

# Phase III Cardiovascular Disease Trial

## Study Basics

- **Disease:** Cardiovascular
- **Phase:** III
- **Geography:** United States

## Background

A sponsor was launching a cardiovascular disease study and needed to reach more Black African American patients while ensuring diverse principal investigators and study teams. They partnered with Inato to identify qualified sites in the Southern U.S. with this demographic and leveraged Inato's community-site model, enabling faster screening and enrollment compared to larger institutions.

## The Problem

A sponsor came to Inato with concerns around finding access to Black / African American patients. This population has experienced persistently higher risks of CVD compared to white populations over the past two decades. Addressing these health inequities requires targeted strategies to improve access to quality healthcare, enhance patient education, and increase representation in clinical research. Recognizing that importance, the sponsor also prioritized selecting principal investigators (PIs) and study teams from the same demographic.

---

"Study: Blacks in U.S. remain at higher heart disease risk than whites". *National Heart, Lung, and Blood Institute*, 5 October 2021, <https://www.nhlbi.nih.gov/news/2021/study-blacks-us-remain-higher-heart-disease-risk-whites>

INATO ACHIEVED

**36%**

OF BLACK / AFRICAN  
AMERICAN PATIENTS  
ENROLLED

vs

SPONSOR'S GOAL OF

**25%**

OF BLACK / AFRICAN  
AMERICAN PATIENTS  
ENROLLED



## The Solution

To address the sponsor's need for a more inclusive and efficient clinical trial, Inato leveraged its unique site matching capabilities to identify research sites in key geographies with high Black / African American populations. By focusing on states like Georgia, South Carolina, and North Carolina, Inato ensured the trial reached communities most affected by cardiovascular disease.

Beyond geographic targeting, Inato prioritized diversity within the research teams themselves. Among the eight selected sites, more than half had principal investigators or study teams with representation from the Black / African American community, helping to foster trust and improve patient recruitment. Additionally, Inato worked closely with each site to validate patient enrollment commitments, ensuring **accurate projections** and **full transparency** throughout the trial startup process.

**Inato Achieved:**

**115%**

of our patient enrollment  
projection

By leveraging Inato, the sponsor gained access to underutilized but highly capable research sites, allowing for a faster screening and enrollment timelines compared to traditional large institutions. This approach not only accelerated site activation, but also ensured the trial was set up for long-term and inclusive success in engaging Black / African American patients.



Inato sites had a **28-day average** from activation to first patient screened.

**Interested in finding the right sites for your trial?**

Reach out today at [contact@inato.com](mailto:contact@inato.com)