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AI-POWERED SITE SELECTION

Patient recruitment in a nutshell

80% OF TRIALS FAIL TO MEET
ENROLLMENT TIMELINES

Sites remain the bottleneck

30% OF SITES DO NOT
RECRUIT A SINGLE PATIENT

Identifying the right sites is hard



Our platform helps teams address this challenge



Acceleration

Faster data collection
and analysis



Collaboration

Improved information sharing
& transparency



Intelligence

Decision support with
AI-powered insights

Overview of the platform

Key users



MEDICAL SCIENCE LIAISON

Role: Assess recruitment potential for a country. Build relationships.

Challenges:

- Tight deadlines
- Unreliable commitments from sites
- Repeated last-minute scrambles to meet targets



PROJECT LEAD

Role: Define & oversee operational strategy. Track study progress.

Challenges:

- Strict budget & timelines
- Time consuming data analysis
- Team scattered across various countries



1

Identify most relevant sites

Global mapping of relevant sites and PIs with detailed experience

Customized algorithmic ranking of sites based on each site's experience

Metrics from customer projects

>2,000 relevant sites shortlisted days after kickoff

500 sites preselected and ready for interrogation process within a week

The screenshot displays the inato web application interface. At the top, the 'inato' logo is visible. Below it, there are navigation icons and a search bar. The main content area shows search results for 'MD Anderson Cancer Center' in Houston, United States. The results include a 'Landmark' tag, a score of 135, and 19 trials. The interface also features a map on the right side showing the location of MD Anderson Cancer Center in Houston, Texas, with a red pin and a 'Landmark' tag. The map includes state names like MISSOURI, KENTUCKY, TENNESSEE, ALABAMA, MISSISSIPPI, LOUISIANA, and TEXAS.



2

Gather investigator input at scale

Automatically customized

interrogation campaign

Seamless survey experience with eCDA

Real-time tracking of each opportunity

Metrics from customer projects

200 questionnaires completed after a week

92% completion rate post email opening

The screenshot displays the inato web application interface. At the top, the 'inato' logo is on the left, and a navigation bar shows 'OPPORTUNITIES > MD ANDERSON CANCER CENTER'. The main content area is titled 'Opportunity' with a green 'Active' tag. Below this, the 'Details' section shows 'MD Anderson Cancer Center' in Houston, United States, with a user 'Magdalene Grein' and an 'EDIT' button. The 'Insights' section lists three items: a warning icon for '7 competing trials', a checkmark for '21 open trials in multiple myeloma', and another checkmark for '5 trials already worked with your company'. On the right, the 'Progress' section has a timeline with 'TO DO', 'DOING', and 'DONE' stages. A 'DOING' item states 'Questionnaire generated and ready to be sent to investigator manually upon NDA signature', with a 'Copy link' button. Below, the 'Activity' section shows a log of events: Warren Steele selected manual questionnaire options for Francisco Mira, Warren Steele selected manual NDA options for Francisco Mira, Warren Steele added investigator Magdalene Grein, and Warren Steele initiated the opportunity.



3

AI-powered analysis

Respondent behaviour is tracked to measure reliability

Responses are crosschecked with contextual data

Insight are automatically generated to improve decisions

Metrics from customer projects

29% over-optimistic promises flagged early

9% of sites inflate their promises to be selected, **10%** do not read the synopsis

Opportunity ✓ active

Details

E-Da Hospital

Kaohsiung, Taiwan, Province Of China

[@](#) Yu-Feng WEI, ed102746@edah.org.tw

Insights

🚩 Low confidence

- Investigator indicated a patient count out of the expected range in the patient inclusion funnel. That may lead to an overstated recruitment promise.
- Investigator set a higher recruitment promise than expected based on the patient inclusion funnel.
- Investigator did not review the online synopsis.



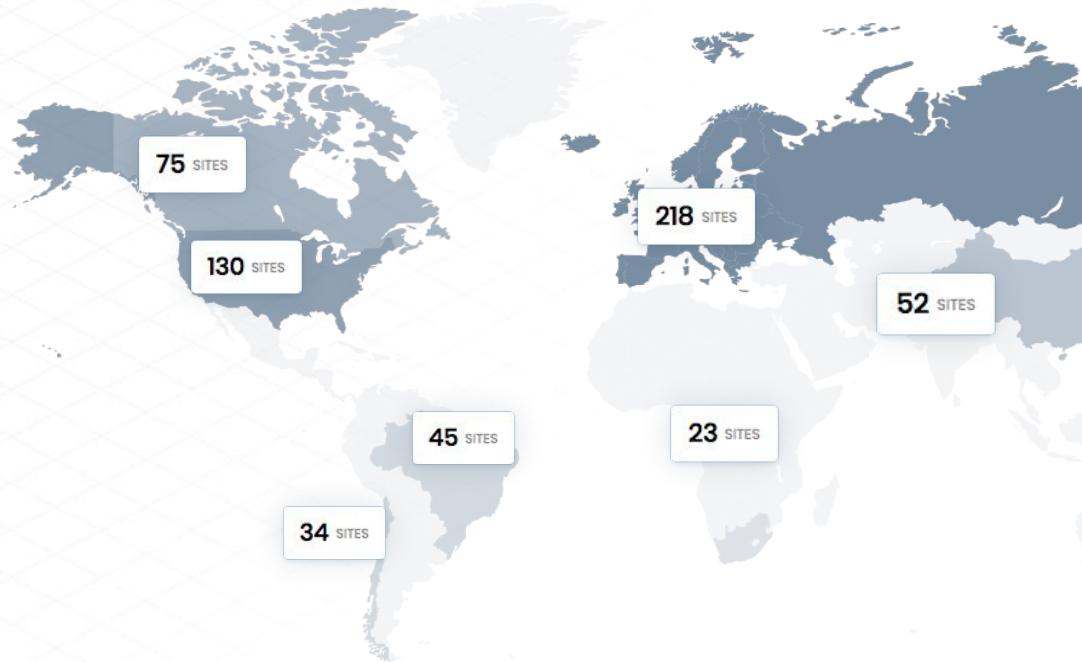
1 Review each country's potential

Country level potential is updated in real-time during the interrogation campaign

Integrated input from local experts

Metrics from customer projects

4x faster data collection for early analysis of potential





2

Track progress & coordinate

Updates in real-time to precisely assess site's situation at all times

Transparent & data driven team communication

Data compliance is automated and centralized for questionnaires and eCDA

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Overview Opportunities Explore Review 6

Country review

Project Babaorum is now in the optimization stage. The feasibility team is creating the country list and requested your help in reviewing data. This review should take 15-30 minutes.

Review status	Country	Active opportunities	Patient range	Total opportunities
— Not started	Italy	50	300 - 100	70
— Not started	Mongolia	87	10 - 20	120
... In progress	Puerto Rico	51	11 - 52	83
... In progress	Poland	44	40 - 55	55
✓ Complete	Brazil	72	21 - 35	91
— Not started	Botswana	62	12 - 27	76



3

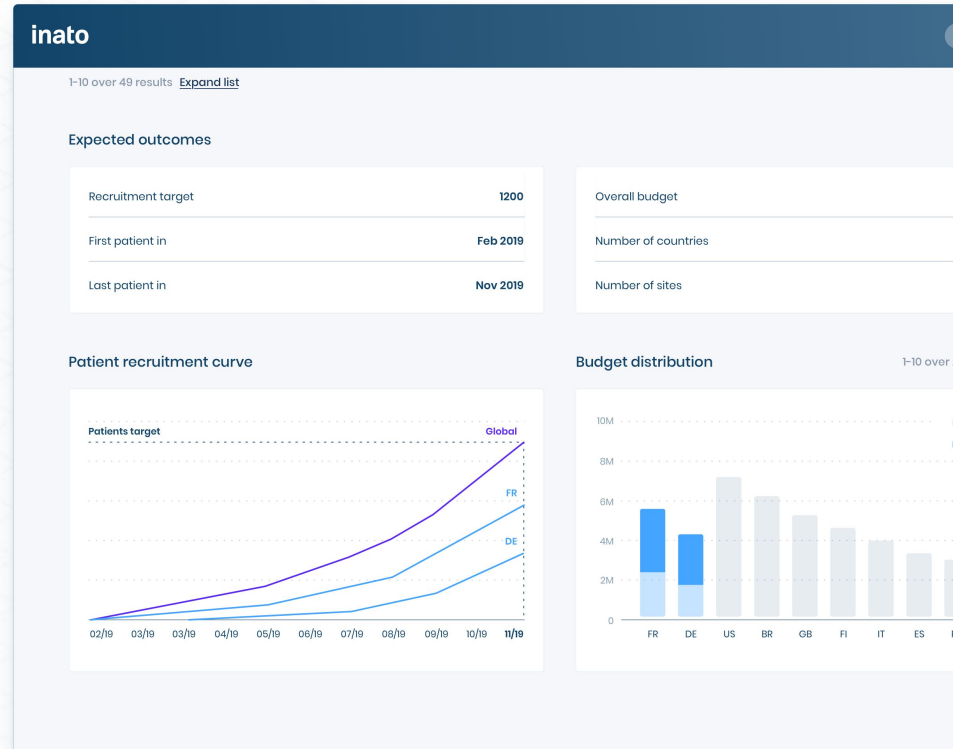
Simulate scenarios & optimize

Reliability of promises integrated to model

Feedback from MSLs consolidated to improve decision-making

Metrics from customer projects

Site selection ready within days under sponsor's custom constraints following site interrogation



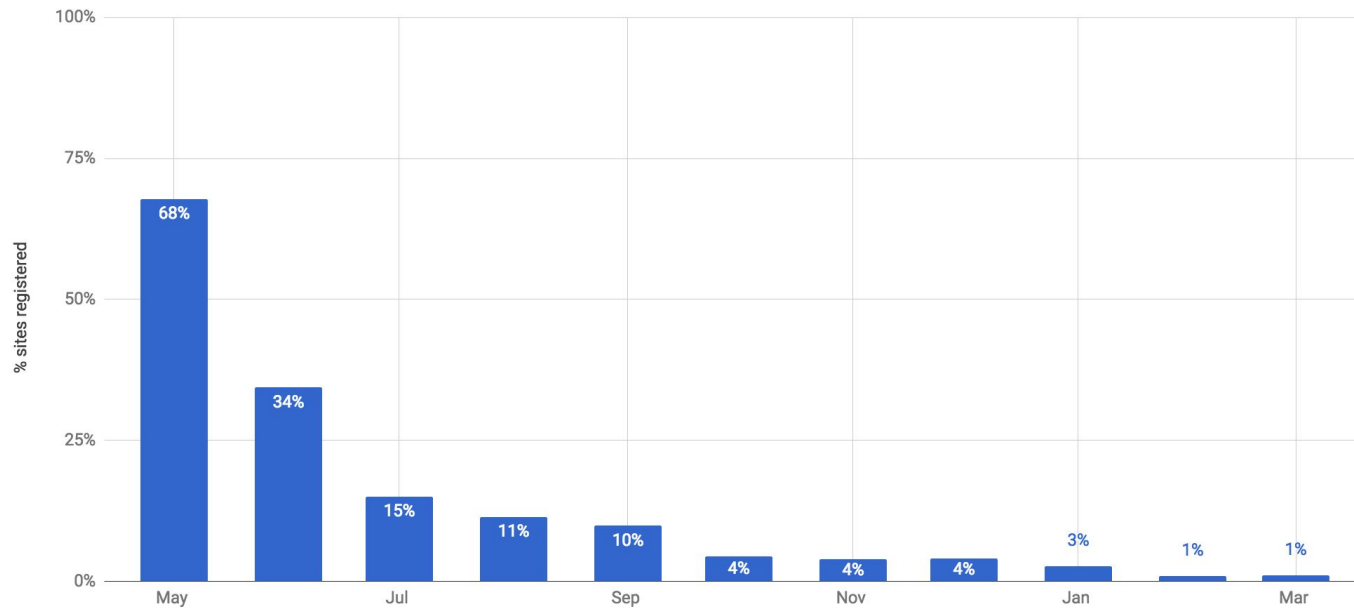
Towards a new paradigm:
Recruitment success through business agility

Empowering teams to iterate faster

1. **Assess the global landscape within days**
2. **First insights from PIs within days**
3. **Continuously adjust interrogation process**
4. **Adapt strategy to the competitive landscape**

The importance of continuous updates

% trials registered on clinicaltrials.gov as of April 2018



Applying profiling techniques to optimize recruitment

LIST OF SITES IDENTIFIED,
FOR A GIVEN TRIAL



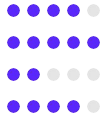
SITE CONTEXT &
PAST PERFORMANCE



MOST LIKELY TO PERFORM



Experience
Motivation
Competition Patient
population



...

LIKELY TO PERFORM



Experience
Motivation
Competition
Patient population

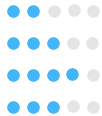


...

HIGH RISK OF LOW PERFORMANCE



Experience
Motivation
Competition
Patient population



...

Thank you
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