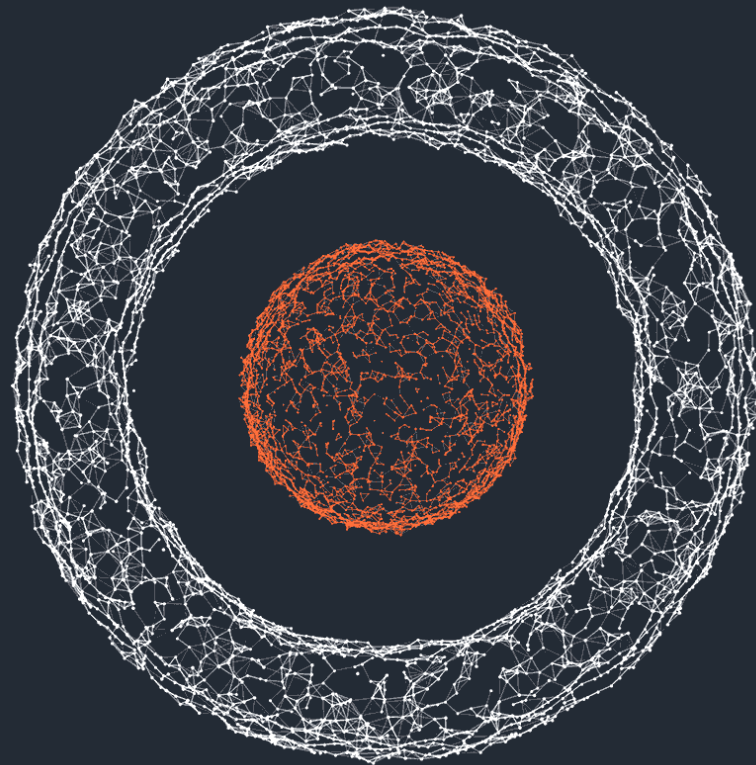


Innovative Training Strategies



Dave Hadden

Chief Game Changer, Founder and
Head of Innovation Pro-ficiency





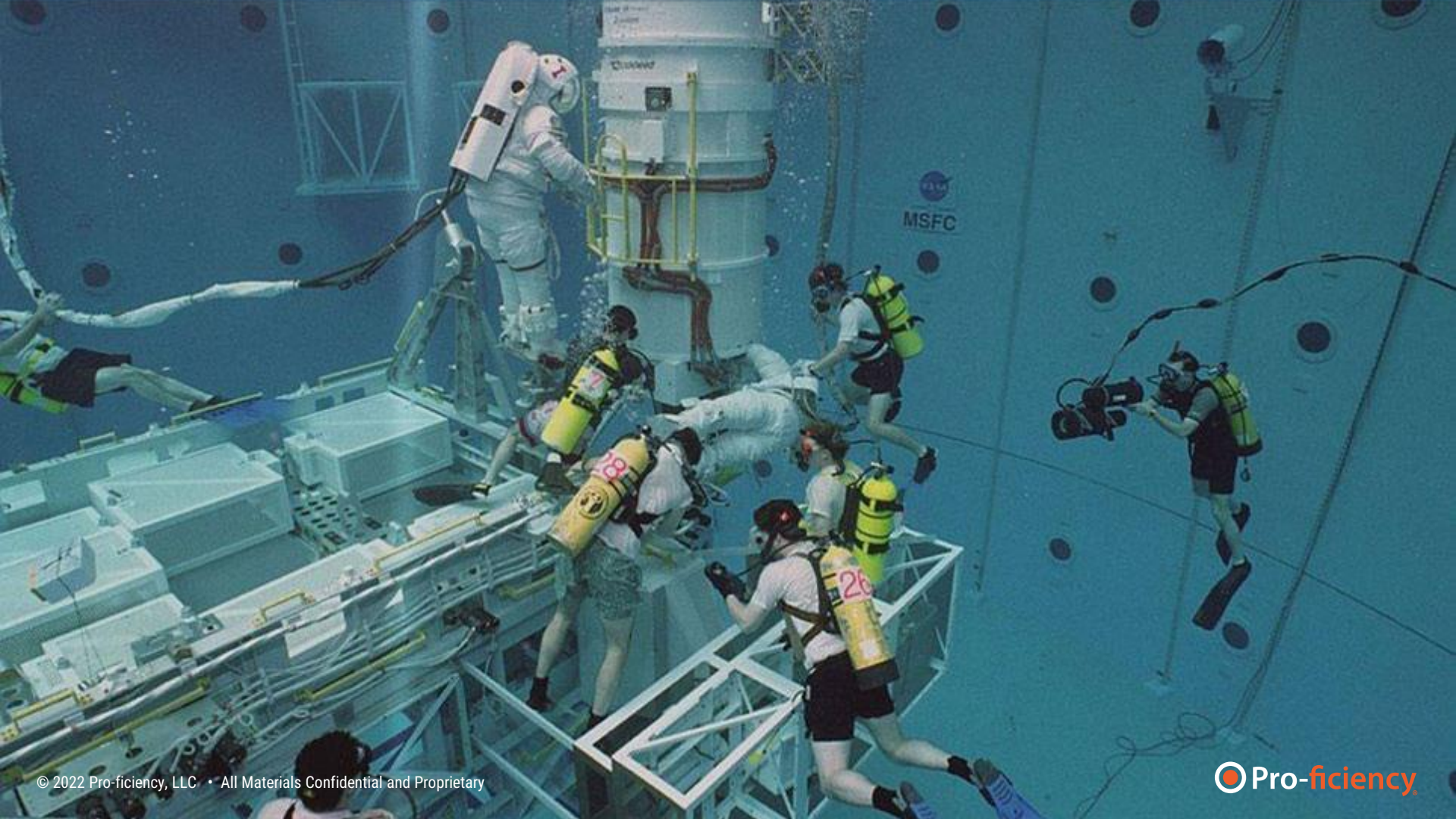
Miracle on the Hudson



Not a Miracle at All - Good Training









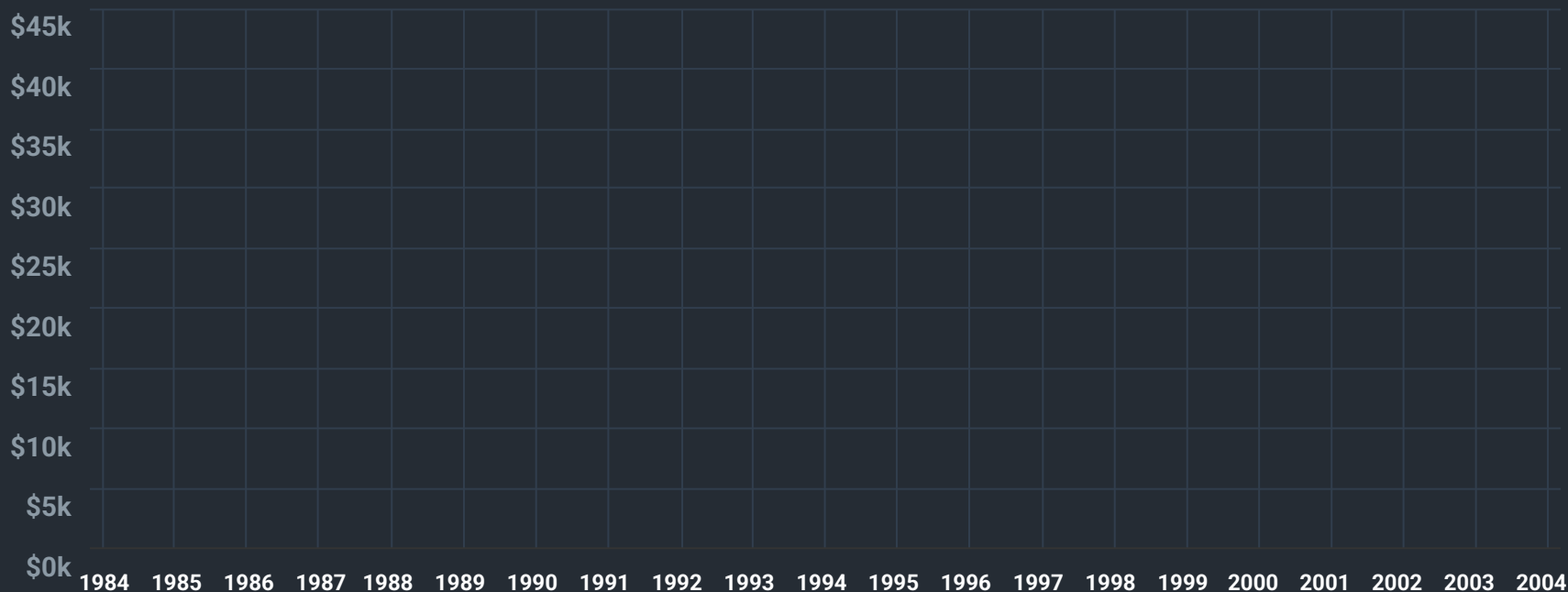




Anesthesia Practice Risk

A Safety Story in Premium History

Annual Premium \$ in 2004 Dollars





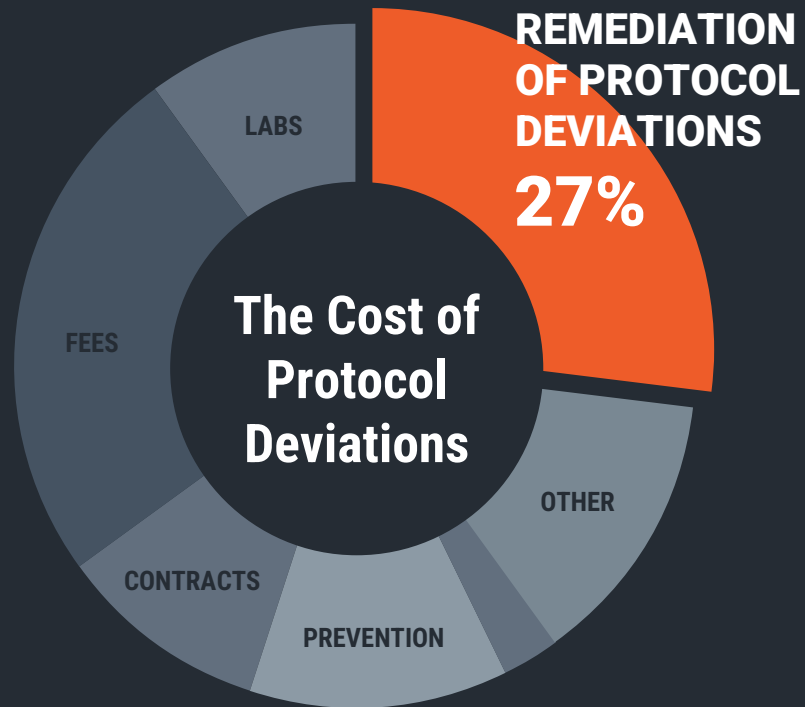
Inc.

PRODUCTIVITY

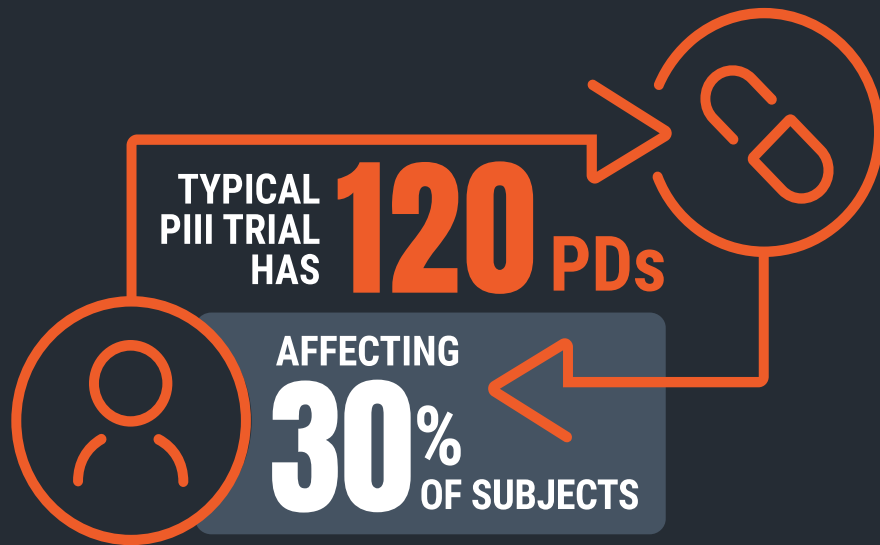
Harvard Just Discovered That PowerPoint Is Worse Than Useless Intuitively, anecdotally, and scientifically, PowerPoint may be the worst business tool ever created.

Aug 9, 2019

Embedded Risk

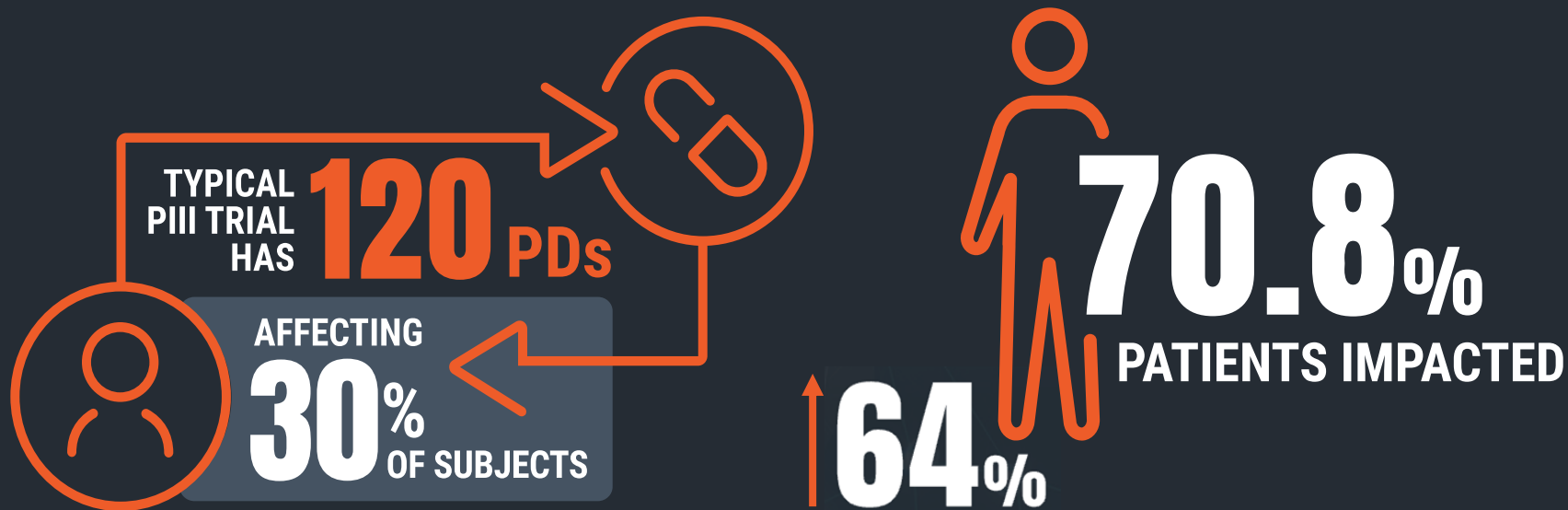


Protocol Deviation Crisis



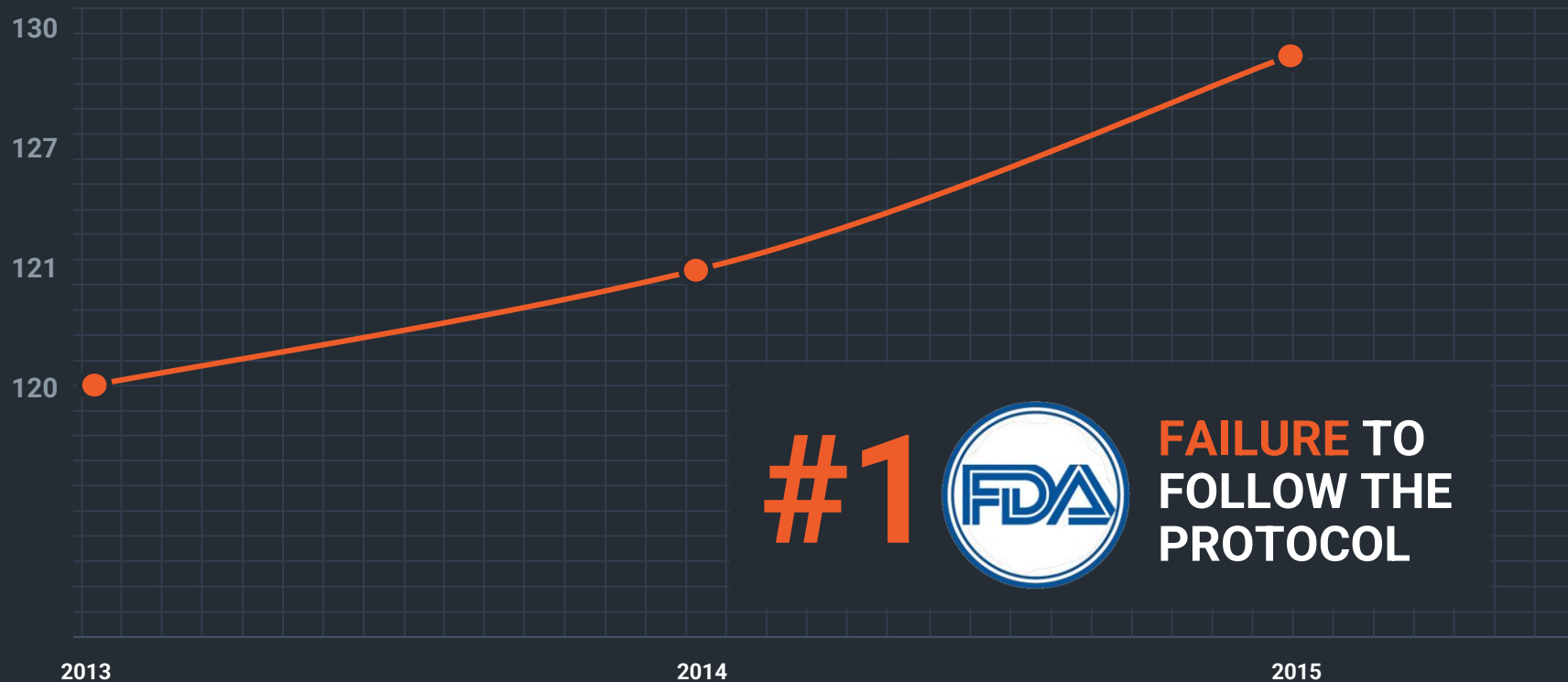
n = 187 Source: Tufts Center for the Study of Drug Development

Large Outsourced Studies



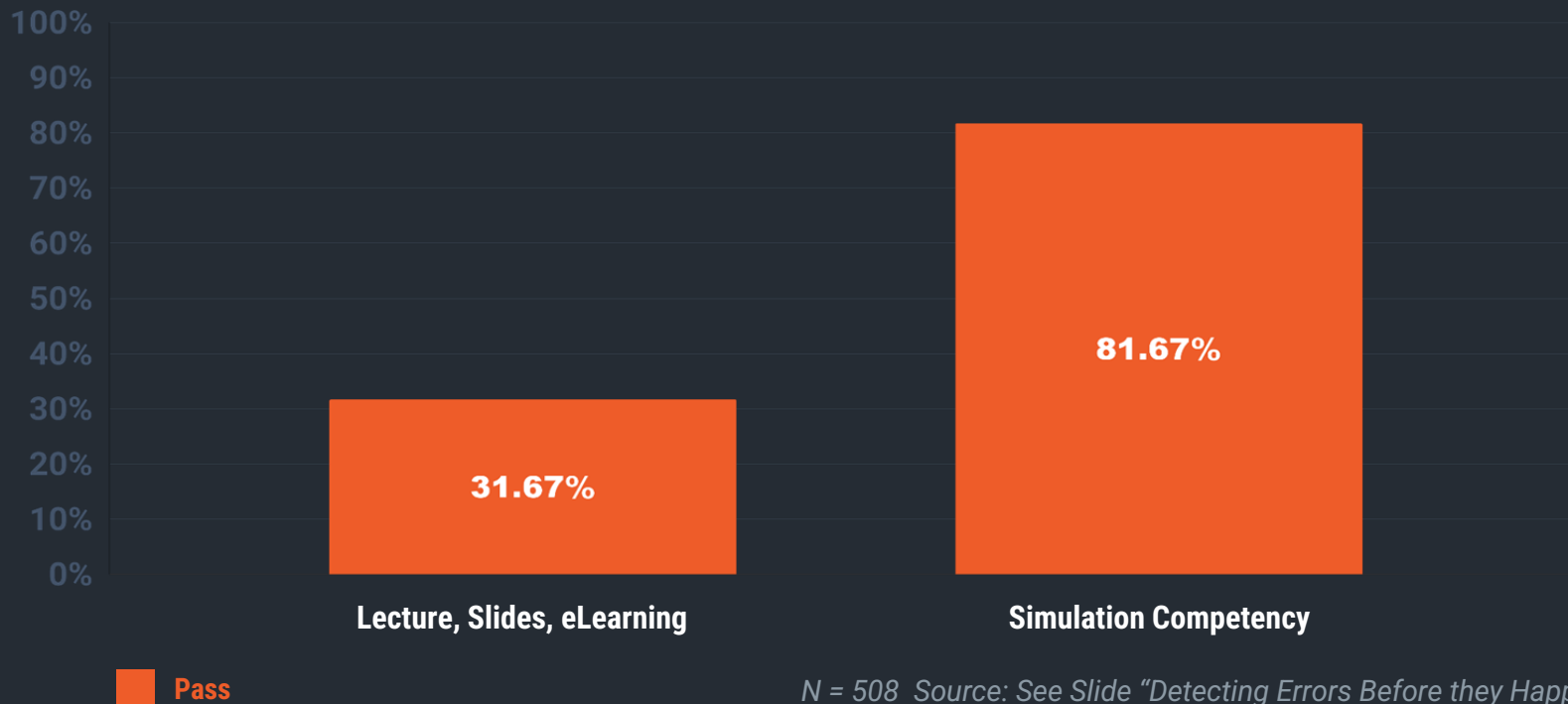
n = 187 Source: Tufts Center for the Study of Drug Development

Protocol Deviations Over Time



Simulation vs. Slides/Lecture

Meetings are valuable but they don't create competency



The difference between recall and simulation training



Kirkpatrick 2 vs Kirkpatrick 3/4

Eligible subjects must have experienced a previous MDD episode lasting more than 10 weeks, treated but not with the study drug, and currently be taking 2 protocol defined ADMs for a current episode of MDD, and the subject must be experiencing treatment failure as defined by a <40% reduction in symptoms according to ATRQ with a minimum treatment period of 8 weeks.

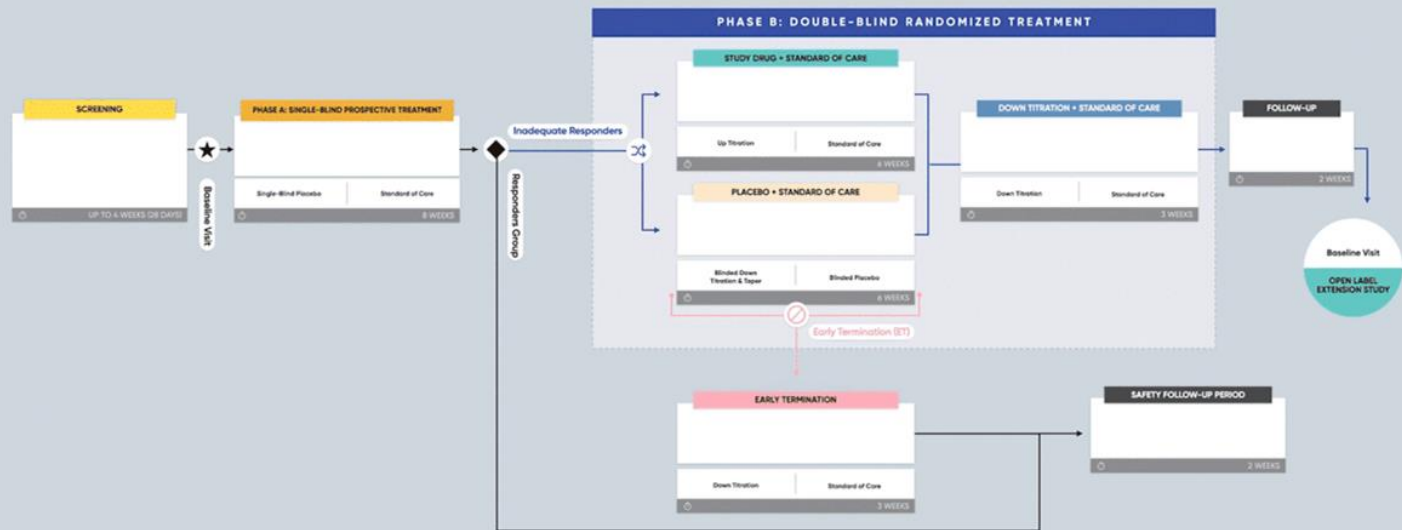
The difference between recall and simulation training



Kirkpatrick 2 vs Kirkpatrick 3/4

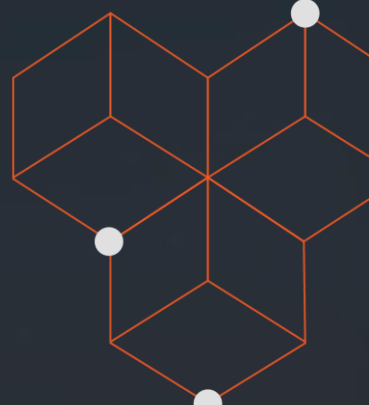
Eligible subjects must have experienced a **previous MDD** episode lasting more than **10 weeks** and **currently be taking 2 ADM** for a **current episode of MDD**, while taking at least **2 protocol defined ADM**, and the subject must be experiencing treatment **failure** as defined by **<40%** reduction in symptoms according to **ATRQ** with a minimum treatment period of **8 weeks**.




Pro-Active Protocol



	SCREENING				PHASE A: SINGLE-BLIND PROSPECTIVE TREATMENT								TREATMENT PERIOD						DOWN TITRATION + SOC			SAFETY FOLLOW-UP	
Visit	☆		☆		★	☆	☆	☆		☆		☆	☆	☆	☆	☆	☆	☉	☉	☉		☎	
Week	-4	-3	-2	-1	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19

The Simulation Approach



**Patient Chart**




Current Conditions/Tx:

- MDD: Duration 7 weeks treated with Olanzapine + fluoxetine
- Sx reduction (ATRQ): 45%
- Psychotherapy twice a month

Medical History:

- MINI Confirmed PTSD (CAPS-5=38)
- Onset of PTSD symptom: 2010
- MDD: Duration of episode: 12 weeks. Treated with Citalopram Hcl - 50 mg/day

Yes, No, Why?

**Patient Chart**




Current Conditions/Tx:

- MDD: Duration 7 weeks treated with Venlafaxine XR - 225 mg/day
- Sx reduction (ATRQ): 15%
- Psychotherapy once per week

Medical History:

- Diabetes
- MDD: Duration of episode: 12 weeks. Treated with Pipofezine and Citalopram hydrobromide

Yes, No, Why?

**Patient Chart**




Current Conditions/Tx:

- MDD: Duration 11 weeks treated with Sertraline (Zoloft) (100 mg)
- Sx reduction (ATRQ): 55%
- Psychotherapy twice per month

Medical History:

- Post menopausal symptoms / hot flashes
- MDD: Duration of episode: 12 weeks. Treated with Paroxetine Hcl - 50 mg/day

Yes, No, Why?

**Patient Chart**

Current Conditions/Tx:

- MDD: Duration 4 weeks treated with fluoxetine capsules 40 mg/day
- Escitalopram, 20 mg/day
- Sx reduction (ATRQ): 5%
- Ibuprofen - 600mg/day as needed for Endometrial pain

Medical History

- MDD: Duration of episode: 10 weeks. Treated with Aripiprazole

Yes, No, Why?



Real Intelligence

Data That Drives Decisions



Critical Decision Heatmap



Programs

[Back to my agenda](#)

Simulation:

The AIM Sample Study - Protocol Training

[Managed programs](#) > Program dashboard

HEAT MAP REPORT

[Show Analytics Options](#) [Show User Filter Options](#)

Metrics

Uncategorized metrics

1/1 Primary Indication of the Study

3/2 Secondary IC

2/3 Secondary IC

2/2 Exclusion Criteria

2/2 Exclusion Criteria

3/3 Primary IC

AE Handling/Reporting

AE Handling/Reporting

3/3 Procedure

3/2 Procedure

3/2 Procedure

Predictive Analytics



Programs

[Back to my agenda](#)

Simulation:

The AIM Sample Study - Protocol Training

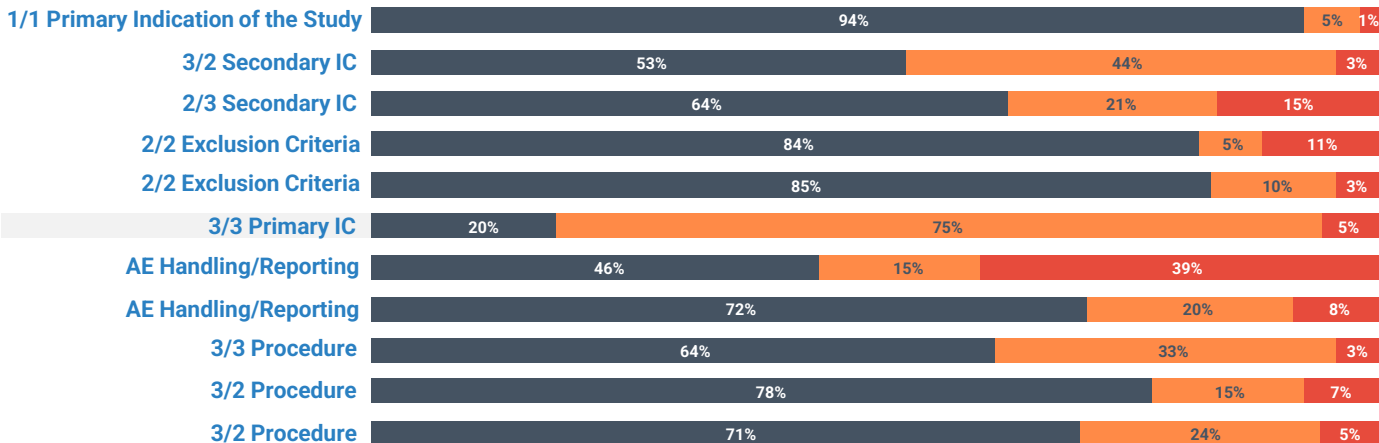
[Managed programs](#) > Program dashboard

HEAT MAP REPORT

[Show Analytics Options](#) [Show User Filter Options](#)

Metrics

Uncategorized metrics



Predictive Analytics



Programs

[Back to my agenda](#)

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The AIM Sample Study - Protocol Training

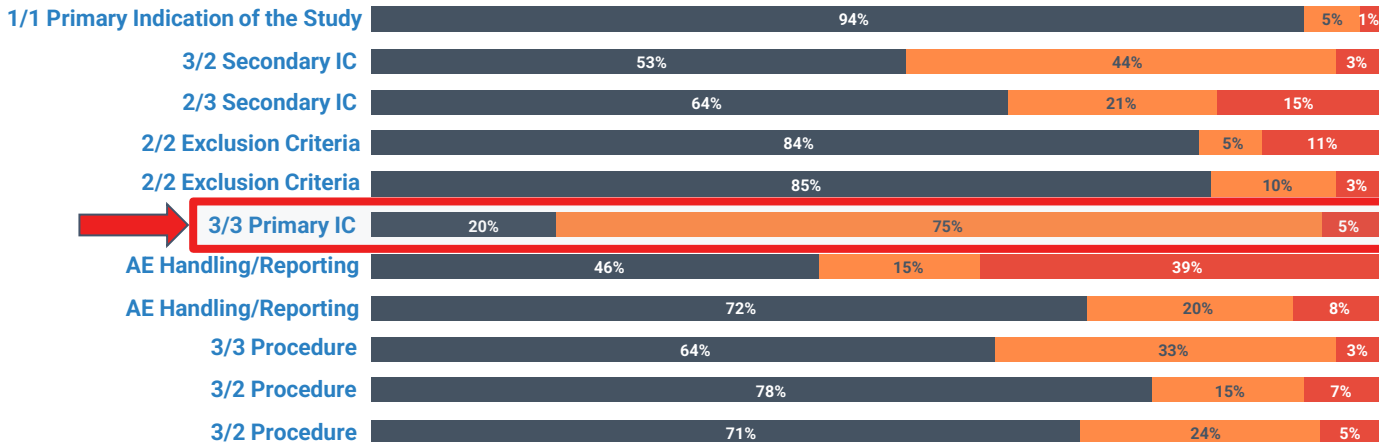
[Managed programs](#) > Program dashboard

HEAT MAP REPORT

[Show Analytics Options](#) [Show User Filter Options](#)

Metrics

Uncategorized metrics



Detecting Errors Before they Happen

		005	010	015	020	025	030	035	042	043	045	050	055	060	065	105	110	115	120	125	130	135	140	145	155	160	165	175	180	185	190	
Role		INCLUSION			EXCLUSION			DOSING			ASSESSMENTS			RESTRICTED MEDS																		
Site Principal Investigator	✔️	❌	✔️	❌	✔️	❌	✔️	⚠️	✔️	✔️	❌	✔️	⚠️	⚠️	❌	⚠️	✔️	❌	✔️	⚠️	✔️	⚠️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	
Site Principal Investigator	✔️	⚠️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	❌	✔️	⚠️	✔️	❌	✔️	✔️	⚠️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	⚠️	⚠️	⚠️	✔️	✔️	✔️	✔️
Site Sub Investigator	✔️	✔️	⚠️	✔️	✔️	✔️	✔️	❌	✔️	✔️	⚠️	✔️	⚠️	✔️	❌	✔️	✔️	❌	✔️	✔️	✔️	✔️	✔️	✔️	✔️	⚠️	✔️	✔️	✔️	✔️	✔️	✔️
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Site Principal Investigator	✔️	⚠️	⚠️	❌	❌	⚠️	⚠️	❌	⚠️	❌	❌	❌	❌	❌	❌	❌	❌	⚠️	❌	⚠️	❌	❌	⚠️	❌	❌	❌	❌	✔️	❌	❌	⚠️	✔️
Site Sub Investigator	✔️	⚠️	⚠️	⚠️	✔️	⚠️	✔️	❌	⚠️	❌	❌	❌	✔️	❌	❌	❌	❌	✔️	❌	⚠️	❌	❌	⚠️	❌	❌	❌	❌	❌	❌	❌	⚠️	❌
Site Study Coordinator	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	❌	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	✔️	⚠️	✔️	✔️	✔️	✔️	✔️	✔️
Site Study Coordinator	✔️	❌	❌	⚠️	❌	❌	❌	❌	✔️	❌	⚠️	❌	❌	❌	⚠️	✔️	❌	⚠️	⚠️	✔️	⚠️	❌	⚠️	⚠️	❌	⚠️	✔️	✔️	⚠️	❌	⚠️	⚠️
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Detecting Errors Before they Happen

Role	005	010	015	020	025	030	035	042	043	045	050	055	060	065	105	110	115	120	125	130	135	140	145	155	160	165	175	180	185	190
	INCLUSION					EXCLUSION					DOSING					ASSESSMENTS					RESTRICTED MEDS									
Site Principal Investigator	✖	✔	✖	✔	✖	✔	⚠	✔	✔	✖	✔	⚠	⚠	✖	⚠	✔	✖	✔	⚠	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔
Site Principal Investigator	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✖	✔	⚠	✔	✖	✔		⚠	✔	✔	✔	✔	✔	✔	✔	⚠	⚠	⚠	✔	✔	✔
Site Sub Investigator	✔	⚠	✔	✔	✔		✖	✔		⚠	✔	⚠	✔	✖		✔	✖		✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔
Site Sub Investigator	✔	✔	✔	✔	✔	✖	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔		⚠	✔	✔
Site Sub Investigator	✔	⚠	✔	✔	✔	✔	✖	✔		⚠	✔	⚠	✔	✖	✔		✖	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔
Site Sub Investigator	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✖		✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	⚠	✔
Site Principal Investigator	✔	⚠	⚠	✖	✖	⚠	⚠	✖	⚠	✖	✖	✖	✖	✖	✖	✖	⚠	✖	⚠	✖	✖	⚠	✖	✖	✖	✔	✖	✖	⚠	✔
Site Sub Investigator	✔	⚠	⚠	⚠	✔	⚠	✔	✖	⚠	✖	✖	✔	✖	✖	✖	✖	✔	✖	⚠	✖	✖	⚠	✖	✖	✖	✖	✖	✖	✖	✖
Site Study Coordinator	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✖	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔
Site Study Coordinator	✔	✖	✖	⚠	✖	✖	✖	✔	✖	⚠	✖	✖	✖	⚠	✔	✖	⚠	⚠	✔	⚠	✖	⚠	⚠	✖	⚠	✔	⚠	✔	✖	⚠
Site Study Coordinator	✔	⚠	✖	✖	✔	✖	✖	✖	⚠	✔	⚠	✖	⚠	✖	✔	⚠	⚠	✖	✖	✖	✔	✖	⚠	✖	⚠	✖	✖	⚠	✖	⚠
Site Sub Investigator	✔	✖	✖	✖	✖	✖	✖	⚠	⚠	✖	✖	✖	✖	✖	✖	✖	✖	⚠	✖	✖	✖	✖	✖	✖	✖	✖	⚠	✖	⚠	✔
Site Study Coordinator	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✖	✔	⚠	⚠	✔	✔
Site Sub Investigator	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✖		⚠					⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
Site Study Coordinator	✔	✔	✔	✔	✔		⚠		✔	✔	✔	✔	✔	⚠		✔		✔	✔	✔	✔	✔	✔		⚠	✔	✔	✔	✔	✔
Site Principal Investigator	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔			✖	✔	✔	⚠		✔	✔	✔	✔	✔	✔	✔		✖
Site Study Coordinator	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
Site Sub Investigator	✔	✔	✔	✔	✔		⚠		✔	✔	✔	✔	✔		✔	✔	✔	✔	✔	✔	✔	✔	✔		⚠	✔	✔	✔		⚠
Site Principal Investigator	✔	✔	✔	✔		✖	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔		⚠	✔	✔	✔

Detecting Errors Before they Happen

	005	010	015	020	025	030	035	042	043	045	050	055	060	065	105	110	115	120	125	130	135	140	145	155	160	165	175	180	185	190
Role	INCLUSION					EXCLUSION					DOSING					ASSESSMENTS					RESTRICTED MEDS									
Site Principal Investigator	✗	✓	✗	✓	✗	✓	⚠	✓	✓	✗	✓	⚠	⚠	✗	⚠	✓	✗	✓	⚠	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Site Principal Investigator	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	⚠	✗	✗	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	⚠	⚠	⚠	✓	✓	✓
Site Sub Investigator	✓	⚠	✓	✓	✓	✓	✗	✓	✓	⚠	✓	⚠	✓	✗	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓
Site Sub Investigator	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓
Site Sub Investigator	✓	⚠	✓	✓	✓	✓	✗	✓	✓	⚠	✓	⚠	✓	✗	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓
Site Sub Investigator	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	⚠	✓
Site Principal Investigator	⚠	⚠	✗	✗	⚠	⚠	✗	⚠	✗	✗	✗	✗	✗	✗	✗	✗	⚠	✗	⚠	✗	✗	⚠	✗	✗	✗	✗	✗	✗	✗	⚠
Site Sub Investigator	⚠	⚠	⚠	✓	⚠	✓	✗	⚠	✗	✗	✗	✓	✗	✗	✗	✗	✓	✗	⚠	✗	✗	⚠	✗	✗	✗	✗	✗	✗	✗	⚠
Site Study Coordinator	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓
Site Study Coordinator	✗	✗	⚠	✗	✗	✗	✗	✓	✗	⚠	✗	✗	✗	⚠	✓	✗	⚠	⚠	✓	⚠	✗	⚠	⚠	✗	⚠	✓	⚠	✓	✗	⚠
Site Study Coordinator	⚠	✗	✗	✓	✗	✗	✗	⚠	✓	⚠	✗	⚠	✗	✓	⚠	⚠	✗	✗	✗	✓	⚠	✗	⚠	✗	✗	✗	⚠	✗	✗	✗
Site Sub Investigator	✗	✗	✗	✗	✗	✗	✗	⚠	⚠	✗	✗	✗	✗	✗	✗	✗	✗	⚠	✗	✗	✗	✗	✗	✗	✗	⚠	✗	⚠	✓	✗
Site Study Coordinator	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	⚠	⚠	✓	✓
Site Sub Investigator	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	⚠	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Site Study Coordinator	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓
Site Principal Investigator	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓
Site Study Coordinator	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Site Sub Investigator	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	⚠
Site Principal Investigator	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓

Detecting Errors Before they Happen

	005	010	015	020	025	030	035	042	043	045	050	055	060	065	105	110	115	120	125	130	135	140	145	155	160	165	175	180	185	190
Role	INCLUSION					EXCLUSION					DOSING					ASSESSMENTS					RESTRICTED MEDS									
Site Principal Investigator	✗	✓	✗	✓	✗	✓	⚠	✓	✓	✗	✓	⚠	⚠	✗	⚠	✓	✗	✓	⚠	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Site Principal Investigator	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	⚠	⚠	✗	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	⚠	⚠	⚠	✓	✓	✓
Site Sub Investigator	✓	⚠	✓	✓	✓	✓	✗	✓	✓	⚠	✓	⚠	✓	✗	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓
Site Sub Investigator	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓
Site Sub Investigator	✓	⚠	✓	✓	✓	✓	✗	✓	✓	⚠	✓	⚠	✓	✗	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓
Site Sub Investigator	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	⚠
Site Principal Investigator	⚠	⚠	✗	✗	⚠	⚠	✗	⚠	✗	✗	✗	✗	✗	✗	✗	✗	⚠	✗	⚠	✗	✗	⚠	✗	✗	✗	✗	✗	✗	✗	⚠
Site Sub Investigator	⚠	⚠	⚠	✓	⚠	✓	✗	⚠	✗	✗	✗	✓	✗	✗	✗	✗	✓	✗	⚠	✗	✗	⚠	✗	✗	✗	✗	✗	✗	✗	⚠
Site Study Coordinator	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓
Site Study Coordinator	✗	✗	⚠	✗	✗	✗	✗	✓	✗	⚠	✗	✗	✗	⚠	✓	✗	⚠	⚠	✓	⚠	✗	⚠	⚠	✗	⚠	✓	⚠	✓	✗	⚠
Site Study Coordinator	⚠	✗	✗	✓	✗	✗	✗	⚠	✓	⚠	✗	⚠	✗	✓	⚠	⚠	✗	✗	✗	✓	✗	⚠	✗	⚠	✗	✗	✗	⚠	✗	✗
Site Sub Investigator	✗	✗	✗	✗	✗	✗	⚠	⚠	✗	✗	✗	✗	✗	✗	✗	✗	✗	⚠	✗	✗	✗	✗	✗	✗	✗	✗	✗	⚠	✓	✗
Site Study Coordinator	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	⚠	⚠	✓	✓
Site Sub Investigator	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	⚠	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Site Study Coordinator	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓
Site Principal Investigator	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✗	✓
Site Study Coordinator	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Site Sub Investigator	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	⚠
Site Principal Investigator	✓	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	⚠	✓	✓	✓

Detecting Errors Before they Happen

Role	005	010	015	020	025	030	035	042	043	045	050	055	060	065	105	110	115	120	125	130	135	140	145	155	160	165	175	180	185	190
	INCLUSION					EXCLUSION					DOSING				ASSESSMENTS					RESTRICTED MEDS										
Site Principal Investigator	✖	✔	✖	✔	✖	✔	⚠	✔	✔	✖	✔	⚠	⚠	✖	⚠	✔	✖	✔	⚠	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔
Site Principal Investigator	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✖	✔	⚠	✔	✖	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	⚠	⚠	⚠	✔	✔	✔
Site Sub Investigator	✔	⚠	✔	✔	✔	✔	✖	✔	✔	⚠	✔	⚠	✔	✖	✔	✔	✖	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔
Site Sub Investigator	✔	✔	✔	✔	✔	✖	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔
Site Sub Investigator	✔	⚠	✔	✔	✔	✔	✖	✔	✔	⚠	✔	⚠	✔	✖	✔	✔	✖	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔
Site Sub Investigator	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✖	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	⚠	✔
Site Principal Investigator	✔	⚠	⚠	✖	✖	⚠	⚠	✖	⚠	✖	✖	✖	✖	✖	✖	✖	✖	⚠	✖	⚠	✖	✖	⚠	✖	✖	✖	✔	✖	✖	⚠
Site Sub Investigator	✔	⚠	⚠	⚠	✔	⚠	✔	✖	⚠	✖	✖	✖	✔	✖	✖	✖	✔	✔	⚠	✖	✖	⚠	✖	✖	✖	✖	✖	✖	✖	⚠
Site Study Coordinator	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✖	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔
Site Study Coordinator	✔	✖	✖	⚠	✖	✖	✖	✔	✖	⚠	✖	✖	✖	⚠	✔	✔	⚠	⚠	✔	⚠	✖	⚠	⚠	✖	⚠	✔	⚠	✔	✖	⚠
Site Study Coordinator	✔	⚠	✖	✖	✔	✖	✖	⚠	✔	⚠	✖	⚠	✖	✔	✔	⚠	⚠	✖	✖	✔	✖	⚠	✖	⚠	✖	✖	⚠	✖	⚠	✖
Site Sub Investigator	✔	✖	✖	✖	✖	✖	✖	⚠	⚠	✖	✖	✖	✖	✖	✖	✖	✖	✖	⚠	✖	✖	✖	✖	✖	✖	✖	⚠	✖	⚠	✔
Site Study Coordinator	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✖	✔	⚠	⚠	✔	✔
Site Sub Investigator	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✖	✔	⚠	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
Site Study Coordinator	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔
Site Principal Investigator	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✖	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
Site Study Coordinator	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔
Site Sub Investigator	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	⚠
Site Principal Investigator	✔	✔	✔	✔	✔	✖	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	✔	⚠	✔	✔	✔

Sticky Behavioral Effects

✗	✓
✓	✓
✗	✓
⚠	✓
⚠	✓
✓	✓
⚠	✓
⚠	✓
✗	✓
⚠	✓
⚠	⚠
✗	✓
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✗	✓
⚠	✓
✗	✓
⚠	✓
⚠	✓
✓	✓
⚠	✓
⚠	✓
✗	✓

Validated Outcomes

**Protocol Optimization
Amendment Avoidance:**

\$1,070,000 + delays

**Remote SIV. 100 sites @
4,000/site**

\$400,000

**PD reduction, target monitoring,
reduce training burden on sites and
staff, improve safety**

ROI

$$\frac{(\$1070,000 + \$400,000) - \$175,000}{\$175,000} \times 100 = 740\%$$



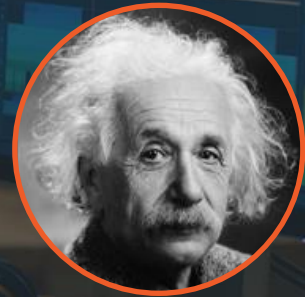
100%

Sponsor Retention

And Sites Love It



“Learning is an experience, everything else is just information”



AN ANDROCLESIAN OPPORTUNITY

Our industry is **crucial**
to humanity's success
and we have a **vital**
opportunity to improve its
fundamental processes.



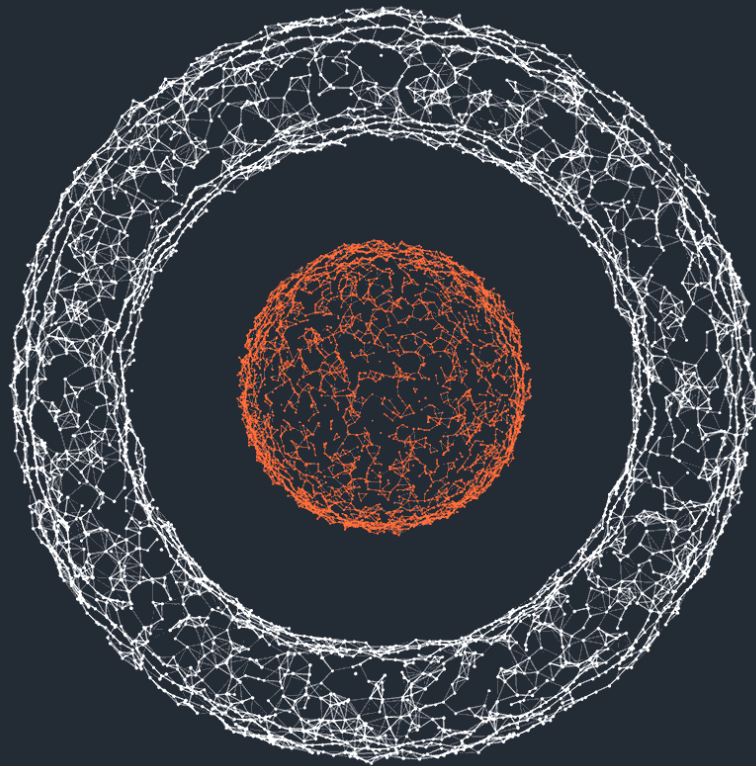


Thank You



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