

Akta Medika
Research Department

February, 2013

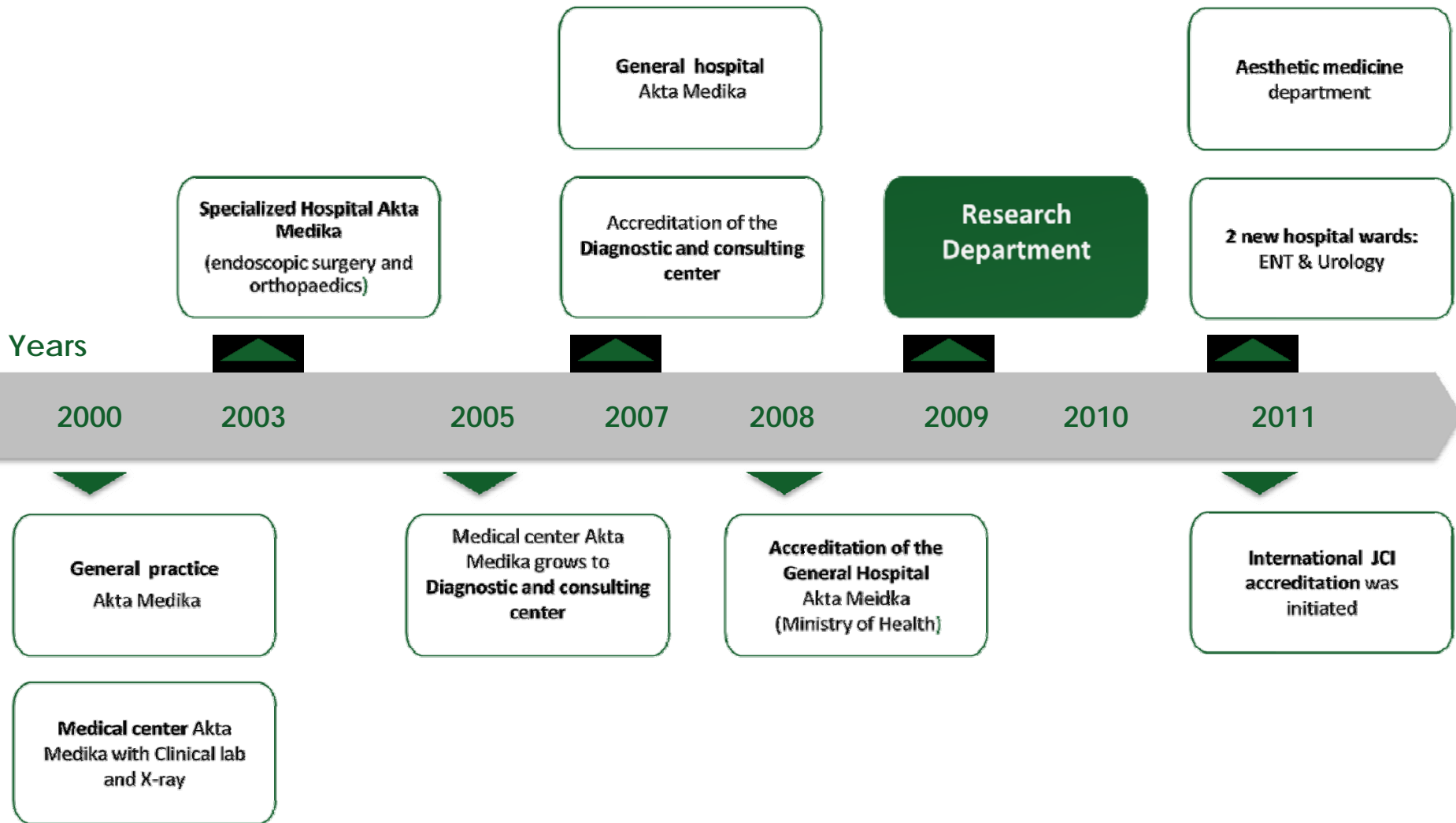
Miami | USA

Fourth Annual SCOPE Summit

Patient recruitment and retention in a Private
Hospital in Europe

Boris Nikolov MD, Research Manager

Akta Medika Group - Short Story



The patient care service

Akta Medika delivers ambulatory and inpatient medical services to a broad range of patients

- General Practice takes care of around 16,500 patients with 8 physicians

- Specialist medical center with 35 specialists with around 30,000 visits per year

Referral center for GP and specialists from nearby practices from areas with 800,000 people in central Bulgaria

- General Hospital with wards in Surgery(Gynecology, Urology, Abdominal Surgery), Internal Medicine, Pediatrics

Medical Expertise

Akta Medika has a wide range of specialist on staff

- Surgery
- Orthopedics and Traumatology
- Obstetrics and Gynecology
- Rheumatology
- General Medicine
- Urology
- Pediatrics
- Family Medicine
- Ophthalmology
- Internal Medicine

- Endocrinology
- Cardiology
- Physiotherapy
- Pulmonology
- Nephrology
- Clinical Pharmacology
- Dermatology
- ENT
- Psychiatry
- Clinical laboratory
- Radiology

The patient care service

Akta Medika Research USA

- Family Medicine office with 1500 patients, Mario Coto MD
- Pain Management Clinic operated by an Internal Medicine Physician – Dr Jeffrey Kamlet MD with specialty in Pain Medicine, Addiction Medicine
 - Office of Adolescent Psychiatrist
 - Office of Pediatrics
- Site management services – our Clinical Trial Coordinators perform clinical trial related services and duties at above offices and clinics.

Our Experience

- Founded 2009
- Successful enrollment and completion of patients in 29 international randomized industry sponsored clinical trials with leading positions in patient recruitment
- Ongoing 17 trials with good patient compliance
- Trials in rheumatology, endocrinology, pulmonology, urogynecology, dermatology, cardiology, gastroenterology, ophthalmology, surgery, neurology, pediatrics and psychiatry
- Access to emergency care 24/7
- Established referral network
- Experience in phase I, II, III and IV

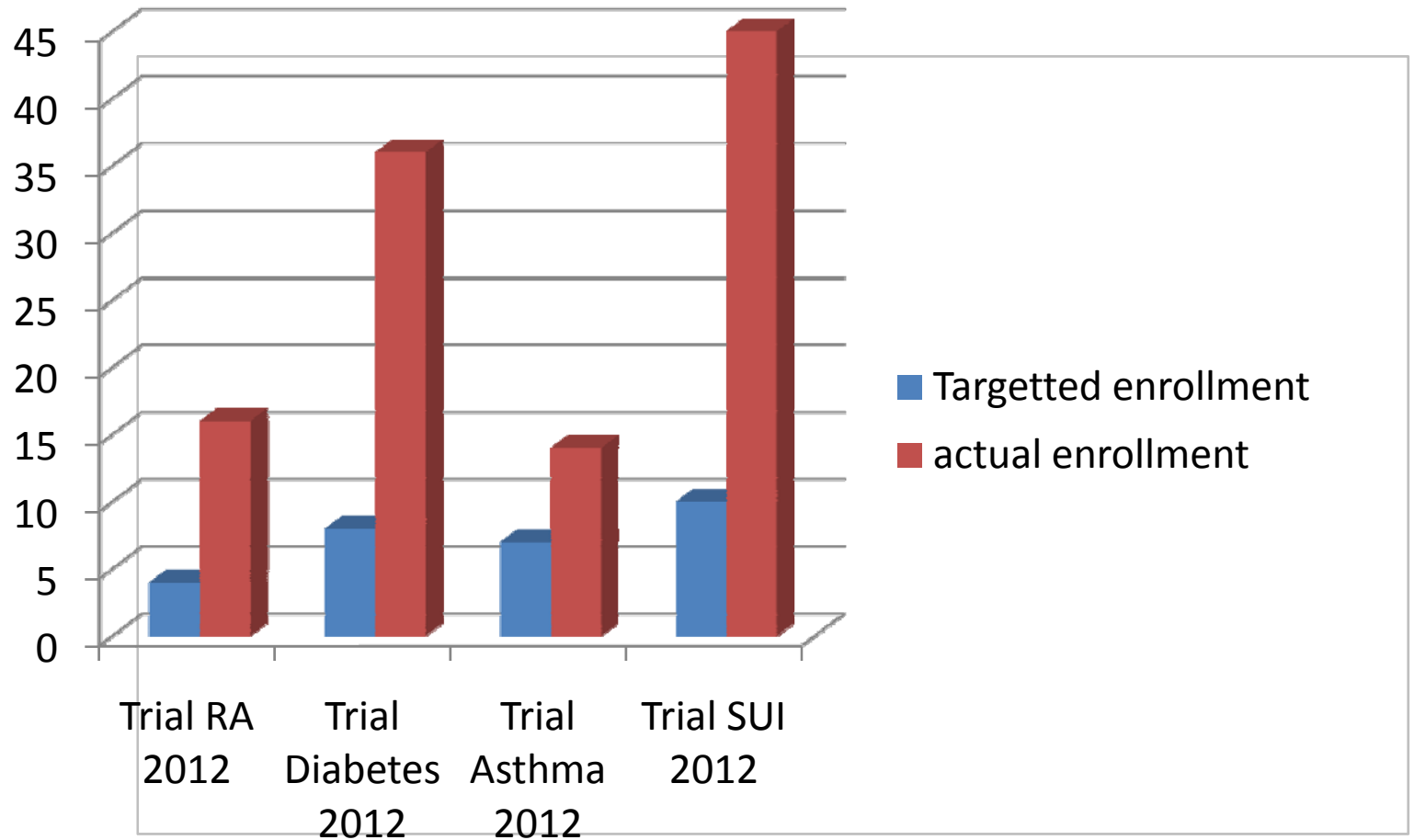
Patient enrollment

- Protocol review
- Chart analysis by assigned coordinator
- Presentation of requirements for trial eligible patients on staff meeting to MD's
- Distribution of written description of trial requirements of eligible patients to medical staff
- Organizing meetings with other general practices in town describing the eligible patient population
- Contacting Established referral network of specialists
- Free clinics of patients with this disease, including free lab analysis

Patient enrollment..2

- Clinical trials promotion in local media, what is a clinical trial?
- Using site support materials provided by Sponsor
- Patient motivation for participation in trial – travel reimbursement, food vouchers, access to new treatments, better health care, more easily accessible
- inclusion in our “Akta Medika VIP Card” – gives the patient access to our facilities 24/7, with priority, no copay, faster specialists appointments, participation in education medical lectures, access to professor consultations from leading medical university, discounted Rx card in local pharmacy on site, medication delivery, supplies availability

Patient enrollment-examples

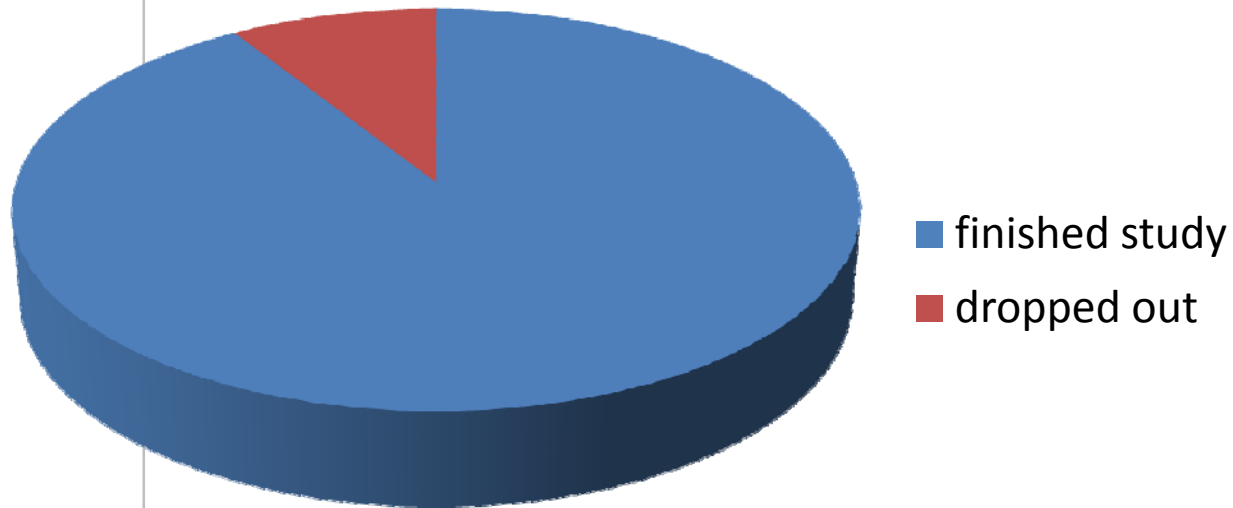


Patient retention

- Very connected to recruitment/enrollment
- Frequent phone calls by study coordinator to “check on patient”
- Free basic medication
- Transportation compensation
- Reminder of next visit by phone call or post card
- Patient education lectures
- Help with family members medical needs
- Personal direct contact with research staff

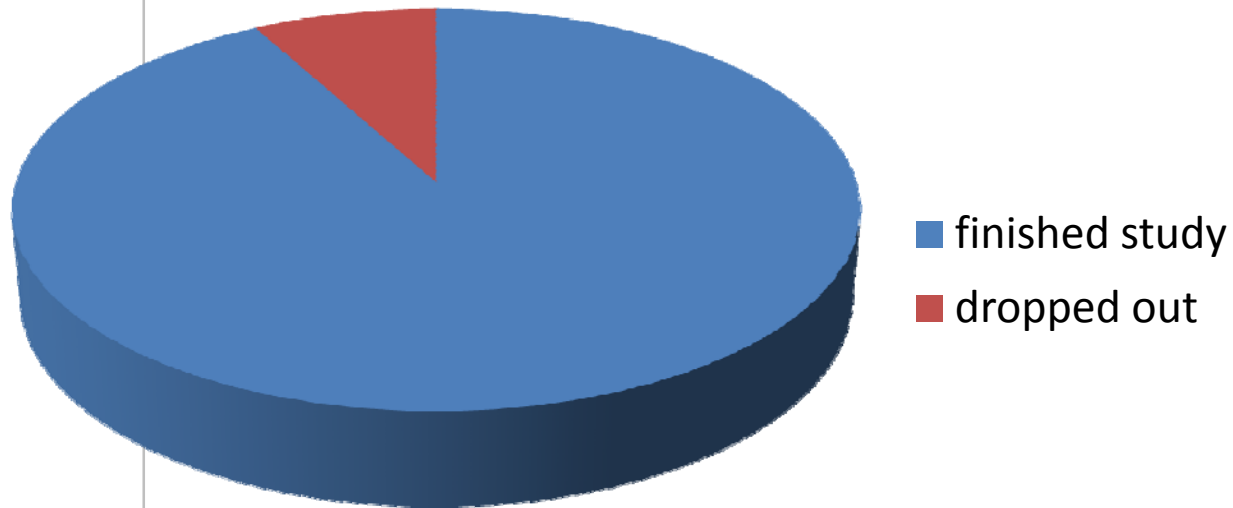
Patient retention

Retention patients in SUI trial



Patient retention

Retention patients in Diabetes type2 trial



Thank you! Questions?

CONTACTS

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