cohort added.

PreStudy App/ eForms Received Date	Date Submission Complete	Days in WISC	Date OnCore Calendar Imported	Date CTMS Financials Done	Date eNOA Submitte	IRB#	Protocol number	Proposa IH/ EPEX#	PI (Last, First)	Departme nt	Division	Sponsor	Contract s Assigne d To	Budget Project Mgr	CA Assigne d to	Budget Assigne d to	Calenda r Build Assigne d to	Intake Assigne d to	Protocol Type	Budget Comments	Contract Comments	Cancer Study (Yes/N)
2/4/2025	2/28/2025	10	Sent to BOS 2/27/2025			STUDY00009083	ANA2401	85558	Haussen, f	Neurology		Anaconda BioMed	Daniella	Shannon	HHA	Shannon	BOS	Somini	Initial	approved and sent to sponsor. 2.24 Budget approved, waiting on EPEX submission.2.27 EPEX'd	they are under review. 3/4: sent follow up to sponsor contact	No
1/14/2025	2/28/2025	10				STUDY00009189	MTR-601-201	85989	Jinnah, Hy	Neurology		Motric Bio	Jane	Aruna	HHA	Aruna	BOS	Somini	Initial	Sent to HHA on 2/28/2025 03/05- IDS request sent. Requested sponsor to send unlocked budget. no response from the CRO. Sponsor responded. 9 27.2025 Counter offer to the Sponsor/CRO. 2.28.2025 Teleconference with the Sponsor. Budget final Req to send to BOS.	3/5: asked sponsor contact if they'd be willing to use the ACTA template Kamika, 3/6: redlined, and questions to PI/study team (ACTA template, but changes made by cro/sponsor)	No
2/4/2025	2/26/2025	12	Sent to BOS on 3/3/2025			STUDY00009091	DM199-2021-001	85725	Jillela, Din	Neurology		DiaMedica Therapeutics	Kanika	Cathy	HHA	Cathy	BOS	Somini	Initial			No
12/19/2024	2/25/2025	13				STUDY00008968	CLIN-10200-457	85128	Jinnah, Hy	Neurology		Ipsen	Jane	Aruna	HHA	Aruna	BOS	Somini	Initial	Sent to HHA on 2/28/2025 03/05- Budget in progress,IDS request sent.CA with HHA.	3/3: 3rd round of edits to sponsor, 2/20: 2nd round of edits to sponsor Iras/study team to	No

WISC Annual Data: Completed Studies

WISC Turnaround Time: Initial Trial Submissions by Quarter

	Feb-Apr	May-Jul	Aug-Oct	Nov-Jan
Completed Trials (n)	47	68	88	83
Median (d)	205	164	133	92
Range (d)	32-463	5-399	5-314	4-540
# < 60	3	5	12	14
# 60-90	4	8	14	26
% < 90 days	15%	19%	30%	48%
# > 100	40	54	50	37

Current and Future Goals and Tools for Improving Activation Times

- Customization and utilization of artificial intelligence tools
- Centralized dashboards and repositories for documents, negotiations, etc.
- Single source:
 - Standardized and singular coverage analyses
 - Templated order sets for use and customization

Thank You!

**Our patients,
investigators, research
teams, and industry
partners**

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Deb Bruner, RN, PhD,
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Robert Nobles, DrPH

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