



# What a Waste! Rampant Oversupply in Industry-Sponsored Trials and How Roswell Park Comprehensive Cancer Center Used Slope Data to Address It

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## *i* BACKGROUND

Oversupply in industry-sponsored trials poses challenges such as increased costs, inefficiencies, and environmental consequences. Despite these widespread issues, effective strategies to mitigate oversupply have historically been limited.

## ☆ PURPOSE

This abstract examines the impact of supply waste in clinical trials conducted at an NCI-designated academic research center, focusing on the quantity of unused items, additional time spent managing surplus inventory, and the financial implications of oversupply. It aims to raise awareness of data-driven environmental sustainability efforts at Roswell Park Comprehensive Cancer Center, inform other research sites on how they can strive for similar benefits, and advocate for more controlled auto-resupply strategies on industry-sponsored trials.

## 📄 OBJECTIVES & APPROACH

This analysis aimed to define the inventory oversupply problem across multiple disease teams at a high-performing NCI-designated comprehensive cancer center.

It looked at the scope of the problem from three angles, knowing the extra expense on resource-strapped sites would inform our suggestions to address the problem:

1. Number of excess supplies sent to RP by sponsors
2. Total cost of those supplies
3. Additional time required by site staff to manage those supplies.

The analysis included the use of inventory data to push back on exceedingly high oversupply rates from sponsors & kitting vendors.

Using Slope, Roswell Park identified **more than 75,000 excess supplies, valued at over \$91,000** across their site, requiring an estimated **608 hours** of staff time to manage.\*

\*Due to changes to a more comprehensive data set in October 2023, these numbers represent a conservative estimate of waste, ROI, and staff hours.



**75K+**

excess supplies



**\$91K+**

value



**608 hrs**

of staff time required

Through proactive efforts and utilization of Slope's inventory data, **99.9% of surplus supplies were successfully identified as eligible for redirection** as opposed to being directly discarded, saving time and money.



## SOLUTIONS & METHODS

Over an eight-month period (June 2023 – February 2024), site staff at RP meticulously documented surplus items across 13 product categories from 150+ clinical trials. Metadata — including item description, cost, quantity, redistribution details, final destination, and expiration status — were generated based on data from *Slope*, a free clinical inventory and sample management software for sites.

## \$ OUTCOMES

RP identified 75,516 excess supplies — estimated at over \$91,000 in value — and calculated that they needed to spend 608 staff hours writing notes-to-file, breaking down kit boxes, and communicating with responsible parties.

Through proactive efforts and utilization of *Slope*'s inventory data, 99.9% of surplus supplies were successfully identified as eligible for redirection instead of being directly discarded.



## LESSONS LEARNED & FUTURE DIRECTIONS

The findings underscore the detrimental effects of oversupply on sponsor budgets, site productivity, and environmental sustainability. Advocacy for adjustments to auto-resupply rates in industry-sponsored trials is essential to prevent unnecessary expenses and inefficiencies.

RP's experience highlights the importance of data-driven approaches in addressing oversupply, with the potential for broader adoption across research sites. Implementing clinical inventory management systems like *Slope* can facilitate informed decision-making and support efforts to optimize trial supply utilization.

For more information, please review selections from the Roswell Park Comprehensive Cancer Center *Laboratory Supplies for Clinical Trials* memo on the proceeding page.



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Learn more about RP at [roswellpark.org](https://roswellpark.org)

Learn more about Slope at [SlopeClinical.com](https://SlopeClinical.com)

