



Powering Performance:

## How 1 CRC outperformed 20 - delivering 6x enrollment in 4mo.

Top sponsor helps sites excel in pivotal heart failure study.



### Situation

A top medtech company was developing minimally invasive therapies for chronic heart failure. Its lead product holds FDA Breakthrough Device Designation and is currently being studied in two pivotal trials.

The sponsor selected sites based on proven expertise in cardiovascular studies.

### Challenge

The selected site was not yet performing because of difficulty recruiting patients that met the complex criteria.

The site team was able to identify and enroll 1 patient in an 18 month period. With limited staff and an enrollment deadline approaching, the site evaluated multiple patient recruitment technologies that could surface qualified candidates or potential randomizations within the site's large patient database.

### AI Solution

The sponsor partnered with the site to explore next generation recruiting technology and selected Trially AI, a fully integrated HIPAA complaint platform that uses proprietary AI to match eligible patients directly from the EHR.

With Trially, one sites patient enrollment rate exceeded other sites including a top academic center with 20 CRCs.

### Results

Within 4 months of using the tool, 6 patients were enrolled—all sourced through Trially. The CRC was asked to speak at a top AMC to share her breakthrough success story.



**The value of Trially AI cannot be overstated for our site!** It's a super simple yet powerful technology that saves me a ton of [billable] time on prescreening. Any researcher of any level would benefit.

– CRC at cardiology site

### 6x Enrollment Boost

With 6 patients in 4 months vs. 1 in 18 months directly increases site revenue from Trially enrolled patients.

### Access to Underrepresented Populations

Enrolled patients who were historically overlooked and helped shift community attitudes towards research.

### Elevating Site Performance

Site staff are highly regarded as the top enrollees in the country and world, competing with major AMCs.

### What's next?

Trially is partnering with our top performing sites to develop Margo—an AI agent that automates screening and scheduling from any source, including EHRs.

**Get first look here →**