Research Opportunities and Collaborations
MUSC Quintiles Partnership

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Program Manager, Research Opportunities & Collaborations
Research Opportunities and Collaborations

Rationale

• Centralized resource at MUSC for potential industry funded research protocols

• Increase corporate clinical trial opportunities on MUSC campus, started Oct 2012
Research Opportunities and Collaborations

Approach

• Identify new clinical trial opportunities

• Pair Opportunities with MUSC Investigators

• Assist in navigating the site selection process
Identify New Clinical Trials

- Pharmaceutical and Device Companies
- Other MUSC investigators
- Contract Research Organizations (CROs)
- Quintiles Partnership
Quintiles Site Partnership

• Worldwide network of strategic site alliances to enhance timely enrolment of patients on global studies

• MUSC Partner Site Status December 2012

• Benefits to MUSC
  • Increased number of trials
  • Increased access for patients to novel medications
  • Insight into industry pipeline for key indications
  • Sharing of metrics to compare performance to others
  • Dedicated strategic site relationship manager
# Scorecard Highlights for MUSC as of 21-JAN-2014

<table>
<thead>
<tr>
<th>Sponsor</th>
<th>Protocol Number</th>
<th>PI Last Name</th>
<th>Screen</th>
<th>SFs</th>
<th>Total Enrolled</th>
<th>SIV</th>
<th>Site Status</th>
<th>Enrollment Factor</th>
<th>Therapeutic Area</th>
<th>Indication</th>
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<tr>
<td>Millennium</td>
<td>2</td>
<td>1</td>
<td>1</td>
<td></td>
<td>29-Jun-12</td>
<td></td>
<td>Enrollment Open</td>
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<td>Johnson &amp; Johnson</td>
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<td>4</td>
<td>125</td>
<td></td>
<td>31-Aug-05</td>
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<td>Vertex</td>
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<td>5</td>
<td>20-Mar-12</td>
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<tr>
<td>Vertex</td>
<td>4</td>
<td>2</td>
<td>2</td>
<td>18-Jun-12</td>
<td>Maintenance</td>
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<tr>
<td>Genentech</td>
<td>3</td>
<td>2</td>
<td>1</td>
<td>21-Dec-12</td>
<td>Maintenance</td>
<td>67%</td>
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<tr>
<td>Human Genome Sciences</td>
<td>5</td>
<td>3</td>
<td>2</td>
<td>19-Dec-12</td>
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<tr>
<td>Vertex</td>
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<td>06-Aug-12</td>
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<td>333%</td>
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<td>06-Jun-13</td>
<td>Enrollment Open</td>
<td>0%</td>
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</tbody>
</table>
Pair Opportunities

• Research interests of MUSC PIs

• Study team contacts

• Research support infrastructure
Collaborations

- Protocols across the College of Medicine
- All phases of clinical trials
Site Selection Assistance

• Based on needs of PI/research team

• Services include:
  – Confidentiality Disclosure Agreement (CDA)
  – Feasibility assessment
  – Site selection visit
  – Budget development and negotiation
  – Clinical Trial Agreement (CTA)
  – Research needs assessment

• Periodic post award communication
Results

- 252 MUSC PI contacts
- 253 industry contacts, 165 different sponsors

Potential Revenue Oct 2012 - Dec 2013

- Awarded = 15
  - $4,464,846

- Projected Awards* = 11
  - $910,419

- Total = 26
  - $5,375,265

*Site selected, contract not yet executed
Questions?

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