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# BMJ Open

## Recruitment into randomised controlled trials: Our Experience from the Endobarrier Study

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## Recruitment into randomised controlled trials: Our Experience from the Endobarrier Study

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Word Count: 4116

## Abstract

Recruiting participants into clinical trials is notoriously difficult and poses the greatest challenge when planning any investigative study. Poor recruitment may not only have financial ramifications owing to increased time and resources being spent but could adversely influence the clinical impact of a study if it becomes underpowered. Herein we present our own experience of recruiting into a nationally funded, multi-centre, randomised controlled trial (RCT) of the Endobarrier vs. standard medical therapy in obese patients with type 2 diabetes. Despite these both being highly prevalent conditions, there were considerable barriers to recruitment across each study site. In order to enrol participants successfully and to adequately power the study the implementation of multimodal recruitment strategies was prompted. We propose where appropriate the early engagement and investment in media campaigns to enhance recruitment into clinical trials.

## Introduction

Obtaining a satisfactory outcome in any clinical trial is largely underpinned by a successful recruitment campaign to drive participant's numbers and to ensure that the study is adequately powered for the results obtained. The recruitment process poses the greatest challenge for those involved in conducting clinical trials,[1]. Attempts to negate poor recruitment can include lengthening the recruitment timeline or broadening the screening criteria which can have a detrimental impact on the cost of the trial or indeed dampen the clinical effect of a particular intervention. Ultimately if recruitment goals are not reached this can potentially lead to the early termination of a trial. A review of the National Cancer Institute Therapy Evaluation Programme (CTEP) sponsored oncology trials found that 38% failed to attain the minimum accrual goals with 71% of phase III trials resulting in poor

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3 accruals,[2]. A positive correlation was found between poor accrual rates and longer  
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5 development time of clinical trials – the time from initial concept to commencement of the  
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7 trial.  
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12 Often the time taken to recruit patients to a clinical trial is grossly underestimated. A study of  
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14 20 multicentre national randomised controlled trials (RCTs) funded by the National Health  
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16 and Medical Research Council (NHMRC) found that the average recruitment period was 4-5  
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18 years, excluding the period required for participant follow-up,[3].  
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25 There are ethical implications associated with early trial termination due to inadequate  
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27 participant recruitment. Firstly, patients already recruited into the study may be exposed to  
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29 potentially harmful interventions despite the outcome of the trial being fruitless. Secondly an  
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31 early terminated clinical trial will invariably lead to delays in a new treatment or drug therapy  
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33 being made commercially available as outstanding questions may still remain on its efficacy  
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35 or safety profile. Failed clinical trials not only waste resources and funding but also the time  
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37 of patients and researchers.  
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45 Research funding bodies will expect to see evidence of meticulously planned recruitment  
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47 strategies to ensure that any grants approved are utilised appropriately and that sufficient  
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49 participant numbers are obtained for a trial in order to address the primary research question.  
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54 In this article we reflect on our own personal experience from recruiting to a nationally  
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56 funded multi-centred RCT designed to investigate and compare the effect of the Endobarrier  
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58 duodenal jejunal bypass liner with standard medical therapy in the treatment of obese  
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3 patients with Type 2 diabetes mellitus (T2DM)[4]. This trial commenced in 2014 at Imperial  
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6 College Healthcare NHS Trust, London, and University Hospital Southampton NHS Foundation  
7  
8 Trust, UK and concluded in January 2019.  
9

### 10 11 12 13 The Endobarrier Trial

14  
15 The Endobarrier RCT is funded by the National Institute for Health Research (NIHR) and is part  
16  
17 of the Efficacy and Mechanism Evaluation programme (EME). EME is a partnership between  
18  
19 the Medical Research Council (MRC) and NIHR and was primarily set up to support clinical  
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21 trials that test the efficacy of interventions. The study was conducted at two investigational  
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23 sites in the UK, Imperial College Healthcare NHS Trust (ICHT) which includes St Mary's Hospital  
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25 and Hammersmith Hospital, and University Hospital Southampton NHS Foundation Trust  
26  
27 (UHS). This was a two-year study in which 170 eligible patients with obesity and T2DM were  
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29 recruited and randomised to either the control or treatment arm group (**figure 1**).  
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The treatment arm received the Endobarrier device for 1 year in addition to standard  
medical therapy and were followed up for a further 1 year. The control group received  
standard medical therapy and life style intervention therapy alone over the period of 2  
years.

## Methods of Recruitment

The target population for this study were males and females, aged 18-65, and obese (BMI>30kg/m<sup>2</sup>) with type 2 diabetes mellitus (T2DM) but adequate insulin reserve. The study eligibility criteria are shown in **Table 1**.

**Table 1. Study Eligibility Criteria**

<p><b>Inclusion Criteria</b></p> <ol style="list-style-type: none"> <li>1. Age 18–65 years (male or female)</li> <li>2. Type 2 diabetes mellitus for at least one year</li> <li>3. HbA1C 7.7–11.0% equivalent to 58 – 97 mmol/mol *</li> <li>4. On oral hypoglycaemic medications</li> <li>5. BMI 30 – 50 kg/m<sup>2</sup></li> </ol>
<p><b>Exclusion Criteria</b></p> <ol style="list-style-type: none"> <li>1. Language barrier, mental incapacity, unwillingness or inability to understand and be able to complete questionnaires.</li> <li>2. Non-compliance with eligibility criteria.</li> <li>3. Females of childbearing potential who are pregnant, breast-feeding or intend to become pregnant or are not using adequate or reliable contraceptive methods.</li> <li>4. Evidence of absolute insulin deficiency as indicated by clinical assessment, a long duration of T2DM and a fasting plasma C-peptide of &lt;333pmol/L.</li> <li>5. Current use of insulin.</li> <li>6. Previous diagnosis with type 1 DM or a history of ketoacidosis.</li> <li>7. Requirement of NSAIDs (non-steroidal anti-inflammatory drugs) or prescription of anticoagulation therapy during the implant period.</li> <li>8. Current iron deficiency and/or iron deficiency anaemia.*</li> <li>9. Symptomatic gallstones or kidney stones at the time of screening.</li> <li>10. History of coagulopathy, upper gastro-intestinal bleeding conditions such as oesophageal or gastric varices, congenital or acquired intestinal telangiectasia.</li> <li>11. Previous gastrointestinal surgery that could affect the ability to place the device or the function of the implant.</li> <li>12. History or presence of active H. pylori (if subjects are randomised into the EndoBarrier® arm and have a history or presence of active H. pylori tested at study visit 2 they can receive appropriate treatment and then subsequently enrol into the study).</li> <li>13. Family history of a known diagnosis or pre-existing symptoms of systemic lupus erythematosus, scleroderma or other autoimmune connective tissue disorder.</li> <li>14. Severe liver impairment (i.e. AST, ALT or gGT &gt;4 times upper limit of the reference range) or kidney impairment (i.e. estimated Glomerular Filtration Rate (GFR) &lt; 45</li> </ol>



ml/min/1.73m<sup>2</sup>. \*

15. Severe depression, unstable emotional or psychological characteristics (including Beck Depression Inventory II score >28).
16. Poor dentition and inability to adequately chew food.
17. Planned holidays up to three months following the EndoBarrier Implant.

Three of the eligibility criteria listed above (identified by an asterisk) were modified from the original protocol to broaden the eligibility criteria in order to recruit more participants:

- 1) HBA1c upper limit was extended to 97mmol/mol from 86mmol/mol.
- 2) Criterion for liver and kidney disease was modified from “Severe liver (AST, ALT or gGT >4 times upper limit) or kidney failure (serum creatinine >180mmol/l), estimated Glomerular Filtration Rate (GFR) cut-off is 60” to “Severe liver (AST, ALT or gGT >4 times upper limit) or kidney impairment estimated Glomerular Filtration Rate (GFR) <45ml/min/1.73m<sup>2</sup>”.
- 3) ‘History of iron deficiency/ iron deficiency anaemia’ was modified to be more specific to “current iron deficiency or iron deficiency anaemia”.

As the vast majority of patients with T2DM are managed in the primary care setting it was anticipated that general practices would provide the most valuable resource in which to identify eligible patients and this was supported by initial analysis of Diabetes Research Network (DRN) databases. There are eight Diabetes Research Networks (DRN) hubs nationally with one covering ICHT and a second hub covering UHS. In North West London there were 416 GP practices with a total list size of 2,148,746 and the number of adults registered with T2DM was 98,842. When planning this study the database of 2 such GP practices in London were interrogated and within these two practices alone over 500 patients were identified who matched the age profile, HBA1c and BMI criteria for this study. In Southampton,

1  
2  
3 experiences from a previously similar NIHR funded diabetes study that had recruited  
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5 successfully from primary care suggested that a sample of 10-20 practices would be adequate  
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7 to identify sufficient numbers for this study. Based on this preliminary analysis we were  
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9 confident that participants fitting the criteria for the study could be fairly easily identified  
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11 from the primary care databases.  
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19 GP practices in the region were approached in the first instance by the Local Clinical Research  
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21 Network (LCRN) on behalf of the study team. The LCRNs are an initiative set up by the NIHR  
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23 to coordinate and support the delivery of research across the NHS in England. They fund  
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25 teams of research staff to enter hospitals and GP practices in order to facilitate and increase  
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27 awareness of the research opportunities available to patients.  
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32 Since 2009 the North West London (NWL)-DLRN had established a hub and spoke model to  
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34 support diabetes research in primary care which currently provided access to over 13,000  
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36 people with type 2 diabetes. This model was available to study teams working on diabetes-  
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38 related NIHR portfolio studies.  
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42 The process of recruitment from GP practices is summarised in the flow diagram (**figure 2**)  
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47 This process was reimbursed by the LCRN with £150 paid for the GP database search and set  
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49 up, £0.60 per participant information pack sent to patients, and £40 for each GP pre-screening  
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51 questionnaire completed.  
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3 Various other strategies were also employed to compliment recruitment from GP practices  
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6 These included:  
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- 9 1. **Diabetes Alliance for Research England (DARE) registry** – a database of 60,000  
10 patients nationwide with diabetes who have expressed an interest to be informed  
11 and participate in diabetes research. This database was interrogated and patients  
12 who met the criteria were sent out participant packs with information about the  
13 study.  
14
- 15 2. **Study website** –official websites for the trial were set up at each research site  
16 through the media office at Imperial College London and University of Southampton  
17 ([www.tinyurl.com/EB](http://www.tinyurl.com/EB);  
18 [https://www.southampton.ac.uk/medicine/academic\\_units/projects/endobarrier.pa](https://www.southampton.ac.uk/medicine/academic_units/projects/endobarrier.pa)  
19 [ge](http://www.tinyurl.com/EB)) and by the Imperial College research facility:  
20 <http://imperial.crf.nihr.ac.uk/studies/EB/>  
21
- 22 3. **Diabetes UK** – contacted charities including diabetes UK who promoted the study on  
23 their website and magazine  
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- 25 4. **Social media** – Facebook posts and Twitter feeds  
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- 27 5. **Posters and leaflets** – were placed in prominent areas in GP practices, diabetes and  
28 renal outpatient clinics.  
29
- 30 6. **Newspaper Advertising** – weekly adverts were placed in local newspapers in London  
31 (*The Evening Standard* and *Metro*) and in Southampton (*Bournemouth Echo*, *Daily*  
32 *Echo*, *The News*) over different time periods.  
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## 58 Results 59 60

The key dates for the recruitment process are outlined in Table 2 and the progress of recruitment from commencement through to completion in mid-October 2016 is shown in

**Figure 3.**

**Table 2. Key dates in Recruitment Process**

Key Events	Imperial College Healthcare	Southampton Hospital
<b>Research Site Initiation</b>	20 <sup>th</sup> October 2014	30 <sup>th</sup> April 2015
<b>First Participant Screened</b>	28 <sup>th</sup> November 2014	3 <sup>rd</sup> July 2015
<b>First Participant Randomised</b>	6 <sup>th</sup> March 2015	9 <sup>th</sup> July 2015
<b>Final Participant Randomised</b>	18 <sup>th</sup> October 2016	14 <sup>th</sup> October 2016

Recruitment was initially anticipated to take only 12 months, but in light of the early termination of the pivotal ENDO trial in the US there were significant delays to the final ethical and local approvals being granted. As such, the recruitment period was extended to 24 months. The first 18 months focused on identifying PICs from the primary and secondary care setting. Presentations were made at local GP practices, meetings were held with nurse specialists and endocrinologists working in the community diabetes practices. Press releases were made online, on social media sites and in major tabloid newspapers. The recruitment outcomes from the different sources is summarised in **Table 3** and **Figure 4** depicts the overall recruitment figures from time of first participant contact right through to randomisation

Table 3. Sources of Recruitment

	Imperial College London	University Hospital Southampton	Total
<b>PATIENTS INTERESTED</b>	1210	567	1777
<b>Source of Patient:</b>			
GP	65	397	462
Newspaper Adverts	1004	102	1106
Study Website	75	9	84
DARE	16	0	16
Other / Unknown	14	28	42
Other Bariatric and Diabetes Clinics	9	9	18
Diabetes UK	7	16	23
Other Research / Science Museum	7	0	7
Poster	4	3	7
Tele Screen Outpatients Imperial NHS	4	0	4
Radio Solent Interview (after PR UHS)	0	2	2
Social Media (Facebook or Twitter)	4	0	4
Friend	1	1	2

### Recruitment at Imperial College London Healthcare NHS Trust (ICHT)

ICHT is located in North West London which encompasses a population of around 2.4million people and it is estimated that around 40% of GP practices in the region are engaged and recruiting into clinical trials. The North West London LCRN provided the link between the study team and these local GP practices and supported recruitment in this region.

Unfortunately, despite these links, only 65 responses were received from patients via GP PICs. As such, recruitment strategies were modified to focus on media platforms and, as a

1  
2  
3 consequence, the majority of patients recruited at the ICHT site were self-referred after  
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5 hearing about the study from newspapers adverts. Over 1000 phone calls were received  
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7 from patients following the newspaper adverts.  
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11 From November 2015 through to September 2016 a quarter page advert was placed in two  
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13 London newspapers – the *Metro and Evening Standard*. This included a digital advertising  
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15 campaign in which adverts were also placed within the desktop and tablet versions of the  
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17 newspaper, which provided a direct link to the trial study website when the advert was clicked  
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19 on.  
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23  
24 Table 4 is the activity summary data provided by the advertising company and includes the  
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26 number of times the adverts were accessed online and the number of ‘clicks’, which refers to  
27  
28 the number of people who clicked on the advert to directly access the study website. The  
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30 Industry standard for the click through rate (CTR) is approximately 0.3% as provided by the  
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32 advertising team from the Metro and Evening Standard.  
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**Table 4 Summary of activity from digital adverts in the Metro ((1) 22<sup>nd</sup> – 24<sup>th</sup> March 2017 and (2) 21<sup>st</sup> April) and the Evening Standard (19<sup>th</sup> and 21<sup>st</sup> April), CTR = click through rate.**

		Total page views	Clicks	CTR (%)
<i>Metro</i>	Digital Newspaper Advert (1)	150,535	742	0.49%
	Tablet Advert (1)	39,873	465	1.17%
	Tablet Advert (2)	13,655	134	0.98%
<i>Evening Standard</i>	Digital Newspaper Advert	150,396	180	0.52%

Recruitment at University Hospital Southampton (UHS)

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3 Research delivery in this region is supported by Wessex LCRN, which is inclusive of over 80 GP  
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5 practices that are intimately involved in study recruitment. Unlike the experience of ICHT, GP  
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7 PICs were by far the greatest source of eligible participants during recruitment at UHS. In  
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9 total, UHS received 397 responses from patients identified via GP PICs, which was over 6 times  
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11 more than the London site. However, despite this, the number of patients randomised from  
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13 this cohort was still insufficient to reach the recruitment target. As such, a smaller newspaper  
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15 advert campaign was launched in one local paper in Southampton in which 13 adverts were  
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17 published during June and July 2016. This generated 102 new telephone consults from  
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19 patients (10 times less than the London site) and represented the second most successful  
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21 source of randomised patients at this site.  
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## 31 Discussion

### 32 Difficulties in Recruitment

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38 Despite a clear strategy from the offset, recruitment took much longer than anticipated taking  
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40 2 years to complete rather than initially predicted 1 year. As a result, an application had to be  
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42 me made to the NIHR (funding body) for a one year extension to the trial and, in addition, to  
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44 request appropriate funding to support these extended activities. There are various  
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46 explanations for the slow recruitment and poor response seen, and these are discussed  
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### 55 Variable Uptake from General Practice

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Participant recruitment from primary care at the ICHT site was extremely disappointing, despite the initial forecast that the vast majority of trial participants would be recruited from primary care with support from the diabetes and primary care research networks.

More than 400 GP practices were approached but fewer than 10% of these agreed to become PICs and completed database searches on behalf of the study team. The workloads of primary care physicians is very high, and some may feel that it is not feasible to dedicate any further time to research as this might be at the detriment of their clinical practice. Similar disengagement from research by primary care practitioners has also been reported in a palliative care study,[5]. In addition, GP practices in North West London may be saturated with calls for participation in clinical trials in the local area, as there are hundreds of clinical trials being conducted in the local region.

Database searches from agreed PICs revealed approximately 1200 patients as being suitable for the trial when matched against the eligibility criteria and participant packs were sent out to these patients. However only 65 (5%) participant reply slips were received. The small number of responses received lead to only 12 patients being invited for screening following their initial telephone consultation, of which 6 participants were randomised into the trial. This is in stark contrast to the UHS site where 397 reply slips were received in response to a similar number of participant packs being sent out.

### Variable Uptake from Trial Participants

There are a few potential explanations for why many patients declined to contact the study team:

- 1) *Participant information sheet (PIS) sub-optimal*: The PIS may have contained too much information or may have made the study sound over complicated or invasive, thus discouraging the participant from taking part. The PIS and participant reply slip were only available in English language and some patients may not have been literate in English to understand and act on the information. Patient Public Involvement (PPI) during the design stages was minimal and a possible reason for lower participant response rates. However, a falls prevention RCT by Cockayne et al failed to demonstrate any significant increase in participant recruitment or retention through the use of an optimised PIS,[6].
- 2) *The participant invitation letters may not have reached their intended recipient*. According to figures from 2016/2017 published by the Ministry of Housing Communities and Local Government English Housing Survey Report, 30% of households in London are private renting with a further 22% renting in the social sector,[7]. It is estimated that around 37% of private renters have moved three or more times in the last 5 years. Consequently, there is more chance of these letters being sent to the wrong address and not reaching the participant at all.
- 3) *Saturation from clinical trial invites*. Patients living in the London area may well receive multiple invites to participate in clinical trials so may chose to ignore these invites if they receive too many.

## ENDO Trial Suspension

The ENDO trial was a pivotal multi-centred double blinded RCT in the US where subjects were randomised to either receive the device or sham treatment in order to assess the efficacy and safety of the device. The study opened in November 2012 but was terminated early by the

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3 FDA in March 2015 after the development of 7 liver abscesses in 217 patients enrolled in the  
4 trial (3.2%). All patients with this complication were treated with antibiotics and, if necessary,  
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6 draining with no permanent sequelae. The ENDO Trial Suspension had a direct impact on our  
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8 study leading to a 3 month hiatus in our recruitment (from April – June 2015) as a substantial  
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10 amendment to the study protocol and PIS was required to include the risk of hepatic abscess,  
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12 which was quoted as 1%. This also meant that patients already recruited to the trial had to be  
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14 re-consented on their next visit to ensure they were aware of the potentially increased risk  
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16 of hepatic abscesses.  
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#### 25 Lack of Support Staff

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27 The newspaper advertising campaign was hugely successful generating numerous telephone  
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29 calls and emails requiring urgent attention. On the days when the adverts featured in the  
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31 newspapers, on average 30-50 telephone calls and emails were received by the study team  
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33 at ICHT. Unfortunately, the infrastructure was not in place to deal with this unprecedented  
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35 demand which meant that not all telephone calls and emails were responded to promptly.  
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#### 41 Strict Eligibility Criteria

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43 The eligibility criteria for the study was very stringent in order to ensure participant safety  
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45 and to establish the appropriate diabetes status of those patients entering the study.  
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47 Modifications to the eligibility criteria, which included raising the HBA1C range and lowering  
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49 the kidney function (eGFR) cut off helped to widen the recruitment net.  
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#### 55 High Drop-out Rate following Randomisation

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3 During the screening and consent process patients were advised that there was a 50% chance  
4 of being in either the two arms of the study and this was reiterated in the participant  
5 information leaflet which they all received. Despite this, 11% of patients who were  
6 randomised to the control arm dropped out of the trial soon after randomisation. This could  
7 be linked to participant's disappointment of not receiving the actual treatment. It is not  
8 uncommon for patients to hold strong preferences for particular interventions, but one would  
9 hope that those patients who expressed strong wishes to receive a particular intervention  
10 and that were at high risk of dropping out depending on this result, would have been detected  
11 and excluded at the time of screening.  
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28 To combat the early withdrawals, approval was sought and granted to recruit an additional 5  
29 participants from each site, which increased the total number of patients recruited from 160  
30 to 170.  
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### 36 Reflecting on the Success of Newspaper Advertising Campaign

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38 The fantastic response from the newspaper advertising campaign came as a surprise as  
39 reports in the literature are conflicting when judging the success of newspaper adverts for  
40 clinical trial recruitment, particularly when considering the high cost implications associated  
41 with such media campaigns.  
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51 The Scotland Standard Care vs. Celecoxib Outcome Trial (SCOT) clinical trial investigating  
52 cardiovascular safety of non-steroidal anti-inflammatory drugs in patients with rheumatoid  
53 arthritis and osteoarthritis found little impact when they deployed a newspaper advertising  
54 campaign,[8]. The study found that the adverts attracted relatively small numbers of  
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3 respondents, and of those respondents most were not eligible to take part. This was in stark  
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5 contrast to our adverts which generated a large number of respondents, from which we were  
6  
7 able to recruit the vast majority of participant to the ICHT site.  
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13 A RCT conducted in Australia of vitamin E in the prevention of cataract and age-related  
14  
15 maculopathy used five recruitment methods: newspaper advertising, radio advertising, GP  
16  
17 practices, community groups, and electoral roll mail-out,[9]. Recruitment was successfully  
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19 completed in the anticipated time frame with newspaper adverts and electoral roll mail out  
20  
21 found to be the most effective methods of participant recruitment in terms of both the  
22  
23 absolute number of participant recruited and cost per participant. Similar to our experience,  
24  
25 the newspaper adverts generated a great deal of interest and a number of telephone calls  
26  
27 which placed a huge strain on the study team to respond to each inquiry in a timely fashion.  
28  
29 In addition, they found direct approaches to community groups or GP practices were not  
30  
31 fruitful with the authors concluding that strong collaborative links with GP practices may be  
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33 necessary for this approach to be successful.  
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43 A similar study design to the Endobarrier trial was observed in a prospective multi-centred  
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45 RCT investigating RYGB versus intensive medical management for treatment of T2DM  
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47 conducted at three institutions in the USA and one in Taiwan,[10]. This trial successfully  
48  
49 recruited 120 participants but this took four years and also involved lowering their BMI  
50  
51 criteria and the addition of another centre to recruit more patients into the study. Two  
52  
53 recruitment sites also used a mass media campaign and of the 120 randomised participants,  
54  
55 10% were recruited directly from newspaper adverts, and 19% were from radio  
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3 advertisements. The authors concluded that their recruitment could have been accelerated  
4  
5 by enrolling more sites and by increasing the advertising budget.  
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10 The major benefit of using newspaper advertising is that it relies on a degree of self-  
11  
12 motivation from the potential participant to contact the study team but also gets the message  
13  
14 across in a non-intrusive way, as the advert is subtly placed in their daily newspaper hopefully  
15  
16 sparking interest in the reader. Patients who contacted us, appeared very keen to find out  
17  
18 more information on the trial and were genuinely disappointed if they did not meet the study  
19  
20 eligibility criteria.  
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28 One of the pitfalls encountered with the newspaper advertising is that only a small amount  
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30 of information on the trial can be published in an advert which meant more time spent on  
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32 telephone calls to patients explaining more details of the study. One possible way to combat  
33  
34 this, is to provide links to where further information can be accessed such a link to a study  
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36 website or with automated emails. Newspaper advertising is also hugely expensive so can be  
37  
38 a disaster if ineffective; the total cost across both our research sites to fund our adverts was  
39  
40 £48,179.  
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45 It must also be noted that although recruitment from GP practices was poor at the London  
46  
47 site, the same was not observed at our Southampton site where recruitment from primary  
48  
49 care was considerably better. This suggests that this difference is site specific owing to the  
50  
51 difference in patient populations between these two cities as previously identified which may  
52  
53 have been a major contributory factor in these discrepancies in recruitment.  
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57 Social media  
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## Conclusion

From our own experience we strongly feel that at the planning stage of any clinical trial due consideration is given to media and advertising when the study design allows recruitment using this modality. Funding for future grant applications should be costed accordingly so that more resources can be devoted to newspaper adverts and social media campaigns. Equally having a dedicated study team to deal with the influx of calls and emails that might be generated through an advertising campaign is imperative so that responses occur swiftly and potential opportunities to recruit participants are not missed. Such team would ideally be headed by a clinician complimented by a research nurse and administrator.

It is clear that fundamental to any successful clinical trial is a successful recruitment campaign; obtaining the full quota of participants within a suitable time frame whilst using cost effective methods. What is not so apparent is the best strategy to achieve this goal.

### **Contributorship Statement:**

AR: coinvestigator at Imperial College London, planned and designed the concept of the paper and is the corresponding and primary author of manuscript. CGP: trial manager at Imperial College London and Imperial Clinical Trials

Unit, coauthor of manuscript and contributed to the design and concept of this paper and approved the final version.

MAG: coinvestigator at University Hospital Southampton, contributed to the writing of the manuscript and approved the final version.

NC: coinvestigator at Imperial College London, contributed to the acquisition of the data and provided critical appraisal of current manuscript and approved the final version.

WA-N: coinvestigator at Imperial College London, contributed to the acquisition of the data and in writing the manuscript and approved the final version.

ADM: coinvestigator at Imperial College London, coauthor of recruitment methodology section, contributed to writing the manuscript and approved the final version.

APG: coinvestigator at Imperial College London and trial coapplicant, contributed to the writing the manuscript and approved the final version.

CS: interpreted the data and provided critical appraisal of current manuscript and approved final version.

MP: coinvestigator at University

Hospital Southampton, contributed to recruitment and provided critical appraisal of the manuscript and approved the final version.

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2  
3 MM: trial coapplicant, contributed to trial set-up and recruitment and provided  
4 critical appraisal of the manuscript and approved the final version.

5  
6 HA: contributed to the design and concept of the manuscript, provided critical appraisal  
7 of the manuscript and approved the final version.

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9 JPB: principal investigator at University Hospital Southampton, trial coapplicant, provided  
10 critical appraisal of the manuscript and approved  
11 the final version.

12  
13 JPT: chief investigator, trial coapplicant, provided critical appraisal of the manuscript and  
14 approved the final  
15 version.

16  
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18 Miras has received honoraria for presentations and advisory board contribution by Novo  
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29 The views expressed are those of the author(s) and not necessarily those of the  
30 EME Programme, the NHS, the NIHR or the Department of Health.

31  
32 **Data Sharing Statement:** All data relevant to the study will be available in a public, open  
33 access repository on the NIHR Journals Library when the final NIHR report is published later  
34 this year and downloadable from

35 <https://www.journalslibrary.nihr.ac.uk/programmes/eme/121004/#/>

36  
37 This data will include all the individual participant data collected during the trial after  
38 deidentification. The study protocol, statistical analysis plan, informed consent form, clinical  
39 study report, and analytic code. This will be available to anyone who wishes to access this  
40 data.

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Figure 1 Randomisation

Figure 2 Participant Recruitment from GP PICs

Figure 3 Recruitment Timeline

Figure 4 Recruitment Flow Chart: SH = Research Site Southampton IC = Research Site

Imperial College

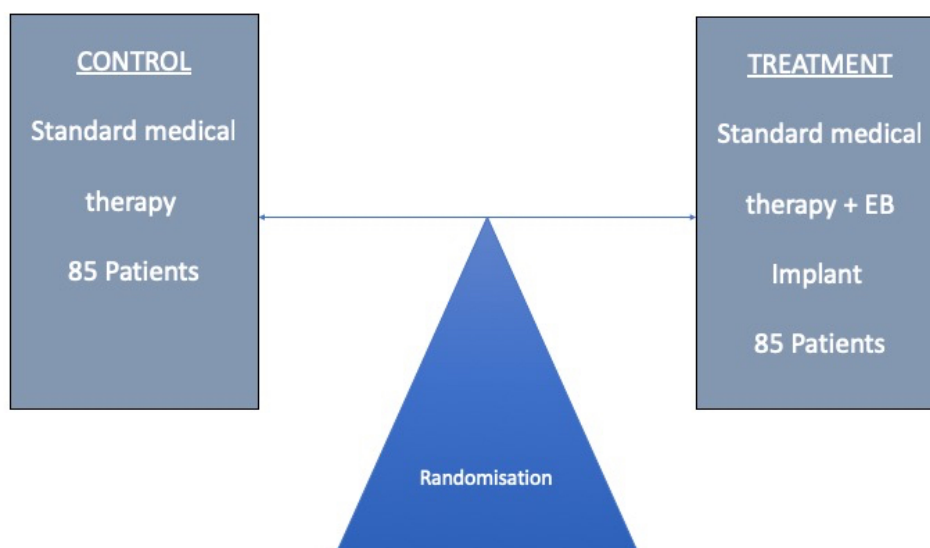


Figure 1: Randomisation

338x190mm (54 x 54 DPI)

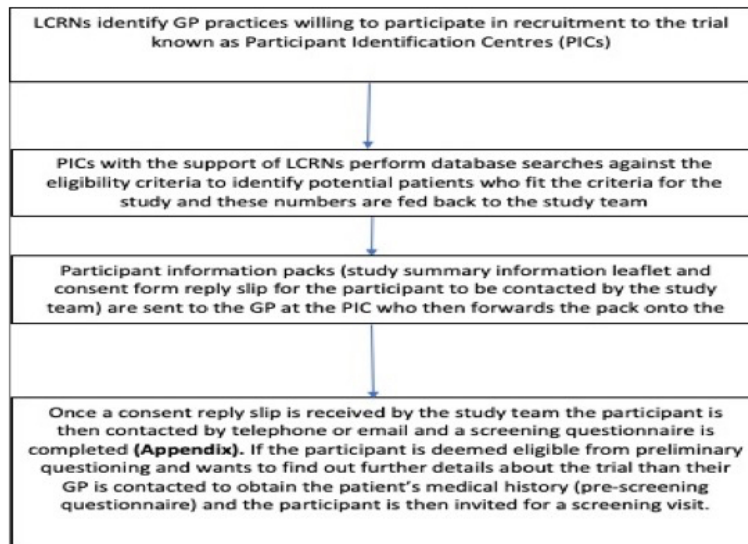


Figure 2: Participant Recruitment from GP PICs

338x190mm (54 x 54 DPI)



Figure 3: Recruitment Timeline

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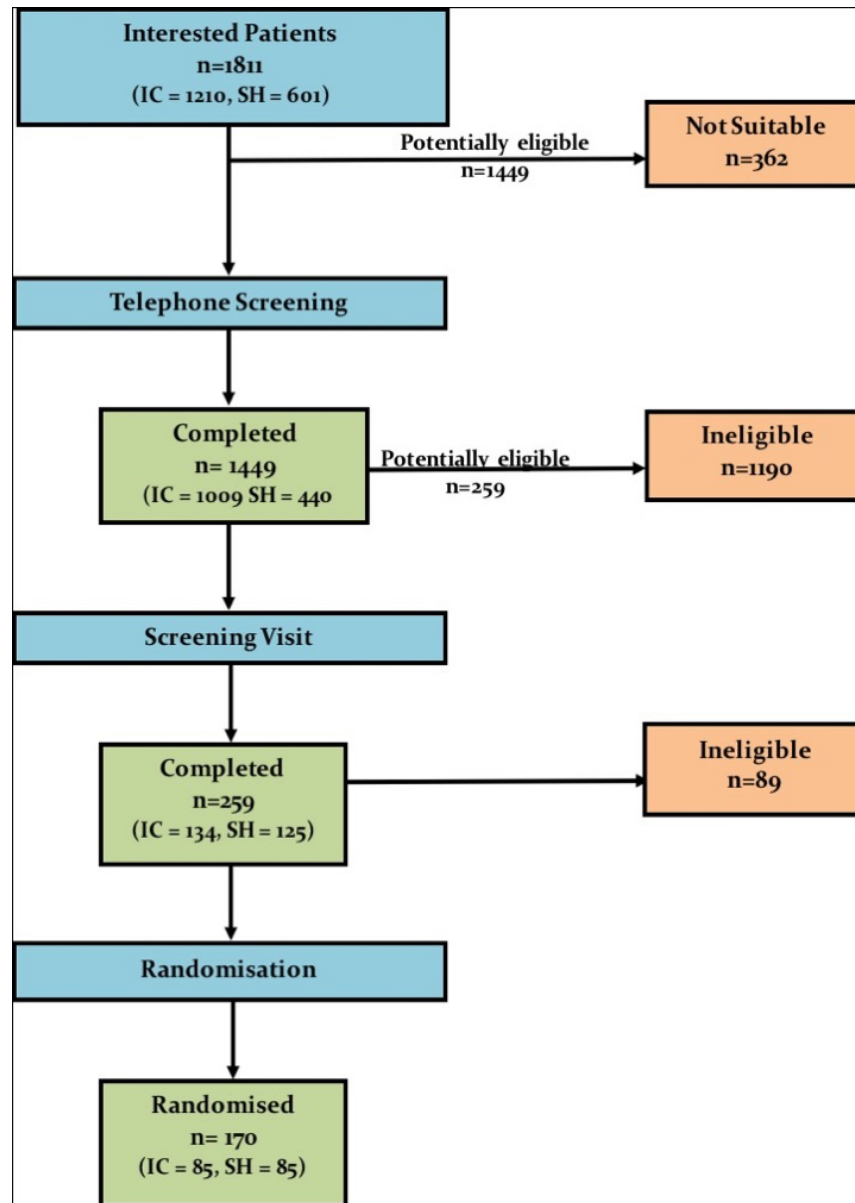


Figure 4: Recruitment Flow Chart: SH = Research Site Southampton IC = Research Site Imperial College

196x275mm (93 x 93 DPI)

# BMJ Open

## Effectiveness of different recruitment strategies in an RCT of a surgical device: Experience from the Endobarrier trial

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## Effectiveness of different recruitment strategies in an RCT of a surgical device:

### Experience from the Endobarrier trial

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## Abstract

Recruiting participants into clinical trials is notoriously difficult and poses the greatest challenge when planning any investigative study. Poor recruitment may not only have financial ramifications owing to increased time and resources being spent but could adversely influence the clinical impact of a study if it becomes underpowered. Herein we present our own experience of recruiting into a nationally funded, multi-centre, randomised controlled trial (RCT) of the Endobarrier vs. standard medical therapy in obese patients with type 2 diabetes. Despite these both being highly prevalent conditions, there were considerable barriers to the effectiveness of different recruitment strategies across each study site. Although recruitment from primary care proved extremely successful at one study site, this largely failed at another site prompting the implementation of multimodal recruitment strategies including a successful media campaign to ensure sufficient participants were enrolled and the study was adequately powered. From this experience we propose where appropriate the early engagement and investment in media campaigns to enhance recruitment into clinical trials.

## Introduction

Obtaining a satisfactory outcome in any clinical trial is largely underpinned by a successful recruitment campaign to drive participant's numbers and to ensure that the study is adequately powered for the results obtained. The recruitment process poses the greatest challenge for those involved in conducting clinical trials,[1]. Attempts to negate poor recruitment can include lengthening the recruitment timeline or broadening the screening criteria which can have a detrimental impact on the cost of the trial or indeed dampen the clinical effect of a particular intervention. Ultimately if recruitment goals are not reached this

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3 can potentially lead to the early termination of a trial. A review of the National Cancer  
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5 Institute Therapy Evaluation Programme (CTEP) sponsored oncology trials found that 38%  
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7 failed to attain the minimum accrual goals with 71% of phase III trials resulting in poor  
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9 accruals,[2]. A positive correlation was found between poor accrual rates and longer  
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11 development time of clinical trials – the time from initial concept to commencement of the  
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15 trial.

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20 Often the time taken to recruit patients to a clinical trial is grossly underestimated. A study of  
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22 20 multicentre national randomised controlled trials (RCTs) funded by the National Health  
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24 and Medical Research Council (NHMRC) found that the average recruitment period was 4-5  
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26 years, excluding the period required for participant follow-up,[3]. A recently published multi  
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28 centre diabetes prevention trial of men took 7 years to recruit to the study screening over  
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30 19,000 participants in order to enrol 1007 (5%) participants.[4]  
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37 There are ethical implications associated with early trial termination due to inadequate  
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39 participant recruitment. Firstly, patients already recruited into the study may be exposed to  
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41 potentially harmful interventions despite the outcome of the trial being fruitless. Secondly an  
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43 early terminated clinical trial will invariably lead to delays in a new treatment or drug therapy  
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45 being made commercially available as outstanding questions may still remain on its efficacy  
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47 or safety profile. Failed clinical trials not only waste resources and funding but also the time  
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51 of patients and researchers.  
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3 Research funding bodies will expect to see evidence of meticulously planned recruitment  
4 strategies to ensure that any grants approved are utilised appropriately and that sufficient  
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6 participant numbers are obtained for a trial in order to address the primary research question.  
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13 In this article we reflect on our own personal experience from recruiting to a nationally  
14 funded multi-centred RCT designed to investigate and compare the effect of the Endobarrier  
15 duodenal jejunal bypass liner with standard medical therapy in the treatment of obese  
16 patients with Type 2 diabetes mellitus (T2DM),[5]. This trial commenced in 2014 at Imperial  
17 College Healthcare NHS Trust, London, and University Hospital Southampton NHS Foundation  
18 Trust, UK and concluded in January 2019.  
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### 30 The Endobarrier Trial

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32 The Endobarrier RCT is funded by the National Institute for Health Research (NIHR) and is part  
33 of the Efficacy and Mechanism Evaluation programme (EME). EME is a partnership between  
34 the Medical Research Council (MRC) and NIHR and was primarily set up to support clinical  
35 trials that test the efficacy of interventions. The study was conducted at two investigational  
36 sites in the UK, Imperial College Healthcare NHS Trust (ICHT) which includes St Mary's Hospital  
37 and Hammersmith Hospital, and University Hospital Southampton NHS Foundation Trust  
38 (UHS). This was a two-year study in which 170 eligible patients with obesity and T2DM were  
39 recruited and randomised to either the control or treatment arm group (**figure 1**).  
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54 The treatment arm received the Endobarrier device for 1 year in addition to standard  
55 medical therapy and were followed up for a further 1 year. The control group received  
56 standard medical therapy and life style intervention therapy alone over the period of 2  
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years. The trial protocol including all details on the Endobarrier device and trial design has been previously published by our group, [5].

### Methods of Recruitment

The target population for this study were males and females, aged 18-65, and obese (BMI>30kg/m<sup>2</sup>) with type 2 diabetes mellitus (T2DM) but adequate insulin reserve. The study eligibility criteria are shown in **Table 1**.

**Table 1. Study Eligibility Criteria**

<b>Inclusion Criteria</b>	
1.	Age 18–65 years (male or female)
2.	Type 2 diabetes mellitus for at least one year
3.	HbA1C 7.7–11.0% equivalent to 58 – 97 mmol/mol *
4.	On oral hypoglycaemic medications
5.	BMI 30 – 50 kg/m <sup>2</sup>
<b>Exclusion Criteria</b>	
1.	Language barrier, mental incapacity, unwillingness or inability to understand and be able to complete questionnaires.
2.	Non-compliance with eligibility criteria.
3.	Females of childbearing potential who are pregnant, breast-feeding or intend to become pregnant or are not using adequate or reliable contraceptive methods.
4.	Evidence of absolute insulin deficiency as indicated by clinical assessment, a long duration of T2DM and a fasting plasma C-peptide of <333pmol/L.
5.	Current use of insulin.
6.	Previous diagnosis with type 1 DM or a history of ketoacidosis.
7.	Requirement of NSAIDs (non-steroidal anti-inflammatory drugs) or prescription of anticoagulation therapy during the implant period.
8.	Current iron deficiency and/or iron deficiency anaemia.*
9.	Symptomatic gallstones or kidney stones at the time of screening.
10.	History of coagulopathy, upper gastro-intestinal bleeding conditions such as oesophageal or gastric varices, congenital or acquired intestinal telangiectasia.
11.	Previous gastrointestinal surgery that could affect the ability to place the device or the function of the implant.
12.	History or presence of active H. pylori (if subjects are randomised into the EndoBarrier® arm and have a history or presence of active H. pylori tested at study visit 2 they can receive appropriate treatment and then subsequently enrol into the study).

13. Family history of a known diagnosis or pre-existing symptoms of systemic lupus erythematosus, scleroderma or other autoimmune connective tissue disorder.
14. Severe liver impairment (i.e. AST, ALT or gGT >4 times upper limit of the reference range) or kidney impairment (i.e. estimated Glomerular Filtration Rate (GFR) < 45 ml/min/1.73m<sup>2</sup>. \*
15. Severe depression, unstable emotional or psychological characteristics (including Beck Depression Inventory II score >28).
16. Poor dentition and inability to adequately chew food.
17. Planned holidays up to three months following the EndoBarrier Implant.

Three of the eligibility criteria listed above (identified by an asterisk) were modified from the original protocol to broaden the eligibility criteria in order to recruit more participants:

- 1) HBA1c upper limit was extended to 97mmol/mol from 86mmol/mol.
- 2) Criterion for liver and kidney disease was modified from “Severe liver (AST, ALT or gGT >4 times upper limit) or kidney failure (serum creatinine >180mmol/l), estimated Glomerular Filtration Rate (GFR) cut-off is 60” to “Severe liver (AST, ALT or gGT >4 times upper limit) or kidney impairment estimated Glomerular Filtration Rate (GFR) <45ml/min/1.73m<sup>2</sup>”.
- 3) ‘History of iron deficiency/ iron deficiency anaemia’ was modified to be more specific to “current iron deficiency or iron deficiency anaemia’.

As the vast majority of patients with T2DM are managed in the primary care setting it was anticipated that general practices would provide the most valuable resource in which to identify eligible patients and this was supported by initial analysis of Diabetes Research Network (DRN) databases. There are eight Diabetes Research Networks (DRN) hubs nationally with one covering ICHT and a second hub covering UHS. In North West London there were 416 GP practices with a total list size of 2,148,746 and the number of adults registered with T2DM was 98,842. When planning this study the database of 2 such GP practices in London

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3 were interrogated and within these two practices alone over 500 patients were identified  
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5 who matched the age profile, HBA1c and BMI criteria for this study. In Southampton,  
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7 experiences from a previously similar NIHR funded diabetes study that had recruited  
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9 successfully from primary care suggested that a sample of 10-20 practices would be adequate  
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11 to identify sufficient numbers for this study. Based on this preliminary analysis we were  
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13 confident that participants fitting the criteria for the study could be fairly easily identified  
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15 from the primary care databases.  
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24 GP practices in the region were approached in the first instance by the Local Clinical Research  
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26 Network (LCRN) on behalf of the study team. The LCRNs are an initiative set up by the NIHR  
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28 to coordinate and support the delivery of research across the NHS in England. They fund  
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30 teams of research staff to enter hospitals and GP practices in order to facilitate and increase  
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32 awareness of the research opportunities available to patients.  
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37 Since 2009 the North West London (NWL)-DLRN had established a hub and spoke model to  
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39 support diabetes research in primary care which currently provided access to over 13,000  
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41 people with type 2 diabetes. This model was available to study teams working on diabetes-  
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43 related NIHR portfolio studies. The process of recruitment from GP practices is summarised  
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45 in the flow diagram (**figure 2**).  
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52 This process was reimbursed by the LCRN with £150 paid for the GP database search and set  
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54 up, £0.60 per participant information pack sent to patients, and £40 for each GP pre-screening  
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56 questionnaire completed. Once a GP practice agreed to act as Patient Identification Centre  
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58 (PIC) for our trial, they initiated database searches to identify potential participants using two  
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3 of the main inclusion criteria (BMI > 30 kg/m<sup>2</sup> and diagnosis of type two diabetes). The final  
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5 number of eligible patients was then communicated back to the LCRN or research site who  
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7 populated the adequate amount of patient packs (including patient information summary  
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9 leaflet, recruitment invitation letter with response slip and prepaid envelope) and posted  
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11 them back to the GP. The GP sent the packs out to each identified patient from their database.  
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15 The same method was used across the two research sites, Imperial College Healthcare NHS  
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17 Trust and University Hospital Southampton NHS Trust.

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21  
22 Various other strategies were also employed to compliment recruitment from GP practices

23  
24  
25 These included:

- 26  
27  
28 1. **Diabetes Alliance for Research England (DARE) registry** – a database of 60,000  
29  
30 patients nationwide with diabetes who have expressed an interest to be informed  
31  
32 and participate in diabetes research. This database was interrogated and patients  
33  
34 who met the criteria were sent out participant packs with information about the  
35  
36 study.  
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- 39  
40 2. **Study website** –official websites for the trial were set up at each research site  
41  
42 through the media office at Imperial College London and University of Southampton  
43  
44 (<https://www.imperial.nhs.uk/research/research-trials/diabetes-research-trials>;  
45  
46 [https://www.southampton.ac.uk/medicine/academic\\_units/projects/endobarrier.pa](https://www.southampton.ac.uk/medicine/academic_units/projects/endobarrier.pa)  
47  
48 [ge](https://www.southampton.ac.uk/medicine/academic_units/projects/endobarrier.pa)) and by the Imperial College research facility:  
49  
50 <http://imperial.crf.nihr.ac.uk/studies/endobarrier/>  
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- 53  
54 3. **Diabetes UK** – contacted charities including diabetes UK who promoted the study on  
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56 their website and magazine  
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4. **Social media** – Facebook posts and Twitter feeds
5. **Posters and leaflets** – were placed in prominent areas in GP practices, diabetes and renal outpatient clinics.
6. **Newspaper Advertising** – weekly adverts were placed in local newspapers in London (*The Evening Standard* and *Metro*) and in Southampton (*Bournemouth Echo*, *Daily Echo*, *The News*) over different time periods.

The clinical trials unit received regular updates on recruitment numbers and sources from each research site. This helped identifying recruitment challenges early and enabled the research teams to put new recruitment sources in place where necessary.

## Results

The key dates for the recruitment process are outlined in **Table 2** and the progress of recruitment from commencement through to completion in mid-October 2016 is shown in

**Figure 3.**

**Table 2. Key dates in Recruitment Process**

Key Events	Imperial College Healthcare	Southampton Hospital
<b>Research Site Initiation</b>	20 <sup>th</sup> October 2014	30 <sup>th</sup> April 2015
<b>First Participant Screened</b>	28 <sup>th</sup> November 2014	3 <sup>rd</sup> July 2015
<b>First Participant Randomised</b>	6 <sup>th</sup> March 2015	9 <sup>th</sup> July 2015



<b>Final Participant Randomised</b>	18 <sup>th</sup> October 2016	14 <sup>th</sup> October 2016
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Recruitment was initially anticipated to take only 12 months, but in light of the early termination of the pivotal ENDO trial in the US there were significant delays to the final ethical and local approvals being granted. As such, the recruitment period was extended to 24 months. The first 18 months focused on identifying PICs from the primary and secondary care setting. Presentations were made at local GP practices, meetings were held with nurse specialists and endocrinologists working in the community diabetes practices. Press releases were made online, on social media sites and in major tabloid newspapers. The recruitment outcomes from these different sources is summarised in **Table 3**. A flowchart summarising the overall recruitment figures from initial participant contact right through to randomisation is depicted in **Figure 4**. More details of the process of telephone screening (Appendix 1), screening visit and randomisation can be found in the previously published protocol paper for this trial,[5].

Table 3. Sources of Recruitment

Patient Sources of Recruitment	Imperial College London	University Hospital Southampton	Total
GP	65	397	462
Newspaper Adverts	1004	102	1106
Study Website	75	9	84

DARE	16	0	16
Other bariatrics and Diabetes Clinics	9	9	18
Diabetes UK	7	16	23
Other: Research/Science Museum	7	0	7
Poster	4	3	7
Telescreen Outpatient Clinics	4	0	4
Radio Station Interview	0	2	2
Social Media (Facebook or Twitter)	4	0	4
Friend	1	1	2
Other/Unknown	14	28	42
<b>TOTAL</b>	<b>1210</b>	<b>567</b>	<b>1777</b>

## Recruitment at Imperial College London Healthcare NHS Trust (ICHT)

ICHT is located in North West London which encompasses a population of around 2.4million people and it is estimated that around 40% of GP practices in the region are engaged and recruiting into clinical trials. The North West London LCRN provided the link between the study team and these local GP practices and supported recruitment in this region.

Unfortunately, despite these links, only 65 responses were received from patients via GP PICs. As such, recruitment strategies were modified to focus on media platforms and, as a consequence, the majority of patients recruited at the ICHT site were self-referred after hearing about the study from newspapers adverts. Over 1000 phone calls were received from patients following the newspaper adverts.

From November 2015 through to September 2016 a quarter page advert was placed in two London newspapers – the *Metro and Evening Standard*. This included a digital advertising campaign in which adverts were also placed within the desktop and tablet versions of the newspaper, which provided a direct link to the trial study website when the advert was clicked on.

Table 4 is the activity summary data provided by the advertising company and includes the number of times the adverts were accessed online and the number of 'clicks', which refers to the number of people who clicked on the advert to directly access the study website. The Industry standard for the click through rate (CTR) is approximately 0.3% as provided by the advertising team from the Metro and Evening Standard.

**Table 4 Summary of activity from digital adverts in the Metro ((1) 22<sup>nd</sup> – 24<sup>th</sup> March 2017 and (2) 21<sup>st</sup> April) and the Evening Standard (19<sup>th</sup> and 21<sup>st</sup> April), CTR = click through rate.**

		Total page views	Clicks	CTR (%)
<i>Metro</i>	Digital Newspaper Advert (1)	150,535	742	0.49%
	Tablet Advert (1)	39,873	465	1.17%
	Tablet Advert (2)	13,655	134	0.98%

<i>Evening</i>	Digital Newspaper	150,396	180	0.52%
<i>Standard</i>	Advert			

### Recruitment at University Hospital Southampton (UHS)

Research delivery in this region is supported by Wessex LCRN, which is inclusive of over 80 GP practices that are intimately involved in study recruitment. Unlike the experience of ICHT, GP PICs were by far the greatest source of eligible participants during recruitment at UHS. In total, UHS received 397 responses from patients identified via GP PICs, which was over 6 times more than the London site. However, despite this, the number of patients randomised from this cohort was still insufficient to reach the recruitment target. As such, a smaller newspaper advert campaign was launched in one local paper in Southampton in which 13 adverts were published during June and July 2016. This generated 102 new telephone consults from patients (10 times less than the London site) and represented the second most successful source of randomised patients at this site.

## Discussion

### Difficulties in Recruitment

Despite a clear strategy from the offset and taking into account a non-linear recruitment rate with a delayed start at the beginning of the trial, recruitment took much longer than

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2  
3 anticipated taking 2 years to complete rather than initially predicted 1 year. As a result, an  
4 application had to be made to the NIHR (funding body) for a one year extension to the  
5 trial and, in addition, to request appropriate funding to support these extended activities.  
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10 There are various explanations for the slow recruitment and poor response seen, and these  
11 are discussed below.  
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### 18 Variable Uptake from General Practice

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20 Participant recruitment from primary care at the ICHT site was extremely disappointing,  
21 despite the initial forecast that the vast majority of trial participants would be recruited from  
22 primary care with support from the diabetes and primary care research networks.  
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27  
28 More than 400 GP practices were approached but fewer than 10% of these agreed to become  
29 PICs and completed database searches on behalf of the study team. The workloads of primary  
30 care physicians is very high, and some may feel that it is not feasible to dedicate any further  
31 time to research as this might be at the detriment of their clinical practice. Similar  
32 disengagement from research by primary care practitioners has also been reported in a  
33 palliative care study,[6]. In addition, GP practices in North West London may be saturated  
34 with calls for participation in clinical trials in the local area, as there are hundreds of clinical  
35 trials being conducted in the local region.  
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50 Database searches from agreed PICs revealed approximately 1200 patients as being suitable  
51 for the trial when matched against the eligibility criteria and participant packs were sent out  
52 to these patients. However only 65 (5%) participant reply slips were received. The small  
53 number of responses received lead to only 12 patients being invited for screening following  
54 their initial telephone consultation, of which 6 participants were randomised into the trial.  
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3 This is in stark contrast to the UHS site where 397 reply slips were received in response to a  
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5 similar number of participant packs being sent out.  
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#### 10 Variable Uptake from Trial Participants

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14 There are a few potential explanations for why many patients declined to contact the study  
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16 team:  
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19 1) *Participant information sheet (PIS) sub- optimal:* The PIS may have contained too  
20  
21 much information or may have made the study sound over complicated or invasive,  
22  
23 thus discouraging the participant from taking part. The PIS and participant reply slip  
24  
25 were only available in English language and some patients may not have been literate  
26  
27 in English to understand and act on the information. Patient Public Involvement (PPI)  
28  
29 during the design stages was minimal and a possible reason for lower participant  
30  
31 response rates. It also is important to note that there have been ethnical differences  
32  
33 in the population that was approached at each research site with North West London  
34  
35 representing a large Asian population and the area in and around Southampton  
36  
37 representing a large white British population. However, a falls prevention RCT by  
38  
39 Cockayne et al failed to demonstrate any significant increase in participant  
40  
41 recruitment or retention through the use of an optimised PIS,[7].  
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48 2) *The participant invitation letters may not have reached their intended recipient.*  
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50 According to figures from 2016/2017 published by the Ministry of Housing  
51  
52 Communities and Local Government English Housing Survey Report, 30% of  
53  
54 households in London are private renting with a further 22% renting in the social  
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56 sector,[8]. It is estimated that around 37% of private renters have moved three or  
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3 more times in the last 5 years. Consequently, there is more chance of these letters  
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5 being sent to the wrong address and not reaching the participant at all.  
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- 8 3) *Saturation from clinical trial invites.* Patients living in the London area may well receive  
9  
10 multiple invites to participate in clinical trials so may chose to ignore these invites if  
11  
12 they receive too many.  
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### 18 ENDO Trial Suspension

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20 The ENDO trial was a pivotal multi-centred double blinded RCT in the US where subjects were  
21  
22 randomised to either receive the device or sham treatment in order to assess the efficacy and  
23  
24 safety of the device. The study opened in November 2012 but was terminated early by the  
25  
26 FDA in March 2015 after the development of 7 liver abscesses in 217 patients enrolled in the  
27  
28 trial (3.2%). All patients with this complication were treated with antibiotics and, if necessary,  
29  
30 draining with no permanent sequelae. The ENDO Trial Suspension had a direct impact on our  
31  
32 study leading to a 3 month hiatus in our recruitment (from April – June 2015) as a substantial  
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34 amendment to the study protocol and PIS was required to include the risk of hepatic abscess,  
35  
36 which was quoted as 1%. This also meant that patients already recruited to the trial had to be  
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38 re-consented on their next visit to ensure they were aware of the potentially increased risk  
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40 of hepatic abscesses.  
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### 50 Lack of Support Staff

51  
52 The newspaper advertising campaign was hugely successful generating numerous telephone  
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54 calls and emails requiring urgent attention. On the days when the adverts featured in the  
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56 newspapers, on average 30-50 telephone calls and emails were received by the study team  
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3 at ICHT. Unfortunately, the infrastructure was not in place to deal with this unprecedented  
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5 demand which meant that not all telephone calls and emails were responded to promptly.  
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### 9 10 Strict Eligibility Criteria

11  
12 The eligibility criteria for the study was very stringent in order to ensure participant safety  
13  
14 and to establish the appropriate diabetes status of those patients entering the study.  
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16 Modifications to the eligibility criteria, which included raising the HBA1C range and lowering  
17  
18 the kidney function (eGFR) cut off helped to widen the recruitment net.  
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### 28 Reflecting on the Success of Newspaper Advertising Campaign

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30 The fantastic response from the newspaper advertising campaign came as a surprise as  
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32 reports in the literature are conflicting when judging the success of newspaper adverts for  
33  
34 clinical trial recruitment, particularly when considering the high cost implications associated  
35  
36 with such media campaigns.  
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43 The Scotland Standard Care vs. Celecoxib Outcome Trial (SCOT) clinical trial investigating  
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45 cardiovascular safety of non-steroidal anti-inflammatory drugs in patients with rheumatoid  
46  
47 arthritis and osteoarthritis found little impact when they deployed a newspaper advertising  
48  
49 campaign,[9]. The study found that the adverts attracted relatively small numbers of  
50  
51 respondents, and of those respondents most were not eligible to take part. This was in stark  
52  
53 contrast to our adverts which generated a large number of respondents, from which we were  
54  
55 able to recruit the vast majority of participant to the ICHT site.  
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3 A RCT conducted in Australia of vitamin E in the prevention of cataract and age-related  
4 maculopathy used five recruitment methods: newspaper advertising, radio advertising, GP  
5 practices, community groups, and electoral roll mail-out,[10]. Recruitment was successfully  
6 completed in the anticipated time frame with newspaper adverts and electoral roll mail out  
7 found to be the most effective methods of participant recruitment in terms of both the  
8 absolute number of participant recruited and cost per participant. Similar to our experience,  
9 the newspaper adverts generated a great deal of interest and a number of telephone calls  
10 which placed a huge strain on the study team to respond to each inquiry in a timely fashion.  
11 In addition, they found direct approaches to community groups or GP practices were not  
12 fruitful with the authors concluding that strong collaborative links with GP practices may be  
13 necessary for this approach to be successful.  
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33 A similar study design to the Endobarrier trial was observed in a prospective multi-centred  
34 RCT investigating RYGB versus intensive medical management for treatment of T2DM  
35 conducted at three institutions in the USA and one in Taiwan,[11]. This trial successfully  
36 recruited 120 participants but this took four years and also involved lowering their BMI  
37 criteria and the addition of another centre to recruit more patients into the study. Two  
38 recruitment sites also used a mass media campaign and of the 120 randomised participants,  
39 10% were recruited directly from newspaper adverts, and 19% were from radio  
40 advertisements. The authors concluded that their recruitment could have been accelerated  
41 by enrolling more sites and by increasing the advertising budget.  
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57 The major benefit of using newspaper advertising is that it relies on a degree of self-  
58 motivation from the potential participant to contact the study team but also gets the message  
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3 across in a non-intrusive way, as the advert is subtly placed in their daily newspaper hopefully  
4  
5 sparking interest in the reader. Patients who contacted us, appeared very keen to find out  
6  
7 more information on the trial and were genuinely disappointed if they did not meet the study  
8  
9 eligibility criteria.  
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15 One of the pitfalls encountered with the newspaper advertising is that only a small amount  
16  
17 of information on the trial can be published in an advert which meant more time spent on  
18  
19 telephone calls to patients explaining more details of the study. One possible way to combat  
20  
21 this, is to provide links to where further information can be accessed such a link to a study  
22  
23 website or with automated emails. Newspaper advertising is also hugely expensive so can be  
24  
25 a disaster if ineffective; the total cost across both our research sites to fund our adverts was  
26  
27 £48,179.  
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32 It must also be noted that although recruitment from GP practices was poor at the London  
33  
34 site, the same was not observed at our Southampton site where recruitment from primary  
35  
36 care was considerably better. This is in line with a trial that recruited participants for physical  
37  
38 activity for individuals with diabetes,[12]. Researchers found that traditional recruitment  
39  
40 approaches such as posting flyers and using clinical referrals was not successful whereby 77%  
41  
42 of the participants were recruited using the electronic medical record system. This suggests  
43  
44 that discrepancies in recruitment success in our trial could be site specific owing to the  
45  
46 difference in patient populations between these two cities as previously identified.  
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## 55 Conclusion

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57 From our own experience we strongly feel that at the planning stage of any clinical trial due  
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59 consideration is given to media and advertising when the study design allows recruitment  
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3 using this modality. Funding for future grant applications should be costed accordingly so that  
4  
5 more resources can be devoted to newspaper adverts and social media campaigns. Equally  
6  
7 having a dedicated study team to deal with the influx of calls and emails that might be  
8  
9 generated through an advertising campaign is imperative so that responses occur swiftly and  
10  
11 potential opportunities to recruit participants are not missed. Such team would ideally be  
12  
13 headed by a clinician complimented by a research nurse and administrator.  
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16  
17 It is clear that fundamental to any successful clinical trial is a successful recruitment campaign;  
18  
19 obtaining the full quota of participants within a suitable time frame whilst using cost effective  
20  
21 methods. What is not so apparent is the best strategy to achieve this goal and so it is vital  
22  
23 that there is flexibility in implementing variable recruitment modalities for multi-centre trials  
24  
25 across different regions in England and the rest of the UK.  
26  
27

#### 28 29 30 **Contributorship Statement:**

31 AR: coinvestigator at Imperial College London, planned and designed the concept of the  
32 paper and is the corresponding and primary author of manuscript. CGP: trial manager at  
33 Imperial College London and Imperial Clinical Trials

34 Unit, co-author of this manuscript and contributed to the design and concept of this paper  
35 and approved the final version.

36  
37 MAG: coinvestigator at University Hospital Southampton, contributed to the writing of the  
38 manuscript and approved the final version.

39  
40 NC: coinvestigator at Imperial College London, contributed to the acquisition of the data  
41 and provided critical appraisal of current manuscript and approved the final version.

42  
43 WA-N: coinvestigator at Imperial College London, contributed to the acquisition of the data  
44 and in writing the manuscript and approved the final version.

45  
46 ADM: coinvestigator at Imperial College London, coauthor of recruitment methodology  
47 section, contributed to writing the manuscript and approved the final version.

48  
49 CS: interpreted the data and provided critical appraisal of current manuscript and approved  
50 final version.

51  
52 APG: coinvestigator at Imperial College London and trial coapplicant, contributed to the  
53 writing of the manuscript and approved the final version.

54  
55 MP: coinvestigator at University  
56 Hospital Southampton, contributed to recruitment and provided critical appraisal of the  
57 manuscript and approved the final version.

58  
59 MM: trial coapplicant, contributed to trial set-up and recruitment and provided  
60 critical appraisal of the manuscript and approved the final version.

61  
62 HA: contributed to the design and concept of the manuscript, provided critical appraisal  
63 of the manuscript and approved the final version.

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3 JPB: principal investigator at University Hospital Southampton, trial coapplicant, provided  
4 critical appraisal of the manuscript and approved  
5 the final version.

6 JPT: chief investigator, trial coapplicant, provided critical appraisal of the manuscript and  
7 approved the final  
8 version.

9  
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22 The views expressed are those of the author(s) and not necessarily those of the  
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24  
25 **Data Sharing Statement:** All data relevant to the study will be available in a public, open  
26 access repository on the NIHR Journals Library when the final NIHR report is published later  
27 this year and downloadable from

28 <https://www.journalslibrary.nihr.ac.uk/programmes/eme/121004/#/>

29 This data will include all the individual participant data collected during the trial after  
30 deidentification. The study protocol, statistical analysis plan, informed consent form, clinical  
31 study report, and analytic code. This will be available to anyone who wishes to access this  
32 data.

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Figure 1 Randomisation

Figure 2 Participant Recruitment from GP PICs

Figure 3 Recruitment Timeline

Figure 4 Recruitment Flow Chart: SH = Research Site Southampton IC = Research Site

Imperial College

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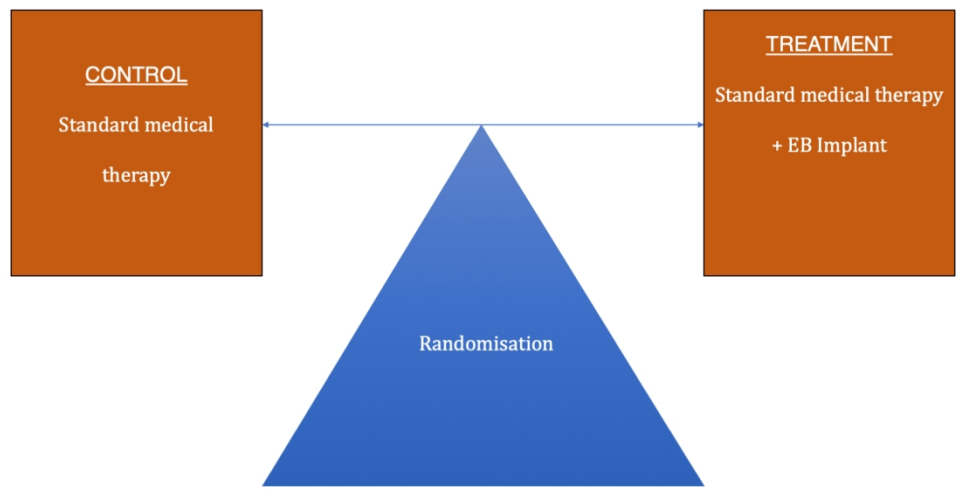


Figure 1: Randomisation  
EB: Endobarrier

339x190mm (133 x 133 DPI)

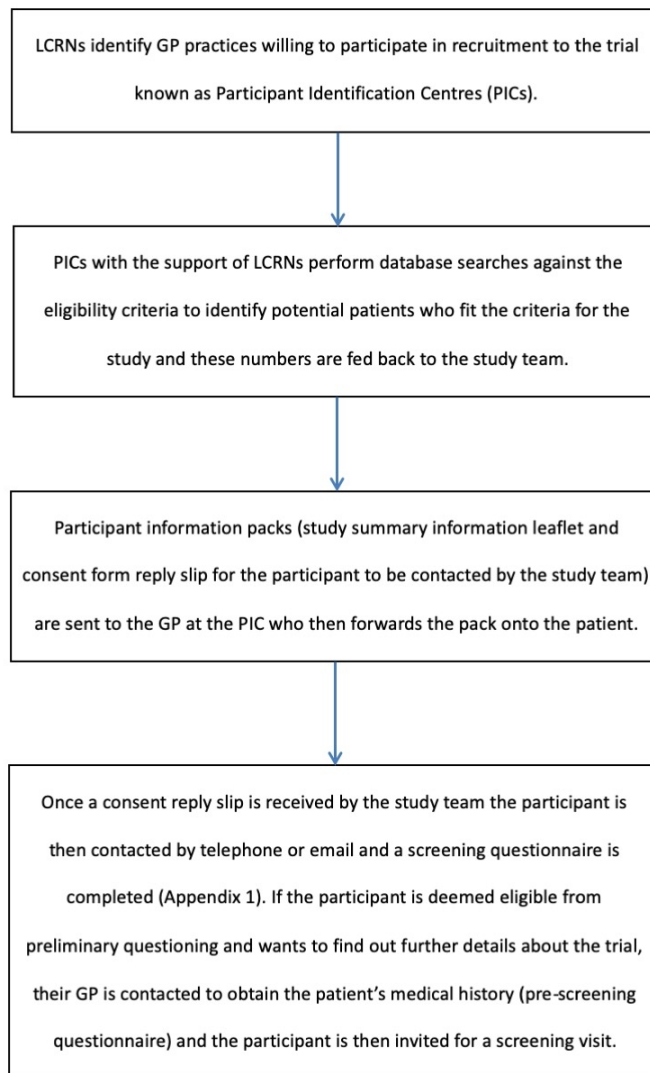


Figure 2: Participant Recruitment from GP PICs

190x254mm (133 x 133 DPI)



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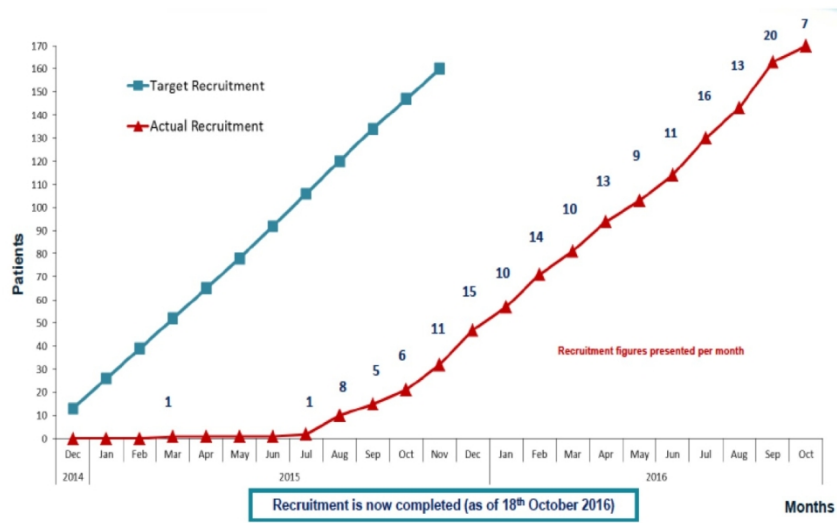


Figure 3: Recruitment Timeline

338x190mm (120 x 120 DPI)

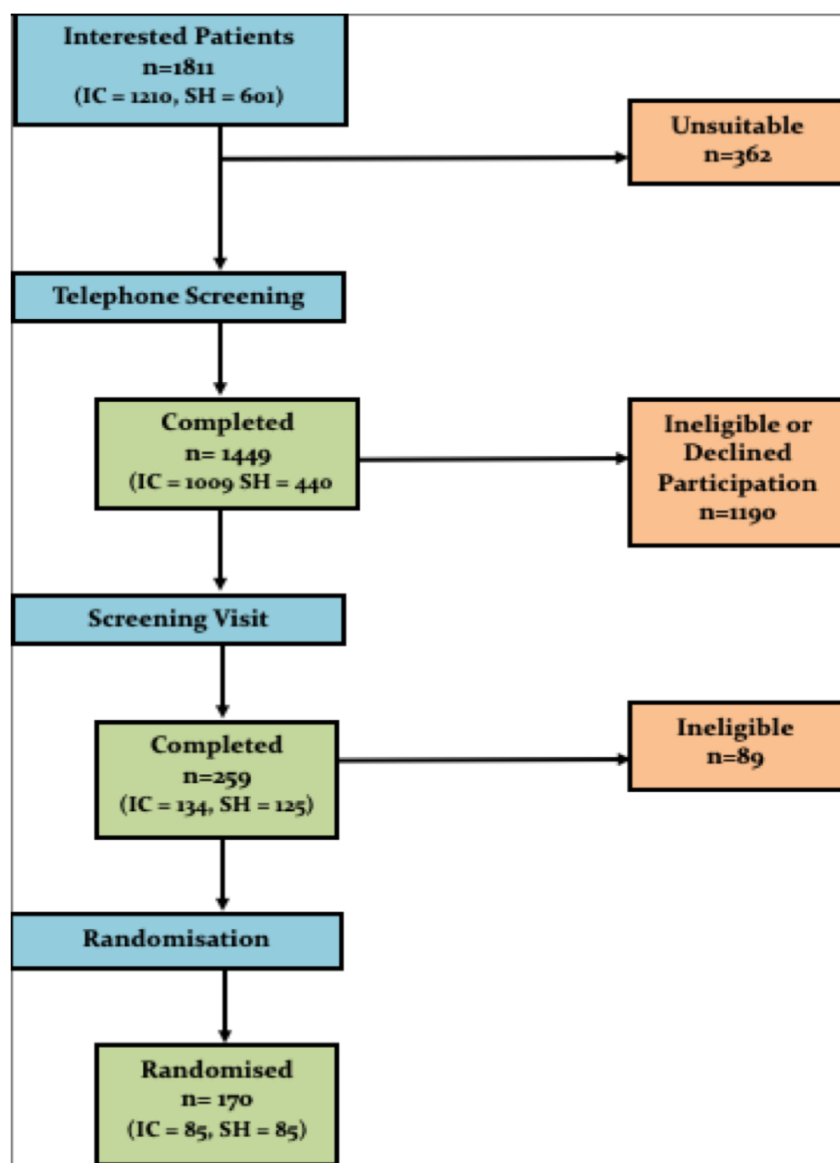


Figure 4: Recruitment Flow Chart: SH = Research Site Southampton IC = Research Site Imperial College

190x254mm (133 x 133 DPI)

# EndoBarrier Telephone Screening Form

Date 24.04.2014  
Version 1.0

Date: |\_|\_| / |\_|\_| / |\_|\_| (DD/MM/YY)

*Introduce yourself and explain purpose of the call. Explain that they will be asked details of their medications so please collect them now or organise another time to call if unavailable.*

## Personal details

Name: .....

Telephone numbers:      **Home**      .....

**Work**      .....

**Mobile**      .....

E-mail .....

Date of birth:      \_\_\_ / \_\_\_ / \_\_\_

## How did you hear about the study?

- GP letter            which surgery?.....
- GP surgery leaflet            which surgery?.....
- Routine Care Provider            who?.....
- Poster            where?.....
- Newspaper advert            where?.....
- Study website            where?.....
- Diabetes Research Network            who?.....
- Twitter/facebook            who?.....
- Word of mouth            who? (optional).....
- Other            how?.....

**Short explanation of study.....**

**It is important for you to know that if you do enter the study you are free to withdraw at any time.**

**Would you like me to explain the study in greater detail for you?**

Yes  No

**Does the EndoBarrier study sound like something you think that you would be able to commit to?**

Yes  No

*If no what reason is given?.....*  
 .....  
 .....

**Screening questions**

1. *Are you aged 18-65 years?* Yes  No  ⇒ **STOP**

2. *Do you have type 2 diabetes mellitus?* Yes  No  ⇒ **STOP**

*Have you had diabetes for at least 1 year?* Yes  No  ⇒ **STOP**

*Are you on any medication for your diabetes?* Yes  No  ⇒ **STOP**

*Do you use Insulin?* Yes  ⇒ **STOP** No

3. *What is your weight?* \_\_\_\_\_ kg/lbs/stones & oz  
*What is your height?* \_\_\_\_\_ m/cm/feet & inches

Interviewer to calculate BMI: Is BMI: 30-50kg/m2 Yes   
 No

Requires further checks/confirmation

*Details.....*  
 .....

4. *Do you have any medical conditions other than diabetes? (E.g. asthma, hypertension)*  
 Yes  No

*If yes, what?.....*  
 .....  
 .....

1  
2  
3  
4 5. Please tell us about all medications you have taken over the last 3 months (list all).  
5

6 Medications (names only, dosages not required)  
7  
8  
9  
10  
11  
12  
13  
14

15 6. Have you ever had surgery on your stomach, intestines or colon/bowel before?  
16

17 Yes

18 No

19 Requires further checks/confirmation

20 Details.....  
21  
22  
23  
24  
25

26 7. Are you registered with a GP?  
27  
28

Yes

No

⇒ STOP

29 Explain that in order to proceed to the face-to-face screening visit, patient will be required to  
30 read the full participant information sheet (will be sent to them). Also, if they have not already  
31 done so, they must complete and return the consent form to the study team which allows  
32 contact with GP. This will allow us to gain essential information on their medications and  
33 health prior to the screening appointment.  
34  
35

---

36  
37  
38  
39 Are you still interested in taking part in the EndoBarrier study?  
40

Yes

No

⇒ STOP

41  
42 If no what reason is given?.....  
43  
44  
45

46 If yes - you will need to attend a screening visit, where you will have blood taken. You  
47 need to be fasted for this visit. Please do not eat or drink anything on the morning of  
48 the visit and do not take any medications on that morning (but bring them with you).  
49

50  
51 8. Do you consent to do this?  
52  
53  
54  
55  
56  
57  
58  
59  
60

Yes

No

⇒ STOP

If volunteer has consented to face-to-face screening visit and is eligible:

- Thank the caller for their time and arrange to send a full participant information sheet. They must read this before their screening appointment.
- Offer an appointment to attend the clinic to undergo screening and investigations, this will be fasted.
- Remind patient to return consent form to all us to contact GP if not already done so.
- Please bring along all medications to screening appointment.

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**Outcome of pre-screening:**

Ineligible to partake  Reason ineligible.....

Declined to take part  Reason offered .....

If interested, has a summary patient information sheet(s) been sent?

No

Yes

If interested, has a patient information sheet(s) been sent?

No

Yes

Agreed plan for follow up.....

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