



# Assess the ROI of Biospecimen360™ on Your Trial

## The ROI of B360™

Lab kit  
management

Sample  
management

Data flow and  
reconciliation

Risk-based  
monitoring

Study  
oversight

Site  
enablement

By orchestrating the entire biospecimen lifecycle from lab kit to final destination, Slope's Biospecimen360™ software (B360™) drives efficiencies across several key functions in clinical / biosample ops & data management.



# The ROI of B360™

Lab kit  
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Sample  
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Risk-based  
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Study  
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Site  
enablement

The result? **Trials are better, faster, and stronger** — saving sponsors time and money while improving study outcomes.



# Reclaim Time Money Data quality with B360™

Guiding the quantitative diagnosis of challenges across these 4 pillars of the biospecimen lifecycle



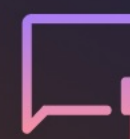
Reduce Lab Kit  
and Supply Waste



Maximize  
Sample Integrity



Enhance Oversight  
Capabilities



Streamline Data Reconciliation  
and Query Resolution

How can sponsors assess opportunities to optimize their biospecimen operations?



# Reducing Lab Kit and Supply Waste

## Diagnose

### WHAT INTERNAL METRICS SHOULD SPONSORS REVIEW?

→ Current kit waste rates:

$$\frac{\text{total kits built} - \text{total kits used}}{\text{total kits built}}$$

→ Amount of money lost to kit waste:

$$\text{lab kit study budget line item} \times \% \text{ kit waste}$$

## Investigate

### HOW CAN SPONSORS SURFACE THESE METRICS?

- ✓ Review kit waste metrics and study budget with your kitting vendor
- ✓ Request protocol inventory utilization reports from participating research sites

## Resolve

### CONSIDER THE RETURN ON INVESTMENT WITH B360™ ON YOUR STUDIES

Significantly cut inventory waste through more precise, data-driven resupply and increased visibility to inventory data

- ✓ Reaffirm your organization's commitments to sustainability
- ✓ Save thousands of dollars on kit waste per trial
- ✓ Enable sites to better manage their supplies



Better, more sustainable clinical supply management

Waste using typical manual processes

Up to 40% waste reduction with B360™





# Maximizing Sample Integrity

## Diagnose

WHAT INTERNAL METRICS  
SHOULD SPONSORS REVIEW?

→ Testing cancellation rates:

$$\frac{\text{samples not tested or collected}}{\text{total samples expected or collected}}$$

→ How many samples...

... were missed?

... arrived at the lab later than expected?

... experienced shipping errors (i.e. shipped to the wrong location, shipped at the wrong temperature, etc.)?

... could not be 100% attributed to a specific patient?

→ How many patients...

... experienced recollection due to sample handling errors?

... were forced to discontinue, were disqualified from enrollment, or experienced data exclusion due to sample mishandling?

## Investigate

HOW CAN SPONSORS  
SURFACE THESE METRICS?

✓ Ask your labs to provide testing cancellation data, including reasons for cancellations

✓ Review missing samples in your reconciled EDC data

✓ Review sample errors in your reconciled EDC data

## Resolve

CONSIDER THE RETURN ON INVESTMENT  
WITH B360™ ON YOUR STUDIES

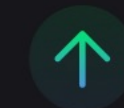
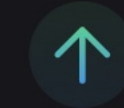
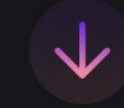
Boost site compliance with standardized, software-guided sample workflows, ensuring critical samples are always collected and properly handled

✓ Lose fewer samples and improve sample tracking

✓ Optimize the patient experience

✓ Accelerate study timelines by protecting enrollment and reducing sample investigations

Your ROI of maximizing  
sample integrity with B360™

-  Execution speed
-  Patient experience
-  Samples lost



# Enhancing Oversight Capabilities

## Diagnose

### WHAT INTERNAL METRICS SHOULD SPONSORS REVIEW?

→ Frequency of pulling sample status reports from multiple vendors/systems and time spent:

reports pulled per week across all data sources

×

time required to generate each report

→ Lag times for sample metadata from time of collection to entry in EDC:

EDC entry date – sample collection date

→ Number of blind spots in your biospecimen lifecycle:

Review each sample flowchart on your trial and determine which areas sponsors lack visibility

## Investigate

### HOW CAN SPONSORS SURFACE THESE METRICS?

✓ Review all of the data sources you use to track your samples, lab data, etc.

✓ Review EDC data

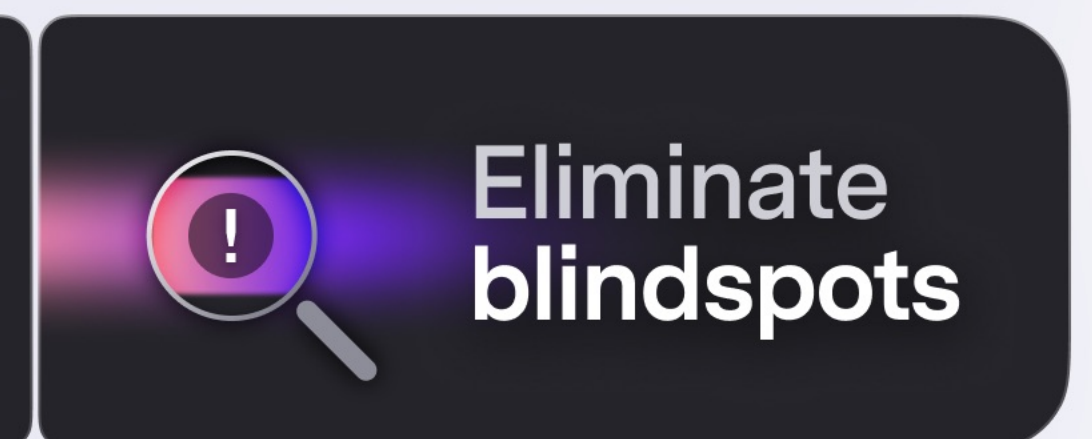
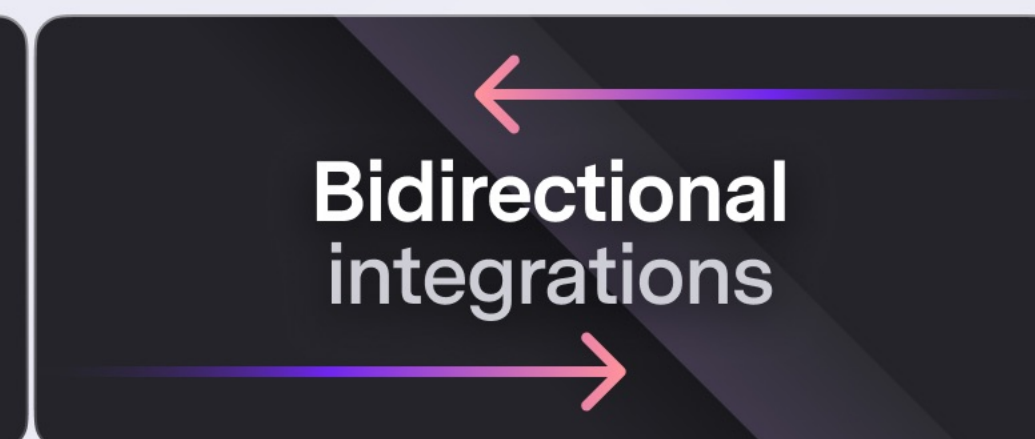
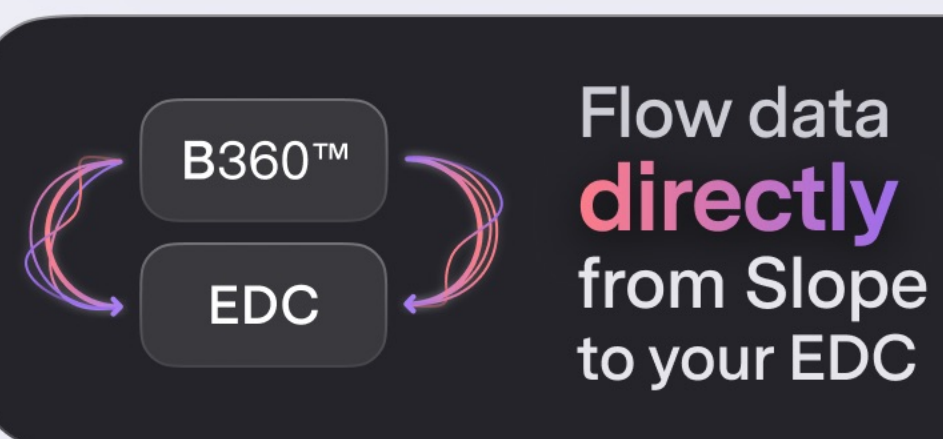
✓ Review the lifecycle of each of your sample types to determine where you lack visibility to your samples (i.e. at the site, from central lab to specialty lab, etc.)

## Resolve

### CONSIDER THE RETURN ON INVESTMENT WITH B360™ ON YOUR STUDIES

Gain full, real-time visibility to the entire biospecimen lifecycle in one place with Slope

- ✓ Minimize data lag by flowing data directly from B360™ to your EDC
- ✓ Leverage bidirectional integrations to make Slope your one-stop shop for sample tracking
- ✓ Eliminate blind spots along the sample journey, giving you peace of mind





# Streamlining Data Reconciliation and Query Resolution

## Diagnose

### WHAT INTERNAL METRICS SHOULD SPONSORS REVIEW?

- Lab/EDC query rates
- Average query resolution time
- Number of patients impacted by lab query delays
- Number of irreconcilable or unreconciled samples

## Investigate

### HOW CAN SPONSORS SURFACE THESE METRICS?

- ✓ Ask your labs to provide query rate data
- ✓ Ask your sites about query rate/burden
- ✓ Ask your CRO for records on query management (if outsourced)
- ✓ Review EDC data

## Resolve

### CONSIDER THE RETURN ON INVESTMENT WITH B360™ ON YOUR STUDIES

Enable sites to be more compliant with study documents and unlock quicker access to important sample metadata using guided workflows for inventory and sample management

- ✓ Eliminate hurdles to patient treatment decisions caused by lab queries
- ✓ Accelerate data deliverables (e.g., database locks, safety review meetings, abstracts) and study timelines by reducing the amount of reconciliation required
- ✓ Leverage lab-agnostic tech and integrations to reduce transcription errors and eliminate the need to reconcile multiple data sources



# How does B360™ drive more efficient clinical trials?



B360™'s inventory management system — coupled with our guided sample workflows — prevent major deviations from study procedures, enable quick identification of compliance issues, and streamline study processes.



The platform's ability to automatically capture sample metadata in real-time also **streamlines** the reconciliation process and enables better decision-making.



**B360™ bolsters study data integrity**



**B360™ accelerates study timelines**



**B360™ reduces overall operating expenses**

# How does B360™ save time and achieve resource savings?

SPONSOR/CRO WORKFLOWS	SPONSOR/CRO HOURS REQ'D	% SLOPE TIME SAVINGS	SAVINGS (HOURS)	AVERAGE HOURLY COST	TOTAL COST SAVINGS
Scheduling, monitoring, and tracking inbound kit shipments to site		× 75% =		<div>\$100/hour</div> <div>(or consider the average hourly sponsor/CRO rate across all stakeholders involved in the listed workflows on your trials)</div>	<div>total number of hours saved across all patient visits</div> <div>×</div> <div>\$100/hr or your study-specific hourly rate</div>
Triaging sample collection workflows		× 50% =			
Ensuring samples are received at the right lab within the required timeframe		× 80% =			
Scheduling testing at labs based on outbound sample shipments from sites		× 75% =			
Processing/reviewing protocol requisitions		× 90% =			
Compiling sample reports		× 75% =			
Reconciling sample issues		× 85% =			
Total sponsor/CRO hours saved per patient visit			<div>Your total hours saved per visit</div> } × patients × visits		

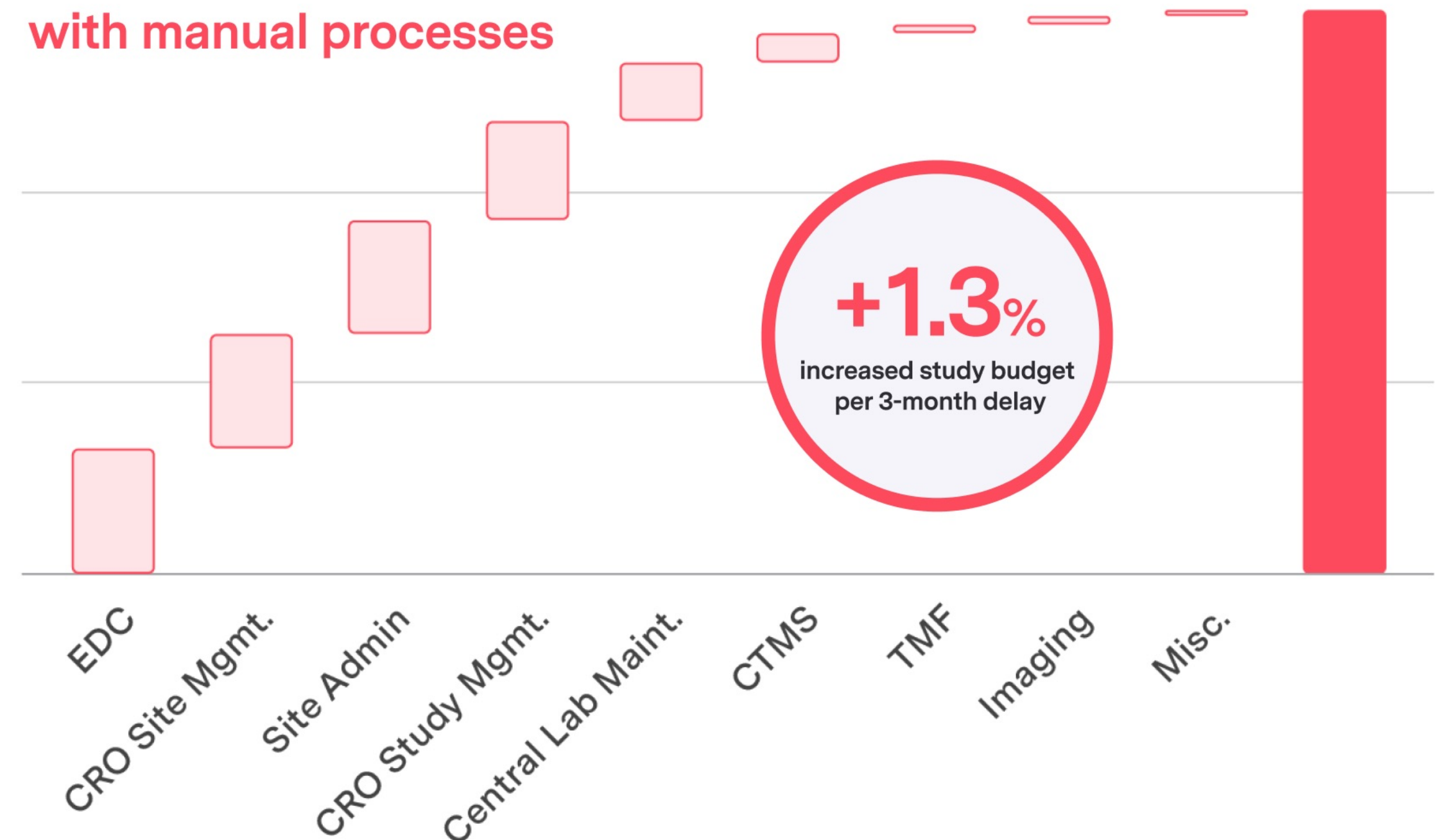


# B360™ prevents study delays — and the associated costs

Consider the number of study delays you've experienced on your trials...

- ? How many of those delays can be attributed to site compliance issues and sample/data reconciliation?
- ? How much do study delays cost you every month?
- ? How much are patient replacement costs?
- ? How do resource constraints hinder your time efficiency?

Monthly costs of study delays  
with manual processes



**B360™ eliminates study delays** caused by sample management issues and process inefficiencies — **saving you thousands** on excess operational costs



# What about **site enablement**?

## Consider solutions that...

- ✓ have already proven independent site adoption.
- ✓ save sites time by streamlining site activity, reducing duplicative data entry, and centralizing their inventory and sample data.
- ✓ don't force solution-specific devices onto site users.
- ✓ sites could implement across their other trials and sponsors free of charge.



Slope's free inventory management solution for sites has been adopted by **83%+ of NCI-designated cancer centers.**

**B360™ enables more seamless study startup and streamlines the rollout of study amendments**



# How does B360™ empower research sites?

RESEARCH SITE WORKFLOWS	SITE STAFF HOURS REQ'D	% SLOPE TIME SAVINGS	SAVINGS (HOURS)
Collecting, registering, and processing samples	<input type="text"/>	× 50% =	<input type="text"/>
Shipping samples from site to lab	<input type="text"/>	× 50% =	<input type="text"/>
Documenting sample collection and completion of required shipping manifests	<input type="text"/>	× 85% =	<input type="text"/>
Monitoring outbound shipments	<input type="text"/>	× 80% =	<input type="text"/>
Scheduling patient visits and maintaining inventory	<input type="text"/>	× 75% =	<input type="text"/>
Data entry and responding to data queries*	<input type="text"/>	× 85% =	<input type="text"/>
Total sponsor/CRO hours saved per patient visit			<div>Your total hours saved per visit } × <input type="text" value="patients"/> × <input type="text" value="visits"/> = <input type="text" value="total hours saved at one visit for one trial"/></div>

The bottom line: research sites are more likely to work with sponsors that make their jobs easier

\* Maximize time savings by integrating with EDC, LIMS, IRT/RTSM, and more



# Sites love Slope

**We are very happy with Slope.**

Great customer service, easy-to-use system, and less stressed coordinators!



**Sarah Buccigross**

Clinical Research Manager,  
University of Cincinnati Cancer Center

In the beginning, we hadn't seen anything like Slope before. Once we saw what it could do, it was an easy decision to give it a try. **Now, having used Slope for so long, it is hard to imagine our trials without it.**



**Jamie Voyten**

Sr. Clinical Research Lab Manager  
UPMC Hillman Cancer Center

**Our site receives and utilizes thousands of lab kits from our clinical trial sponsor. Slope helps us organize clinical inventory by disease team, view our inventory anytime, anywhere, and quickly reorder low inventory.**

**Supplying our sponsors with current, detailed inventory reports is effortless with Slope.**

**Slope is 21 CFR Part 11 compliant, so we're confident we are operating within industry best practices.**



**Carolyn Lane**

Manager, Clinical Research Lab  
Arizona Cancer Center

A solution like Slope that prioritizes having what you need, when you need it, and eliminates the storage of unnecessary inventory will have an **unprecedented impact on site effectiveness** and enable them to spend more time with their patients.



**Stephanie Abbott**

Clinical Investigator & Managing Partner  
Western Washington Medical Group

**Slope is a game changer for our site.** It allows us to track patient samples from collection to central lab delivery with ease. We can easily lookup by study, date, and study tubes that were sent and the location.



**Carrie Smith, RN**

Chief Operations Officer  
Gabrail Cancer Center Research



# Transform and accelerate your trials with B360™

[Request a demo >](#)



Save thousands per month  
on vendor costs caused  
by study delays

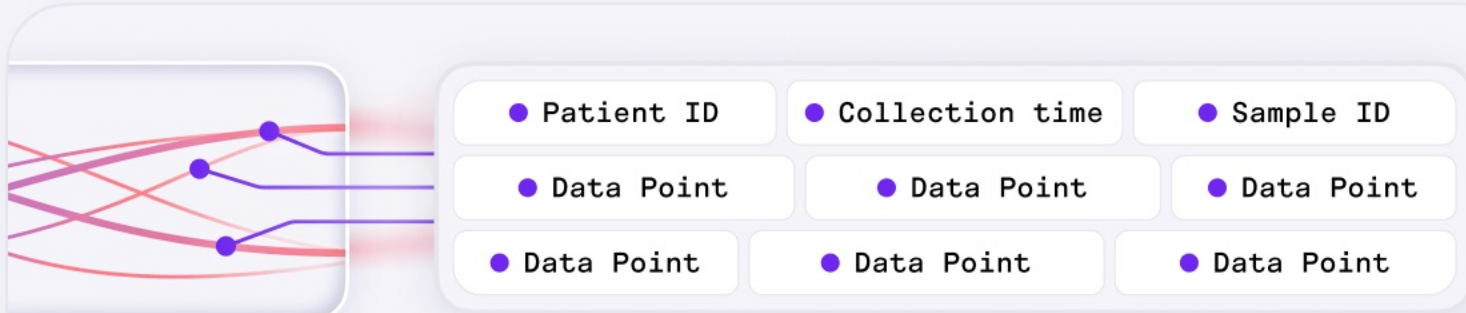


Reduce patient replacement  
costs stemming from sample  
management issues



- ↑ Freed up resources
- ↑ Operational velocity
- ↓ Overhead costs

Save hours of site, sponsor, and CRO  
time each day at several touch points  
— accelerating the pace of your trials,  
reducing overhead costs, and freeing  
up limited resources for other  
important tasks



Enable your teams with the data they need  
for operational meetings by unlocking  
access to the real-time biospecimen data  
needed to make study decisions and  
perform monitoring.



Equip clinical research sites  
with tools they'll embrace



Save thousands by  
slashing lab kit waste