

TrialWire | Pay Per Enrolled Patient Capabilities Overview



“TrialWire's platform scalability has enabled the company to enroll patients in 462 trials in various therapeutic areas in the US, European Union, and Asia-Pacific markets. The Platform is also well-suited to conduct decentralized clinical trials, improving access and diversity.”

CITELINE AWARD JUDGES | 2023



**Clinical Trial Patient Recruitment –
Enrollments in Minutes Not Months**

**Pay per Enrollment.
Start in 24 hours.**

Patient finder algorithms and AI-Match screener technology powered by Salesforce Health Cloud. The only risk-sharing, success-based recruitment technology solution.

Access millions of people in diverse patient populations from oncology, rare diseases, CNS, infectious diseases, metabolic and much more.



ABOUT US

2 decades of clinical trial patient recruitment experience plus the latest technology

The TrialWire™ Platform, built on SalesForce Health Cloud, is the leading rapid digital recruitment tool in APAC and USA. It combines 2 decades of clinical trial patient recruitment digital media communications expertise - and an advanced developer team specializing in algorithms and AI.





25

YEARS OF EXPERIENCE

480

STUDIES

145

THERAPEUTIC AREAS

242000

PATIENT REFERRALS

CURRENTLY RECRUITING THERAPEUTIC AREAS

The Platform works across all TAs

- ✔ Behaviors and Mental Disorders
- ✔ Blood and Lymph Conditions
- ✔ Digestive System Diseases
- ✔ Diseases and Abnormalities at or Before Birth
- ✔ Disorders of Environmental Origin
- ✔ Ear, Nose, and Throat Diseases
- ✔ Eye Diseases
- ✔ Gland and Hormone Related Diseases
- ✔ Heart and Blood Diseases
- ✔ Immune System Diseases
- ✔ Infections
- ✔ Mouth and Tooth Diseases
- ✔ Musculoskeletal Diseases
- ✔ Neoplasms
- ✔ Nervous System Diseases
- ✔ Nutritional and Metabolic Diseases
- ✔ Occupational Diseases
- ✔ Respiratory Tract (Lung and Bronchial) Diseases
- ✔ Skin and Connective Tissue Diseases
- ✔ Substance Related Disorders
- ✔ Symptoms and General Pathology
- ✔ Urinary Tract, Sexual Organs, and Pregnancy Conditions
- ✔ Wounds and Injuries

WHERE THE TRIALWIRE™ PLATFORM FINDS THE RIGHT PATIENTS

All-in-one Platform

Only eligible people – based on their location, demographics, and online interests and activity – are invited onto the Platform for AI-Match screening.



Search Engines

When people are searching for health solutions on Google



News Media & Blogs

When people are reading online health news articles



Social Media

When people are on social media – Facebook, WeChat, YouTube, Instagram, TikTok, and more



Patient Advocacy Groups

When people are in online patient communities



Referring Physicians

Location-based clinics and specialists



Amazon and Medical Shopping Sites

When people are shopping online for medical products



THE POWER OF THE AI-MATCH SCREENER

AI-Match Screener

The heart of the TrialWire™ Platform is the Screener. This powerful tool uses AI and natural language processing to pull from hundreds of health question options to determine a patient/study match. Based on what we know about a person as they enter the TrialWire™ Platform the Screener serves up a unique set of questions that delivers an exact match so sites only get highly qualified people and trials recruit faster

Advanced & Proven Technology

AI-Match the right people. So only highly eligible people are sent to sites. Saving time and money so your clinical trial meets timelines.

- ✓ Powered by AI and algorithms
- ✓ In-built text-to-patient
- ✓ Private Dashboards
- ✓ Real-time recruitment data
- ✓ White glove ScreenMatch SC/site support

PAY PER PATIENT

Find. Match. Enroll

The TrialWire™ Platform finds people who are online that might be right for studies listed on the Platform. They are invited into the Platform via a generic non-trial specific alert.

People are then asked questions via AI-Match to find the best study match for them – near them or virtual/DCT. The Platform uses ingested approved study data from approved trial registries like ClinicalTrials.Gov.

How we find patients

The TrialWire™ Platform uses advanced algorithms, SEO, search marketing, social media, and hundreds of respected news sites, and wellness blogs to find patient trial matches.

SMS/Text Patient Engagement System

The TrialWire™ Platform is the only recruitment solution that offers secure contact with patients via their phones using [SMS Patient Engagement System](#) which accelerates patient contact and retention.



Services & Pricing

Pay per enrolled patient

PRE-RECRUIT – GUARANTEE SUCCESS BEFORE
YOU START

Pre-Recruitment

Our Pre-recruitment service provides rapid patient recruitment so Sites have patients to contact as soon as they are activated, saving weeks and even months on your clinical program.

Targeted AI and algorithms deliver rapid patient referrals direct to sites for Study Coordinator follow-up using our proprietary text-to-patient service, and emails and phone calls from inside their secure Dashboard Portals.

The Dashboard Portals provides real-time transparency around a study progress including granular data at the site level on referral numbers, contact timeframes, screening bookings, and enrollments.

TrialWire is built on the Salesforce Health Cloud Platform which means it is the most secure and robust patient recruitment service available globally.

+ PER ENROLLED PATIENT

Fixed-Fee guide based on TA,
eligibility criteria & site locations

From \$ **1,000** p/p
Per Enrolled Patient (All inclusive)

Enrolled Patient

All Security – Medical Data

Full transparency for Sponsor

Real-time Progress Data

Advanced Patient Contact System

Unlimited Sites

Dashboards for each Study Coordinator

Dashboards for CRO/Sponsor

Text-to-Patient Service

Auto-Screening

Data and Progress Portal

AI-Match & Algorithms

WORKING WITH BIOTECH AND BIOPHARMA
COMPANIES GLOBALLY

Sponsor Study Solution

Our Sponsor service is for individual studies to provide rapid patient recruitment for trial rescue or rapid start-up. (see our [Pre-recruitment Solution](#) pricing)

Targeted AI and algorithms deliver rapid patient referrals direct to sites for Study Coordinator follow-up using our proprietary text-to-patient service, and emails and phone calls from inside their secure Dashboard Portals.

The Dashboard Portals provide Sponsors with real-time transparency around their study progress including granular data at the site level on referral numbers, contact timeframes, screening bookings, and enrollments.

TrialWire is built on the Salesforce Health Cloud Platform which means it is the most secure and robust patient recruitment service available globally.

PER ENROLLED PATIENT

Fixed-fee guide based on TA,
eligibility criteria & site locations

From \$ **1,500**_{p/p}
Per Enrolled Patient

Enrolled Patient

All Security – Medical Data

Full transparency for Sponsor

Real-time Progress Data

Advanced Patient Contact System

Unlimited Sites

Dashboards for each Study Coordinator

Dashboards for CRO/Sponsor

Text-to-Patient Service

Auto-Screening

Data and Progress Portal

AI-Match & Algorithms

TRUSTED BY THE MAJOR GLOBAL CROs

Rapid Recruit: Enterprise – CRO (5+ studies)

Our Enterprise service is for CROs to support their biopharma clients with rapid patient recruitment for rapid start-up or to reverse failing recruitment (learn about [Pre-recruitment Solution](#) pricing). Targeted AI and algorithms deliver rapid patient referrals direct to sites for Study Coordinator follow-up using our proprietary text-to-patient service, and emails and phone calls from inside their secure Dashboard Portals.

The Dashboard Portals provide CROs and their clients real-time transparency around their study progress including granular data at the site level on referral numbers, contact timeframes, screening bookings, and enrollments.

TrialWire is built on the Salesforce Health Cloud Platform which means it is the most secure and robust patient recruitment service available globally.

Enterprise-level support with a dedicated project manager and 2-hour support response.

ENROLLED PATIENT FEE

Fixed-Fee Guide: based on TA,
eligibility criteria & site locations

From \$ **1,200** _{p/p}
Per Enrolled Participant

Enrolled Patient

All Security – Medical Data

Full transparency for Sponsor

Real-time Progress Data

Advanced Patient Contact System

Unlimited Sites

Dashboards for each Study Coordinator

Dashboards for CRO/Sponsor

Text-to-Patient Service

Auto-Screening

Data and Progress Portal

AI-Match & Algorithms

NO IRB/EC APPROVAL REQUIRED

News Boost PI or CEO Interview



"Health and medical research news is more in demand today than any other news topic." PEW RESEARCH

News Boost gets your study in the news media where potential patients can learn about the study and apply via the sites, a study website, or direct into the TrialWire™ Platform for screening and onto the SC Dashboard.

PI Interviews

Every day we arrange for Investigators to be interviewed about a study by local, state, or national media so the right people hear about your study.

News Not Advertising

This is editorial not advertising, which means it's more credible and trusted which is important when engaging with potential patients.

Plus unlike adverts, these health news articles stay online in Google search for months when people search around the related TA.



Excellent outcome! Thank you for all the hard work in getting this to air. The piece came across as a really warm story that will resonate with the study community. In addition, the (PAG) received texts/emails in real time as the news ran last night. It also appeared online and in social media with the link to TrialWire so we are extremely pleased. Thanks again!

TrialWire US Biotech Client

Included:

- ✓ Arranging the interviews with key media
- ✓ Securing questions prior to the interview
- ✓ Briefing the Investigator or biotech CEO on the media and questions
- ✓ Arranging additional supporting interviews with patients or PAG executives
- ✓ A link or PDF or TV news link of the article/feature when it is published

NEWS BOOST EXAMPLE

TV and news features in USA, Australia and New Zealand for an ASD study

News Boost delivers an instant increase in referrals to the Platform and to sites resulting in a significant boost to recruitment.



How it works

Powered by Salesforce Health Cloud

WINNER



TRIALWIRE
ALGORITHM POWERED
RECRUITMENT
PLATFORM

BEST PATIENT-FACING
TECHNOLOGY INITIATIVE


CITELINE
AWARDS




PATIENT
RECRUITMENT
AWARD
BEST
PATIENT FACING
TECHNOLOGY
2023

CITELINE



PATIENT
RECRUITMENT
AWARD
BEST
RECRUITMENT
TECHNOLOGY
2022

FROST & SULLIVAN



PATIENT RECRUITMENT DELAY IS THE BIGGEST RISK FOR CLINICAL TRIAL BUDGETS AND TIMELINES



CITELINE



FROST & SULLIVAN

A photograph of a doctor with dark hair and a stethoscope, wearing a blue blazer, holding a tablet. An elderly woman with short, curly grey hair is looking at the tablet with her. The background is a blurred indoor setting, likely a hospital or clinic.

COSTING \$ MILLIONS PER DAY AND DELAYING GETTING THERAPIES TO PEOPLE WHO NEED THEM



CITELINE



FROST & SULLIVAN



TRIALWIRE SOLVES THIS PROBLEM INSTANTLY



THE PLATFORM USES ONLINE ALGORITHMS TO QUICKLY FIND PATIENT MATCHES

NODE 11

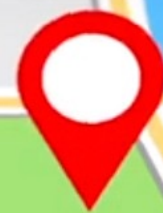
NODE 12

PATIENT
RECRUITMENT
AWARD
BEST
PATIENT FACING
TECHNOLOGY
2023

CITELINE

FROST & SULLIVAN

USING GEOLOCATION AROUND SITES, REGIONS EVEN COUNTRIES



CITELINE



FROST & SULLIVAN

A woman with dark, curly hair is sitting on a bed, looking down at a laptop. She is wearing a white t-shirt and grey pants. The background is a textured, light-colored wall. The text is overlaid on the image in two horizontal bars.


AND AGE, DEMOGRAPHICS,
AND HEALTH PROFILES TO FIND A MATCH



CITELINE



FROST & SULLIVAN

An elderly couple, a man and a woman, are sitting on a couch in a living room, looking at a laptop screen. The man is on the right, wearing a grey sweater over a light blue shirt, and the woman is on the left, with blonde hair. They are both looking intently at the screen. The background shows a typical living room with a grey sofa, a wooden coffee table, and some decorative items.

IT FINDS PEOPLE ONLINE WHERE THEY ARE SEARCHING FOR HEALTH INFORMATION



CITELINE



FROST & SULLIVAN

A person is holding a smartphone, displaying a green app interface. The screen shows a balance of \$35,013.90. The background is blurred, showing the person's hair and clothing.

IT FINDS PEOPLE ONLINE

**WHERE THEY ARE SEARCHING
FOR HEALTH INFORMATION**



CITELINE



FROST & SULLIVAN



VIA MORE THAN 1,000 NEWS, MEDIA,
AND SOCIAL CHANNELS, APPS,
AND RESPECTED HEALTH NEWS SITES



CITELINE



FROST & SULLIVAN



TRIALWIRE STARTS RECRUITING

IN UNDER 24 HOURS

NO IRB/EC APPROVALS REQUIRED





TRIALWIRE STARTS RECRUITING

IN UNDER 24 HOURS

NO IRB/EC APPROVALS REQUIRED



CITELINE



FROST & SULLIVAN

ALL BASED ON ALGORITHMS THAT MATCH ELIGIBILITY PROFILES



ONLY THE MOST ELIGIBLE PEOPLE CAN ACCESS THE TRIALWIRE PLATFORM



CITELINE



FROST & SULLIVAN

A close-up photograph of a person's hand holding a silver smartphone, with the index finger pointing at the screen. The hand is wearing a dark blue and white striped long-sleeved shirt. Below the hand, a silver laptop keyboard is visible. The background is blurred, showing what appears to be a window with natural light.

WHERE THE AI-MATCH SCREENER FINDS THE RIGHT STUDY FOR THEM





ENCRYPTED PATIENT DATA IS SENT TO
THE STUDY COORDINATORS'
DASHBOARDS AT SITES FOR FOLLOW-UP



CITELINE



FROST & SULLIVAN



SPONSORS AND CROS GET A DASHBOARD SHOWING REAL-TIME RECRUITMENT STATUS AND SUCCESS





**SITES ALSO HAVE TEXT-TO-PATIENT
SO THEY RECRUIT FASTER & SMARTER**





PAY ONLY FOR ENROLLED PATIENTS

NO IRB/EC APPROVAL





STARTS IN

UNDER 24 HOURS





PATIENT
RECRUITMENT
AWARD
BEST
PATIENT FACING
TECHNOLOGY
2023

CITELINE



PATIENT
RECRUITMENT
AWARD
BEST
RECRUITMENT
TECHNOLOGY
2022

FROST & SULLIVAN

**TAP OUR 20 YEARS OF PATIENT RECRUITMENT SUCCESS
THE AWARD-WINNING GLOBAL RECRUITMENT PLATFORM**

TRIALWIRE | PAY PER ENROLLED PATIENT

