



How Clinical Research Skyrocketed Revenue and Augmented Care for a Private GI Practice

A Case Study



The Case

Sidus Insights, through its Research Network, connected a small gastrointestinal (GI) practice with Elligo Health Research®, Sidus' clinical trials partner, so the practice could run clinical trials, offer research as a care option to its patients, and give back to the community by advancing the development of new medicines and therapies.

The Challenge

No one at the practice had ever conducted clinical trials, so they needed training, infrastructure, and support to build a research practice from the ground up.

\$635K

in Incremental Revenue

\$39K

per Month

"We wanted to give something back to the community, so we wanted to do research. But we didn't know how to do it. They helped us a lot. They helped us to set up clinical trials."

Practice Physician





The Solution

To help the practice reach its research goals and give back to the community, Sidus and Elligo enrolled it in their End-to-End Research Support program. This comprehensive research enablement and support program, exclusive to the Network's research partners, offers everything from training and infrastructure support to study feasibility and more to help practices new to research gain the skills, tools, and confidence needed to seamlessly conduct research.



They are very, very good. They know what they are doing. They helped us set up from A to Z, every part of research.”

— Practice Physician

The Research Network team guided the practice through a thorough training to teach them what it really means to be a research site. They took care of all the administrative work and brought in all the necessary infrastructure, creating a truly turnkey research practice. For example, they automatically uploaded patient HIPAA-compliant identified healthcare data from the practice onto ResearchConnect®, the Network's electronic health record (EHR) and clinical data storage system, to quickly find trials that matched their patient's demographics and needs. This eliminated the need for the practice to search through potential studies or sift through patients to identify the right trials — Sidus and Elligo did all the heavy lifting.

Also, because the practice participated in exclusive PatientSelect® studies, Elligo's medical director served as the principal investigator and the practice physician as the sub-investigator. This further reduced their initial research commitment and risk while providing maximum support and continued education in the trial process.

"Their human solutions, their employees, stood out the most. We can't say enough good things about them."

Practice Physician

As part of the provided research infrastructure, the Research Network gave the practice access to IntElligo®, a comprehensive and easy-to-use technology that showed them every step they need to complete for every study. IntElligo's intuitive and customizable design is simple and straightforward, bolstering patient centricity by helping the practice keep track of where each participant was in their study journey, manage protocol progress, and focus on care.





"Their software is excellent, and they helped us every time we needed guidance."

Practice Physician

The Results

Thanks to the Sidus and Elligo team and the rigorous training, seamlessly integrated infrastructure, and comprehensive support, the practice was a major success just one year after beginning the process. Since beginning the partnership, they've conducted three trials and are enrolling a fourth. They've also earned \$635,000 in incremental revenue from clinical research — about \$39,700 per month. These extraordinary earnings have diversified their revenue stream and lessened the time they spend billing insurance companies and waiting for payments, giving them more time to focus on care and strengthening their relationship with their patients.

"[Because of the research revenue,] we've been able to hire more practitioners, more medical assistants, and more research assistants, which gives us more time with each patient."

Practice Physician



Beyond the remarkable revenue, serving as a research site has differentiated the practice from other GI practices in their area, giving it a competitive advantage. It has also allowed them to offer cutting-edge care to patients.





“I think every private practice should enter into clinical trials because then they’ll be giving something back to the community and be helping the future of medicine. And not only that, getting into trials is not as difficult as it normally is.”

Practice Physician

Partnering with Sidus and Elligo Increases Revenue and Augments Patient Care

If you want to build a pipeline of clinical trials, advance the development of new medicines and therapies, and most importantly, provide your patients with novel treatment options, join the Sidus Insights Research Network.

JOIN THE NETWORK

