MODERN
TRIALS

MODERN TRIALS NIH PROPOSAL PARTNERSHIP DETAILS

Summary:
Modern Trials is offering a strong business justification for data use under the auspice of an NIH grant project. Formal security review, DUA and BAA will stipulate that data will be used only to complete project aims and destroyed upon completion (in 1.5-2y).

Overview:
Modern Trial is a healthcare technology company that democratizes access to cutting-edge therapeutics, accomplished via partnerships with InterSystems and healthcare organizations and, together, leveraging EHR data to identify patients in need of advanced treatment options and match them with appropriate clinical trial opportunities. In doing so, Modern Trials extends the ability of healthcare organizations to offer the most cutting-edge treatments available and better retain high-value patients.

Modern Trials is preparing a $2.4M NIH grant application that requires a healthcare organization partner with clinical trials[1] to execute a Data Use Agreement[2] to test grant aims.

Offering:
- $250,000 stipend
- User interface through which a partner can leverage their own EHR data for research ($2M value)[3]
- Named role on NIH grant
- Assistance recruiting for internal trials on competitive contracts[4]
- Improved retention of high-value patients[5]

Project Aims:
Modern Trials will assess its EHR-based recruitment method relative to current recruitment methods in a head-to-head comparison to see which method results in more enrollees, more enrollees in traditionally underrepresented groups, more representative samples and higher completion rates. The data partner will be paid on competitive site contracts for all participants recruited by Modern Trials.

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[1] The ideal partner will have > 1,000 active clinical trial contracts.

[2] Shared data may be de-identified with whatever reidentification protocol the partner prefers to present relevant trial opportunities only to prequalified patients.

[3] Our competitors charge $1M+ per year for this; you will receive this benefit for the duration of the Data Use Agreement (1.5-2y).

[4] Most site contracts for trials pay healthcare organization trial sites for each patient they enroll into a trial, known as a "competitive contract". This project will attempt to show that Modern Trials will recruit significantly more patients into trials (~30 trials) than the healthcare organization will using their current method of recruitment. For example, the healthcare org may recruit 5 patents per year per trial, while Modern Trials recruits 10 patients per year into the same trials. Assuming the healthcare organization is paid $10,000 per enrollee, over 1 year, they would earn $1.5M from their recruitment ($10K x 5pts x 30trials) ***plus*** *$3M from Modern Trials' recruitment* ($10K x 10pts x 30trials).

[5] Over the lifespan of a patient, most healthcare expenditures occur in the final years of life, as health declines. Thus, from a business perspective, patients in the final years of life are considered "high-value" because they require more and more expensive medical services, producing more revenue for the healthcare organization providing care. These patients are also more likely to receive terminal diagnoses and desire to receive care from a healthcare organization that can provide access to potentially life-saving advanced therapeutics, typically only available through clinical trials. This was exemplified in the case of our CEO's mother, who transferred her care from the community hospital to Columbia Medical Center after her stage IV glioma diagnosis because they could provide access to an appropriate clinical trial. While waiting for enrollment, she had a second craniotomy at Columbia, which costed $1M per the EOB from her insurance provider. Thus, *the community hospital lost a $1M customer because of their inability to provide adequate access to clinical trials*. Modern Trials will bring trial opportunities to more such patients, thereby reducing the chance that those patients will leave that healthcare system in search of one that can provide better access to advance therapeutics.