

# CLINICAL TRIAL LIAISON

**Therawis**  
Pharma | Diagnostics

## Challenges

80% of clinical trials fail to meet their initial enrolment expectations, while only about 5% of adult cancer patients are enrolled in clinical trials (Tufts Center for the study of Drug Development).

Trial complexity and trial competition has increased considerably during the past decades. Engaged and motivated investigators will usually meet or exceed their enrolment goal.

## Clinical Trial Liaison

Comparable to Medical Science Liaisons (MSLs) for marketed drugs, Clinical Trial Liaisons (CTLs) are highly trained, experienced professionals, who provide top-level communications to knowledge leaders and study sites during clinical drug development.

CTLs should be the site's contact for questions beyond the scope of the CRA and, ideally, CTLs should be the face of the sponsor across multiple trials.

CTLs will raise awareness of your trial and will keep sites motivated & engaged during study participation.

CTLs will reinforce the trial's key messages and will sincerely appreciate for the site's efforts throughout the course of the trial.

## Stakeholders

Successful enrolment in clinical trials is largely dependent on three important customers: the research subject, the clinical trial investigator and the site staff.

### Patient perspective

Key for trial success will be to reach potential trial subjects and to adequately communicate the benefit of trial participation to the patient.

**CTLs** will discuss individual strategies of patient access & identification. Key messages for patients to understand the trial will be discussed with the site staff.

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*"Personal CTL visits are important to create a peer-to-peer scientific and medical relationship with Key Opinion Leaders"*

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### Investigator perspective

Investigators need to understand all details of the eligibility criteria, the scientific background of the drug and the trial rationale.

**CTLs** will provide scientific background and mechanism of action of the drug. CTLs will also help to identify potential enrolment barriers and discuss solutions to overcome these barriers.

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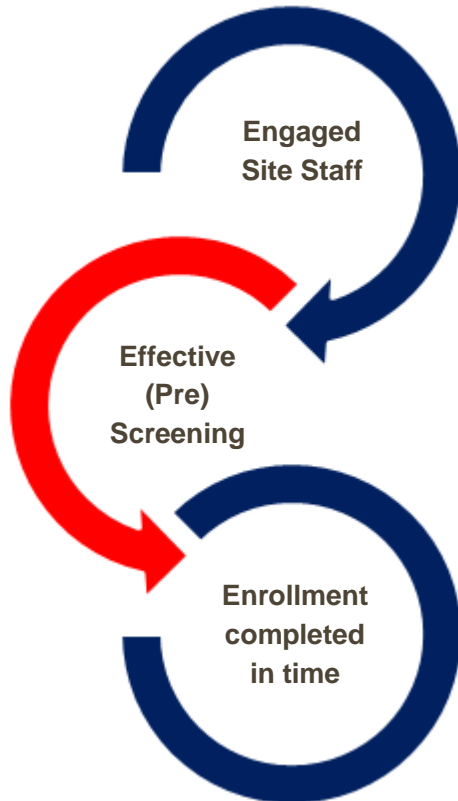
*“If engaged on a scientific level and convinced of the trial, investigators will take ownership of the success of the study”*

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### Site staff perspective

Staff resources are limited at many sites. Providing maximum support and keeping site staff lives simple should be the goal for the entire study team.

**CTLs** will have open ears for site staff suggestions and discuss solutions with the sponsor.



## Our Approach

As part of our CTL activities we:

**Develop** a site engagement plan to outline the CTL activities to keep your study sites motivated and engaged

**Discuss** site enrolment potential and strategies with the clinical site

**Identify** enrolment barriers and discuss solutions with sites and sponsor

**Provide** supporting tools and materials to sites to enhance site activities regarding patient enrolment

**Present** regular study & scientific updates during SIVs and individual CTL site visits

**Set-up** and conduct regional investigator meetings to provide updates and keep sites engaged & motivated

**Discuss** open questions during regular CTL site calls

**Arrange** trial investigators to meet with the study sponsor at national & international conferences

## About Us

Therawis Pharma GmbH is a privately held, profitable oncology-specialized company with offices located in Munich, Germany, and was founded in April 2014.

As part of the pharma business we provide European-wide support in clinical trial liaison (CTL).

We are a very experienced group of CTLs with a track record of 15 years+ for each team member. As a team we work together in the oncology area since 10 years+. All team members have experience on both sides - as sponsor and service provider.

## Contact

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