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Webinar Objective



- To provide insights on the US payer and decision maker perspective regarding the use, usage and quality of ICER reports for use in the P&T review process
 - Based on current responses (2018-19) from syndicated survey responses from the FormularyDecisions.com® community
- Provide payer perspective using ICER, citing overall strengths and challenges
- Discussion of the use of ICER reports and implications for payers and manufacturers

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The slide has a background of overlapping blue and green geometric shapes. In the top right corner, there are logos for "AMCP eDossier SYSTEM FormularyDecisions.com" and "dymaxium". In the center-left, there is a white rectangular box containing the "FormularyDecisions.com" logo. Below this, the title "Syndicated Survey Review - FormularyDecisions.com®" is written in white. At the bottom left, there is a circular portrait of Elizabeth Sampsel. To her right, her name and title are listed in white text.

AMCP eDossier SYSTEM
FormularyDecisions.com

dymaxium

 FormularyDecisions.com®

**Syndicated Survey Review -
FormularyDecisions.com®**



Elizabeth Sampsel, PharmD, MBA, BCPS
Vice President, Payer Strategy and Relations
Dymaxium

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Central platform connecting health care decision makers to the **evidence, resources**, and their **peer community**, so they can work more effectively and collaboratively.

Data collected on:

- 1900+ US PAYERS/HCDMs
- 900+ organizations
- 86% of covered lives (MCO)
- Includes all top PBMs
- 150,000 + evidence links
- 2300 + products



Active evidence review and assessment to make informed formulary and reimbursement decisions.

A closed payer only environment.

Relationships



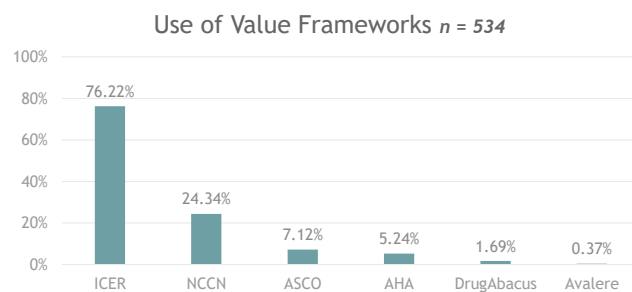
Overview

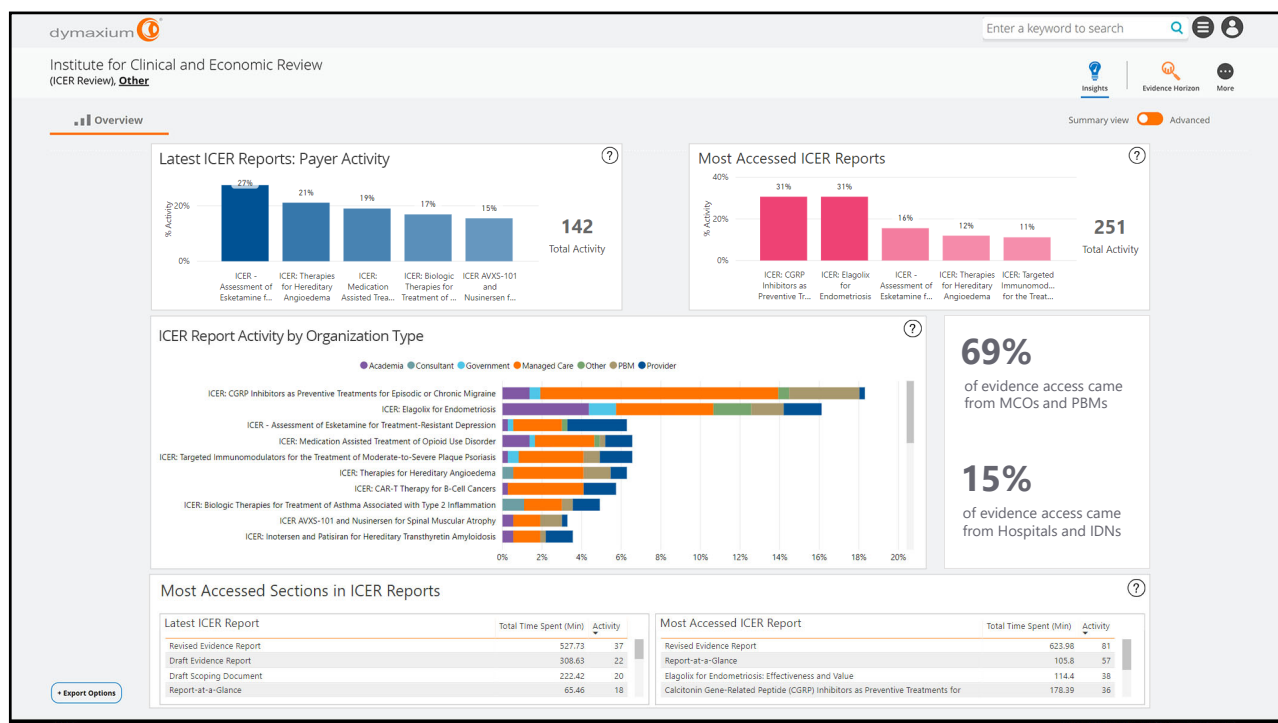
Purpose:

To better understand the payer perspective on the use, usage and quality of ICER reports for use in the P&T review process.

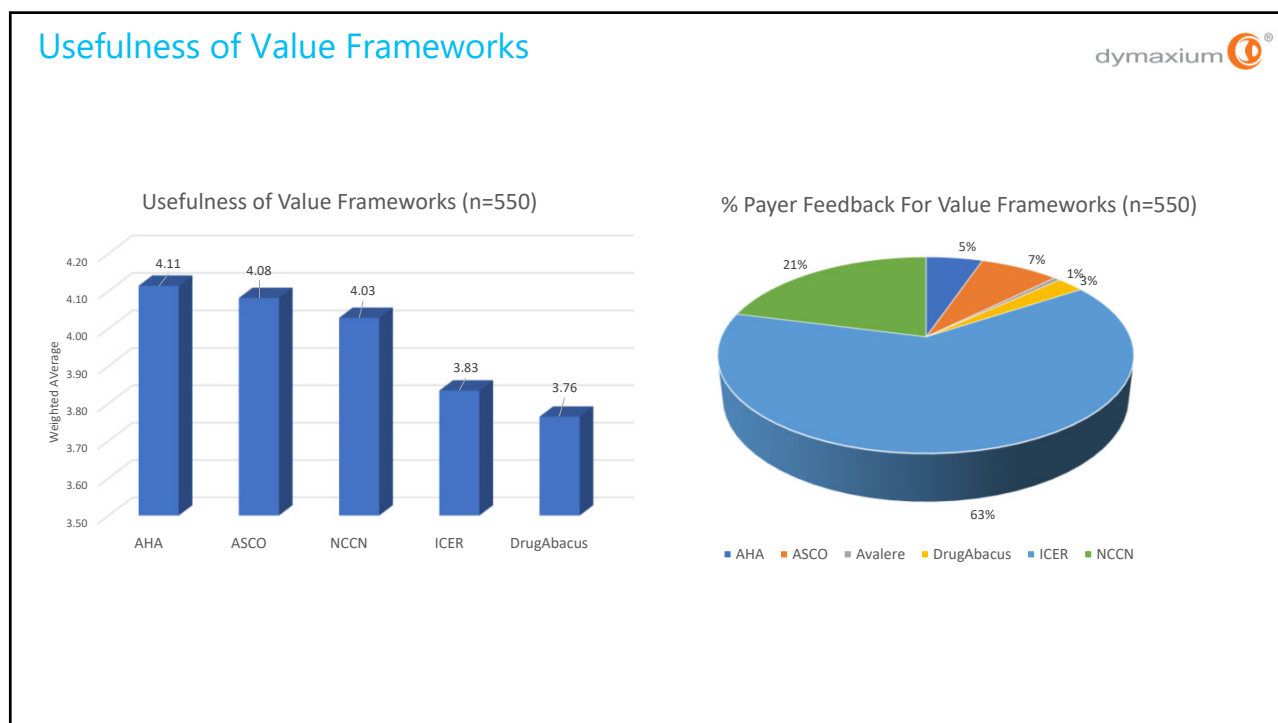
Data Results:

- 614 syndicated survey responses reviewed
- 6 month timeframe:
Aug 13, 2018 – Feb 14, 2019





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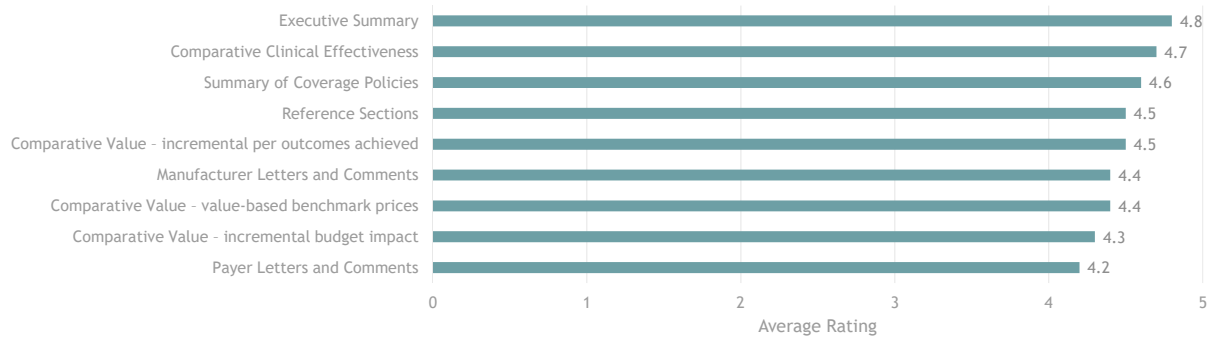
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Use and Usefulness of ICER Reports

61.9%

Used or will use ICER reports in their P&T review
n = 614

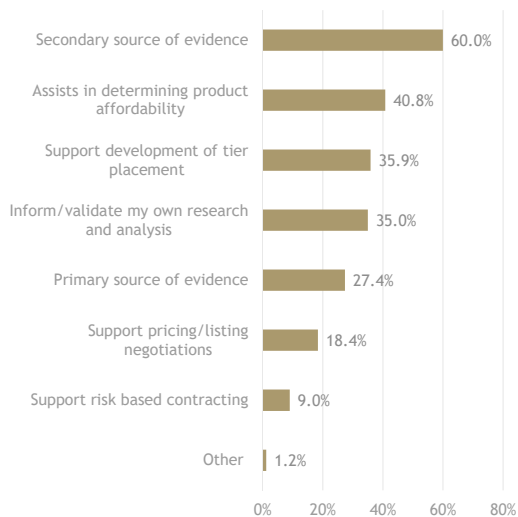
Ratings on ICER Sections Based on Usefulness *n* = 22



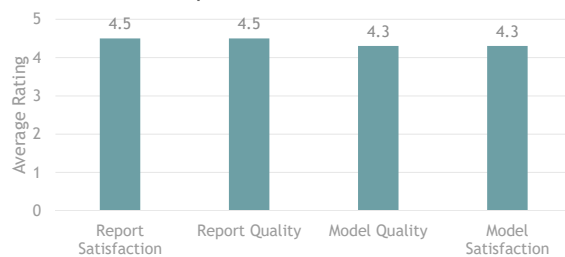
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Usage and Quality of ICER Reports

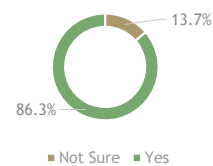
Usage of ICER Reports *n* = 363



Quality and Level of Satisfaction on ICER Report / Model *n* = 117

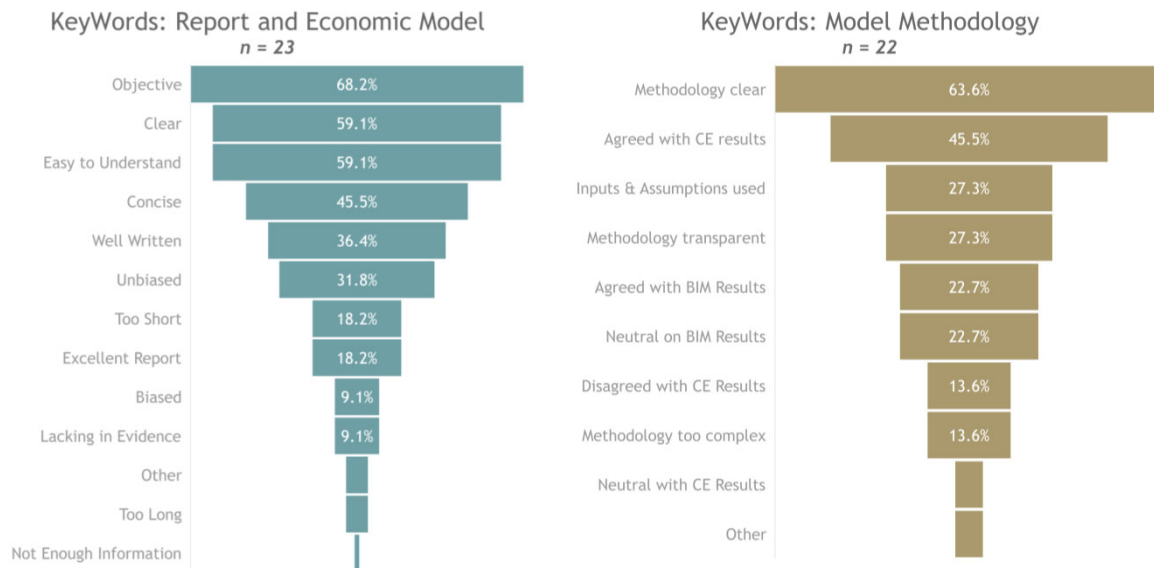


Recommendation of ICER *n* = 117



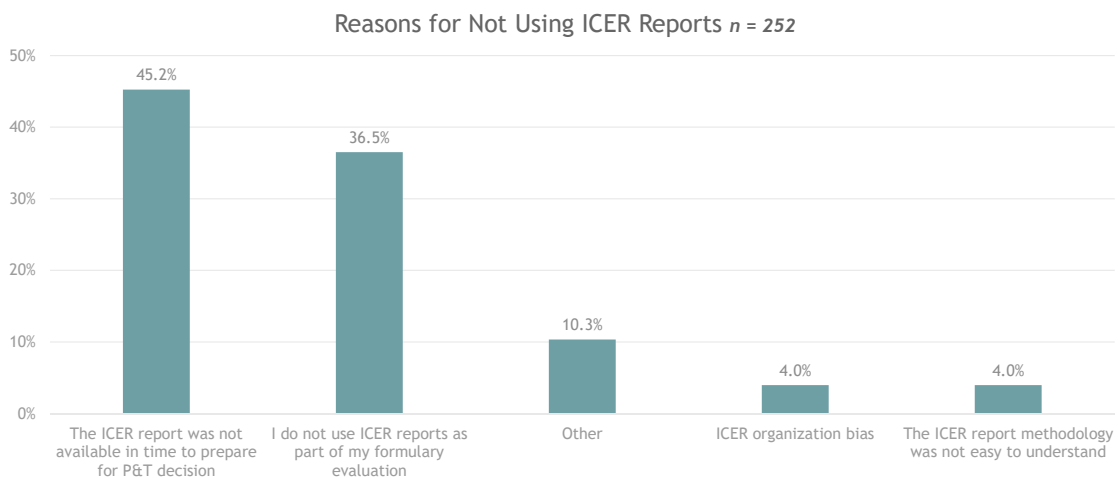
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Keywords Associated with ICER



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Payer Reasons for Not Using ICER Report



Primary reason ICER reports are not used are availability in time for P&T review. Other reasons are not able to extrapolate to payer population and time constraints.

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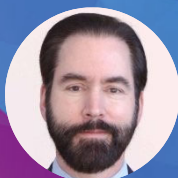
Summary

- Payers and other health care decision makers (HCDMs) are using ICER reports and finding them useful for formulary decision making.
 - Payers/HCDMs are rating ICER reports as high quality.
 - Payers/HCDMs are accessing ICER reports through the FormularyDecisions.com platform®.
- Payers/HCDMs are using ICER primarily as a secondary source of evidence, but there is now a shift in using them for determining product affordability and to support tier placement development.
- A continued deterrent to ICER report use is availability of reports in time for P&T review.

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PREMERA

Premera Uses ICER Reports



John Watkins, PharmD, MPH, BCPS
Formulary Manager
Premera Blue Cross

*Special thanks to:
Emily Tsiao, PharmD, PGY1 Managed Care Pharmacy Resident, Premera Blue Cross*

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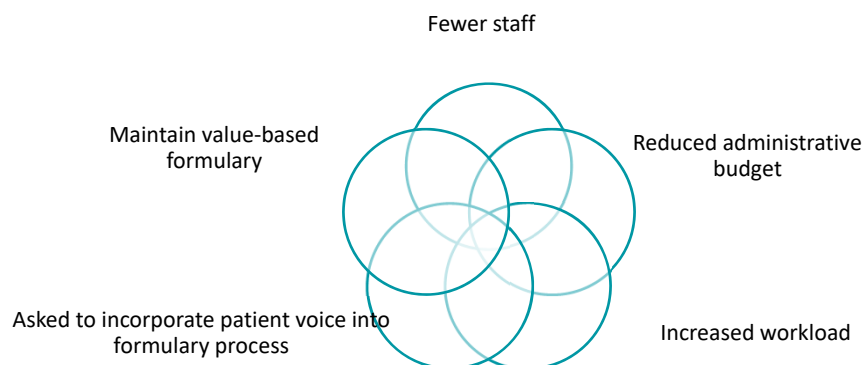
Premera Blue Cross

- 2 million members
- 1 million pharmacy lives
- Home States: Washington, Alaska
- Commercial, insurance exchange, and Medicare
- Evidence-based P&T process established in 2001
- Formulary review includes pharmacoeconomic analysis
- Member-centric approach

PREMERA

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Challenges at Premera



PREMERA

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Alignment of Mission and Value Framework



BLUE CROSS

Premera

- **Mission:** Improve our members lives by making healthcare work better
- **Value framework:** Considers clinical benefit, cost-effectiveness, contextual factors, and budget impact

ICER

- **Mission:** Conduct evidence-based reviews that help the health care system know what works
- **Value framework:** Considers comparative clinical effectiveness, incremental cost-effectiveness, contextual considerations, other benefits or disadvantages, and budget impact



PREMERA

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ICER Report Sections of Value to Premera

Executive
Summary

Introduction

Summary of
Coverage Policies
and Clinical
Guidelines

Comparative
Clinical
Effectiveness

Long-Term Cost-
Effectiveness

Other Benefits and
Contextual
Considerations

Potential Budget
Impact

PREMERA

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Using ICER Reports: Challenges

Timing

**P&T Committee Member
and Internal Stakeholder
Education:** How to
effectively analyze and
interpret ICER reports

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P&T Committee Feedback

“Information from ICER on complex disease states has been helpful” -Premera P&T Committee Member

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Summary: Why Premera Uses ICER Reports



Provides information Premera is unable to obtain using internal resources



Provides information that helps Premera debate the value of a therapeutic agent with internal and external stakeholders



Estimated savings to Premera per quarterly P&T committee meeting: \$10,000 - \$35,000

PREMERA

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Premera Uses ICER Reports

John Watkins, PharmD, MPH, BCPS

Formulary Manager
Premera Blue Cross

Emily Tsiao, PharmD

PGY1 Managed Care Pharmacy Resident
Premera Blue Cross

PREMERA

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JTKENNEY, LLC

Health Plan Perspective on Value-Based Contracts and ICER



James Kenney, RPh, MBA
President
JTKENNEY, LLC

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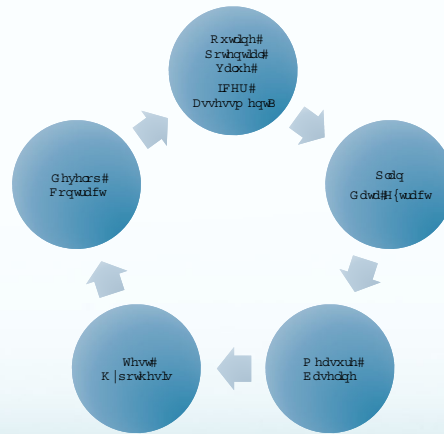
Value-Based Contracts

A value-based contract is a written contractual agreement in which the payment terms for medication(s) or other health care technologies is tied to agreed-upon clinical circumstances, patient outcomes, or measures.*

*AMCP Value Based Partnership Forum June 2017

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Design Model



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Key Drivers for Health Plans

- Proof of Efficacy with Outcomes Performance
- Limit Products to a Specific Population
- Reduce Financial Risk
- Insurance for Poor Real World Experience
- Increase Rebates/Savings
- Reduce Overall Costs

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Key Drivers for Manufacturers

- Improved Product Access
- Market Share Growth
- Reduce Resistance to New to Market Agents
 - Develop Concepts Pre-launch
 - Include Outcomes in Clinical Trial Design
- Restrictive Plan Designs/Formularies
- Gain a Competitive Advantage



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ICER Role

- Formulary review
 - Determine Fair Value of Product
 - Includes Contracted Rates
 - Compares Competing Products
- ICER Informs Assessment of Initial Launch Price of a Product
- Potential Plan Benefit with Impact on Manufacturer List Price
 - Examples
 - Tymlos®
 - Entresto®
 - Aimovig™

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Short/Long Term Goals

- Get Value in Return for Pharmaceutical Dollar Spend
- Use Results to Make Formulary Decisions/Changes
- Assess True Benefit of Treatments
- Multiple Outcomes Contracts for Competing Therapies
- Include ICER or Other Value Framework

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Discussion & Questions

AMCP eDossier SYSTEM[®]
FormularyDecisions.com

dymaxium 



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Thank you for participating!

For further information on the AMCP eDossier System contact esampsel@dymaxium.com



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JTKENNEY, LLC

