

## CASE STUDY

# AES Shortens Enrollment by 7 Months for a Crucial Migraine Phase IIb Study

### AT A GLANCE

Indication: **Migraine**



Enrollment  
time saved:

**7**  
months

Randomized patients delivered: **56%**

### THE CHALLENGE

It's no surprise that doctors are enthusiastic about the new CGRP class of migraine prevention drugs currently under development. More than 36 million Americans suffer from migraine attacks; of these, about 4 million have chronic migraine.

The stakes were high for a Top 10 sponsor. Much was riding on an episodic migraine clinical trial, as this compound could be the first to market with its potential treatment for the prevention of migraine.

### THE PLAN

The clinical trial team knew that intense competition for study candidates and the migraine frequency criteria would make it difficult for sites to find enough patients on time. Since the clinical trial team couldn't afford any delay in enrollment, **they hired Accelerated Enrollment Solutions (AES) prospectively to bolster enrollment rates for 38 of the sponsor's sites.**

The AES strategy focused on finding pre-qualified external patients, then supporting them through the entire referral conversion process.

The marketing campaign included direct-to-patient outreach using our proprietary 100+ million opted-in patient database (including 10+ million migraine sufferers), online advertising and a study-branded web landing page. All respondents were centrally pre-screened, with only the most qualified candidates being referred to sites. The Global Site Relations team and Site Strategy Consultants worked directly with the sites to ensure that no AES referral dropped out unnecessarily.

## THE RESULTS

### AES delivered exactly as promised—in just 5 months:

- Our patients accounted for 51% of screened patients.
- We delivered 56% of the study's total randomizations.
- The Screen Fail Rates among our patients were lower than among in-practice patients.

	Source of Screened Patients	Source of Randomized Patients	Screen Failure Rate (SFR)
AES	483 (51%)	262 (56%)	46%
In-practice	455 (49%)	205 (44%)	55%
Overall	938 (100%)	467 (100%)	50%



## About AES

**Accelerated Enrollment Solutions (AES)** is the new standard in clinical trial productivity. Our innovative and integrated site and patient services secure the success of clinical trials by providing enrollment, timing, and budget certainty.

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