



A Structured Sponsor-Cancer Center Partnership Model to Improve Trial Operational Excellence and Enable Innovation

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BACKGROUND

Operational misalignment between sponsors and cancer centers leads to:

- Delays in feasibility and startup
- Limited visibility into pipeline
- Inconsistent communication pathways

Traditional models lack predictability and ownership

GOALS

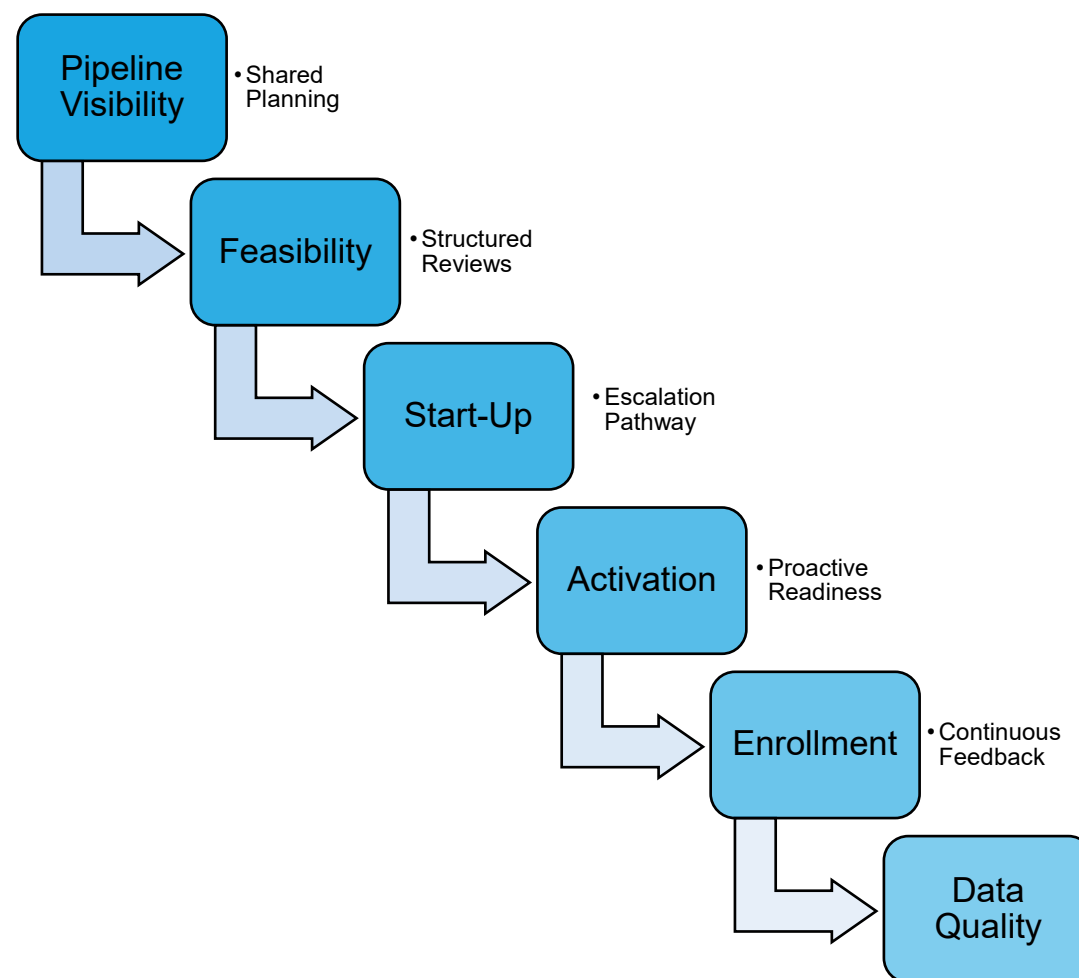
- Improve pipeline visibility
- Increase responsiveness
- Reduce start-up friction
- Strengthen activation readiness
- Enable continuous innovation

METHODS

Structured partnership:

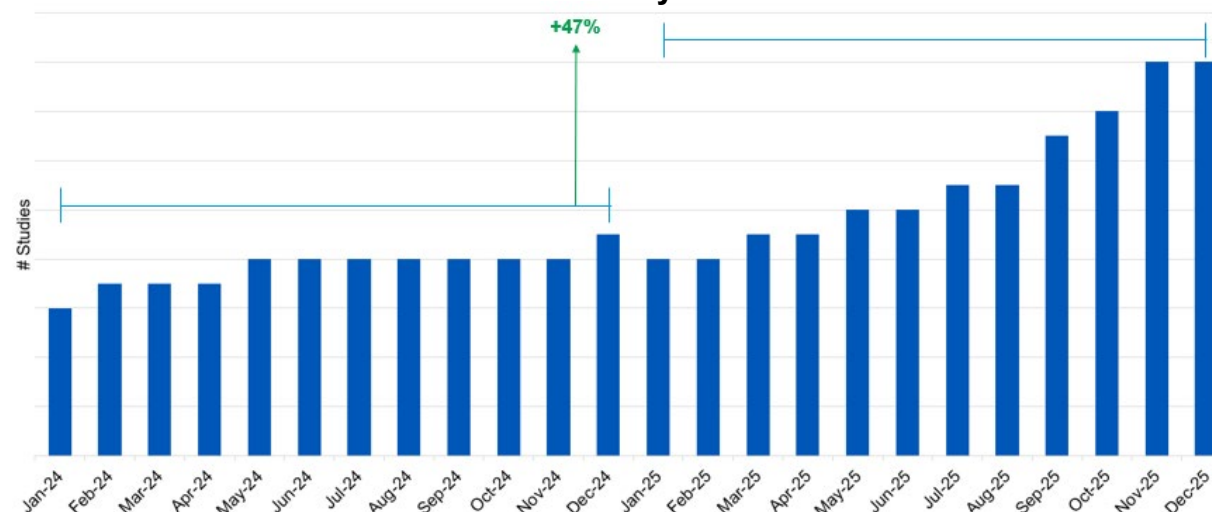
- Dedicated concierge points of contact
- Shared pipeline planning and visibility
- Routine feasibility start-up, and escalation touchpoints
- Defined timelines and communication expectations extending into enrollment and data management

HOW IT WORKS

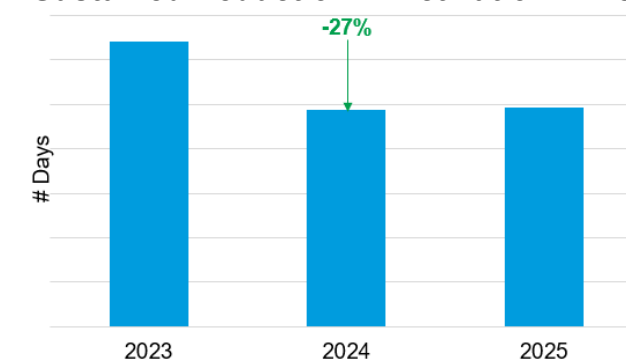


OUTCOMES

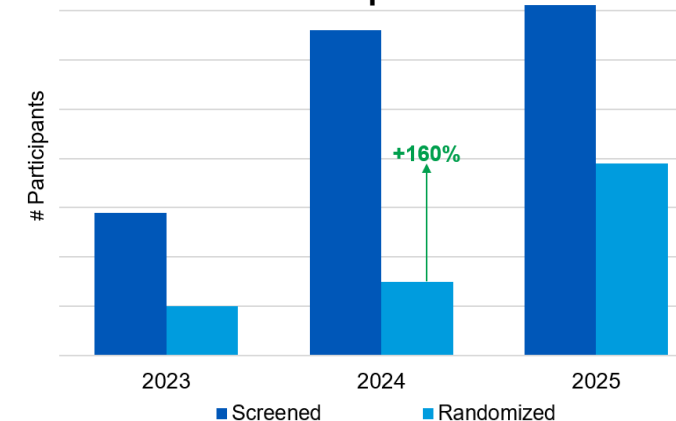
Growth of Study Portfolio



Sustained Reduction in Activation Times



Increased Participant Enrollment



LESSONS LEARNED

1. Structured engagement reduces operational friction
2. Predictable workflows improve readiness
3. Shared accountability drives performance
4. Operational alignment enables downstream success

FUTURE DIRECTION

1. Expand model across sponsors
2. Maintain year-over-year quantitative tracking of activation, recruitment, and data performance
3. Leverage the structure to accelerate innovation initiatives (e.g., EHR-to-EDC, decentralized clinical models)