

AMERICAN COLLEGE OF APOTHECARIES

ACA Education CE**nter**



Speakers

Darren Schaupp, CEO – SiteLabs

Alexis Hester, Clinical Trial Coordinator – SiteLabs

Sarah Bartell, RPh – Hometown Pharmacy

August 26th at 3:00 p.m. EST

Learning Objectives

- Understand how clinical trial recruitment works and what to expect from different study protocols
- Learn about the role pharmacies and pharmacy staff can play in clinical trial recruitment
- See how pharmacy workflows can vary across different types of studies, with examples from current SiteLabs offerings
- Understand the revenue opportunities available to pharmacies through clinical trial activities
- Learn key do's and don'ts for supporting clinical trial recruitment

THE OPPORTUNITY

An underutilized network, already in every neighborhood.

23,000 independent pharmacies are trusted and equipped, right where needs are greatest.

23K

pharmacies that can become active access points.

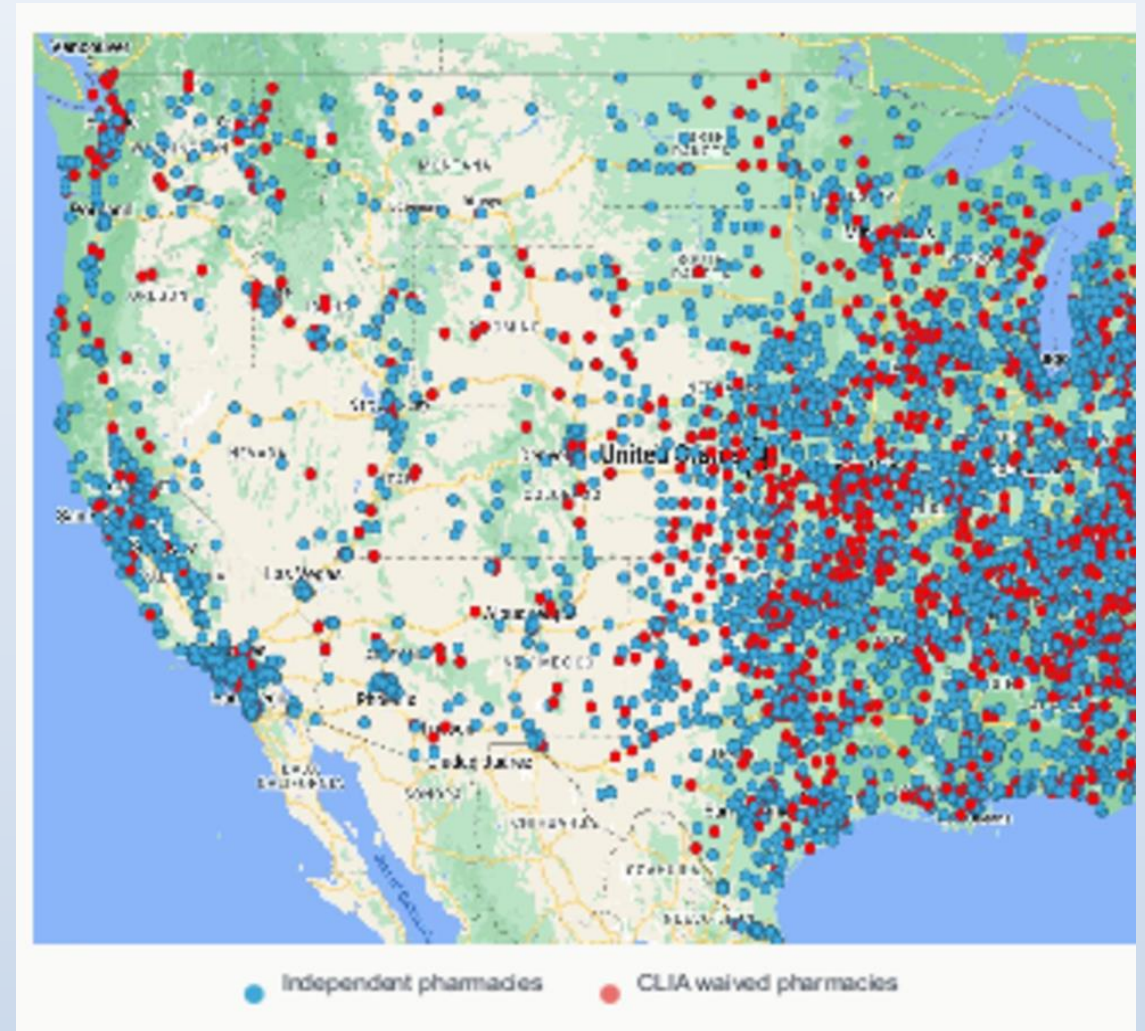
115M

people reachable through the network at scale.



“56% of independent pharmacies are in socially vulnerable areas.”

CDC



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Three ways pharmacies can expand services

SERVICE LINE 01

Clinical Trial Recruitment

Your pharmacy reaches the populations trials need.

CUSTOMER

Pharma

SERVICE LINE 02

Preventive Screenings

Point-of-care screenings your staff runs at the counter or in the community.

CUSTOMER

Health Systems

SERVICE LINE 03

Care Gap Closures

Payer and health system programs, run by pharmacies.

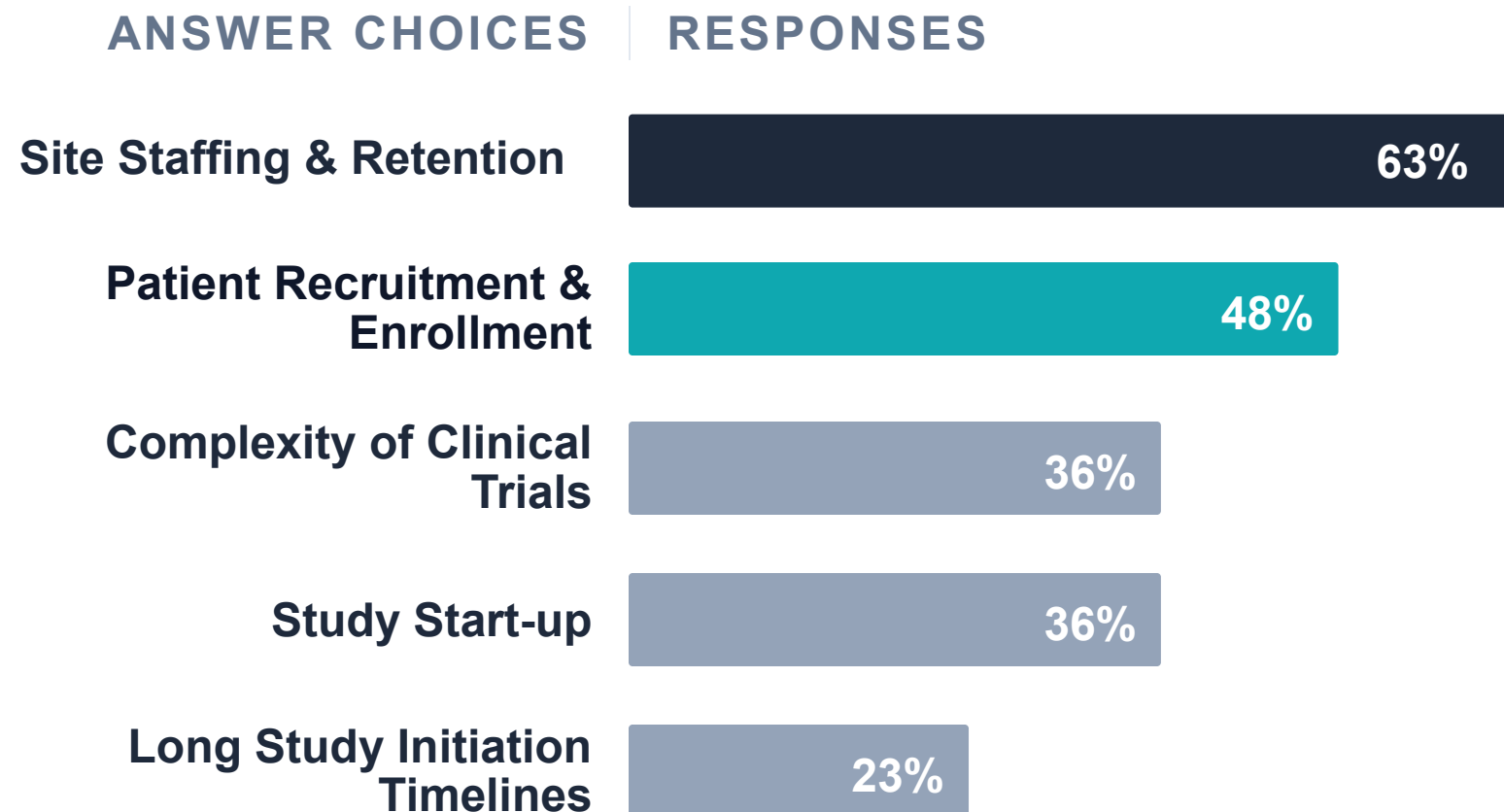
CUSTOMER

Health Plans

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The Top Research Site Challenges in 2023

According to WCG's 2023 Clinical Research Site Challenges Survey



85%

of all clinical trials fail to recruit enough participants

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Different studies, different workflows

Every study starts from the same foundation. What your staff actually does at the counter depends on the protocol.

WHAT STAYS THE SAME

Designate a program champion

We provide training for your pharmacy

IRB-approved study materials, shipped to you

WHAT CHANGES BY STUDY

Study protocol and eligibility criteria

Staff workflow at the counter

PMS upload required vs. direct outreach

Prescreener completion vs. site hand off

Revenue per enrolled patient

GUARDRAILS

Do's and don'ts of pharmacy recruitment



DO

Appoint a pharmacy program champion



DO

Follow the study-specific recruitment workflow



DON'T

Create or modify your own study marketing materials



DON'T

Provide information or make claims beyond the approved materials

CURRENT OPPORTUNITIES

Nationwide

RECRUITING PHARMACIES

Colorectal Cancer

A national, decentralized trial evaluating a new blood-based screening test for colorectal cancer.

Orlando, FL

RECRUITING PHARMACIES

Community Engagement · Orlando

A 3-month Orlando outreach program building clinical trial awareness in underrepresented communities.

Somerset, NJ & Irving, TX

RECRUITING PHARMACIES

Heart Failure

An investigational treatment for chronic heart failure, delivered through participating pharmacies.

Houston & Charleston

RECRUITING PHARMACIES

Black and African American Connections to Parkinson's Disease (BLAAC PD)

BLAAC PD is a study to learn more about gene changes linked to Parkinson's disease. It is enrolling people in the United States who identify as Black or African American.

30 sites nationwide

RECRUITING PHARMACIES

The Smell Test Challenge

Part of the Parkinson's Progression Markers Initiative (PPMI), sponsored by The Michael J. Fox Foundation. By participating, you'll help researchers learn more about disease risk and progression.

PARTNER PHARMACY

Hometown Pharmacy, Algoma

Program Champion: Sarah Bartell, RPh



Pictured, left to right: Alicia, Sarah, and Ashley. Alicia has been the main driver behind the recruitment program at the pharmacy.

TALKING POINTS

- Our pharmacy: our team, our counter volume, the community we serve
- Why I said yes to clinical trial work
- What I expected going in, and what actually surprised me
- Where research sits in my day now

How recruitment actually happens

SPOTTING CANDIDATES

- How I spot patients who might qualify
- Who on my team starts the conversation, and when
- How I bring the study up in a normal counter conversation

IN THE PHARMACY

- Where I keep the approved materials in the store
- How I monitor our PMS for triggers, like a bowel prep prescription, and follow up with those patients directly

What I would tell another pharmacy

WHAT MAKES IT EASY

- The training and materials arrived ready to use
- SiteLabs handles the sponsor side and the paperwork
- Having one champion keeps the program on track

WHAT PATIENTS SAY

- How my patients react when I bring up a trial
- One patient I still think about
- What it has done for trust in my pharmacy



REGISTER YOUR PHARMACY

Interested in signing up? Register now.

[Register Your Pharmacy →](#)

STAY IN TOUCH

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