

# MAXIMISING THE BENEFITS OF CLINICAL TRIALS

Dr. Edward Watson  
CEO Middlemore Clinical Trials



# Middlemore Clinical Trials

- CEO of Middlemore Clinical Trials
- Previously
  - Establishment Director of Auckland Cancer Trials Centre (Auckland Hospital)
  - Founder and PI of South Pacific Clinical Trials (West Auckland)



# Maximising the Benefit of Clinical Trials

- Who is Middlemore Clinical Trials
- The benefits of clinical trials for New Zealand
- Suggestions as to how to attract more research



# Middlemore Clinical Trials

Future of Healthcare

Middlemore  
Clinical Trials

*Future of healthcare*



## Middlemore Hospital

- 860 bed hospital and independent outpatient facility MSC
- Base population in Counties Manukau >460,000. High needs due to low socioeconomic status
- >100,000 inpatients
- >500,000 outpatients



# Middlemore Clinical Trials

- Formed in 2001 as a charitable trust
- Used to be called CCRep
- Undertakes commercial and grant funded research on behalf of Middlemore Hospital
- Independent Board



# Sixty one commercial trials FY18



3

Paediatric



11

Diabetes



15

Haematology



2

Renal



9

Rheumatology



6

Cardiology



7

Gastroenterology



4

Respiratory



4

Radiology

# 2018 commercial trials by study phase



- Phase 4 (0%)
- Phase 3 (77%)**
- Phase 2 (10%)
- Phase 1 (11%)
- Other (2%)





# Performance indicators FY18

**42**

Total Staff

**24**

Research Staff

**235**

New Trial Participants

**549**

Total Trial Participants

**3587**

Outpatient Visits

**\$1m**

Estimated Money Saved. Service Outpatient Visits

**9.5%**

Designated/Restricted Reserves spent

**\$1.4m**

Grant Revenues

**\$7.2m**

Total FY18 Revenue

**\$8.5m**

FY18 Reserves

# A Model Commercial

**REVENUE** from Commercial Trials



Less **DiRECT COSTS**



Less: **INDIRECT COSTS**



**PROFIT**

The use of the profit.

- The profit from the success of the trial is then split between general reserves for MMCT and designated departmental reserves
- General reserves are used to grow capability and capacity for performing research
- Designated departmental reserves can be used by the department to fund grant studies, employ or pay for research staff etc



# The Benefits of Clinical Research



## For Patients

1. Outcomes better than standard of care (even on placebo)
2. Access to novel medicines and therapies (especially in cancer and diabetes)
3. Development of significant knowledge into their own illness or disease
4. The feeling of helping future generations
5. Access to physicians who it is thought practice medicine 5 years in advance of their non research colleagues.



# For Doctors and staff

1. Involvement in global studies
2. Access for their patients to novel medicines that are otherwise unavailable.
3. Develop experience in novel medicines and new classes of medicines
4. Involvement with regional collaborative groups to research specific issues
5. Funding: Commercial trials as per our model generate money for the researcher to spend on grant studies, collaborative group and even investigator initiated studies which is really what motivates most hospital researchers



# For Hospitals

1. Attraction and retention of leading clinicians and other staff
2. Revenue generation (OPEX and rent)
3. Cost offset.
  - 3587 outpatient appointments saving over \$1million
  - Development of capabilities
    - New equipment (fibroscans , CT scanners
    - Pharmacy compounding
4. Engagement with research organisations such as universities



# For NZ Inc

1. Direct Foreign exchange-
  - Commercial clinical trials is an export business
  - Globally between \$US30-40 billion is spent annually on health research. Currently NZ attracts about \$30-40 million
2. Develop links with international research companies. This is where our biotech companies will come from
  - Big pharma are looking to partner with research organisations instead of doing it themselves.
3. Access for the population to new chemical entities
  - Immunotherapies cost > \$150,000 p.a per patient
  - CAR T cell reengineering of immune cells costs >\$400,000 per patient
4. Attract back to New Zealand some of our brightest and best minds in the medical research field



# Solutions for attracting more Research





# The New Zealand Government

1. Publically acknowledge that Health research is a good thing and we wish to partner with the world.
2. The Ministry of Science and the Ministry of Health need to talk...
  - Health research involves and affects both ministries
  - The P word
3. All service public hospitals must have as one of their KPIs a target for research
4. Consider Tax incentives to foreign research companies – similar to Australia



# Hospitals and DHBs

1. A research strategy
2. Dedicated research time for doctors and other researchers. This costs \$\$
3. Provide an operational framework so researchers can get on and perform the research
  - Regulatory and in particular
  - Finance
4. Access for researchers to equipment and technology (e.g radiology) which the hospital has.
5. Enable researchers to access the financial benefits of their research to ensure further research.
  - Research begets research



# Questions

