



# New Strategy for Avoiding Waste and Improving Response for Highest Cost Therapies in Rheumatoid Arthritis

August 2020

# Speakers



**James Kenney**



**Alif Saleh**

# One of the biggest problems in healthcare

## We have expensive drugs that don't work well

### Financial Strain

Drugs are costly

#1 targeted therapy sells  
for almost \$20B a year<sup>1</sup>

### Clinical Strain

Lack of patient response

66% of patients prescribed  
do not adequately respond<sup>2</sup>

1) IQVIA, <https://www.documentcloud.org/documents/7033463-IQVIA-2019-Drug-Spending-Report.html>

2) Strand V, et al. Economic burden of patients with inadequate response to targeted immunomodulators for rheumatoid arthritis 2018; J Manag Care Spec Pharm 2018; 24(4):344-52.

# Especially bad in rheumatoid arthritis

## Stats for leading TNFi therapy

**Cost per QALY<sup>1</sup>**

**\$232,644**

per Quality Adjusted Life Year  
(acceptable range is \$50-150k)

**Cost per Response<sup>2</sup>**

**\$194,488**

annually per patient  
achieving an ACR50 response

1) Institute for Clinical and Economic Review (ICER). Targeted immune modulators for rheumatoid arthritis: effectiveness and value, April 7, 2017.

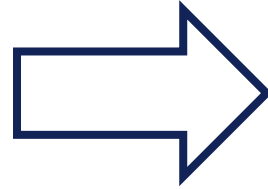
2) Best JH, et al. Rheumatology and Therapy 2020; 7:165-71.

# Drugs are failing most autoimmune disease patients



**\$33B**

annual sales of TNFis, the  
world's largest selling drug class<sup>1</sup>



**2 in 3**

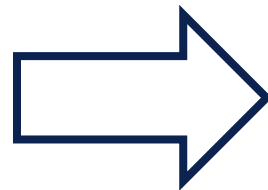


biologic-naïve RA patients on TNFis  
have an **inadequate response to treatment**<sup>2</sup>

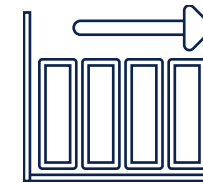


**188%**

**increase in TNFi spend** from  
2012 to 2019<sup>3</sup>



**0%**



change in drug **response rates**<sup>2</sup>

1) Humphreys A. Top 200 medicines annual report 2019: the king of medicines. <https://www.pharmalive.com/top-200-medicines-annual-report-2019-the-king-of-medicines>.

2) Package inserts from approved therapies.

3) Bowen K and Gleason PP. Prevalence and Cost of Autoimmune Specialty Drug Use by Indication in a 4.4 Million Member Commercially Insured Population. Prime Therapeutics LLC and internal Scipher analysis.

# State of rheumatoid arthritis



Chronic progressive autoimmune disease

Causes **inflammation** throughout affected areas of the body



Results in **chronic pain, joint destruction, and disability**<sup>1</sup>



**1.28 to 1.36 million** patients within the commercially insured U.S. population<sup>2</sup>

Prevalence increased nearly **30%** from 2004 to 2014<sup>2</sup>

1) Kvien TK. Pharmacoeconomics 2004; 22(2 Suppl 1):1-12.  
2) Hunter TM, et al. Rheumatology International 2017; 37:1551-7.

# When TNFi therapy doesn't work

## Health systems waste money and time

Patients with RA who do not respond to TNFi therapy experience:



**Response rates decline** by additional 27%<sup>1</sup>



83% more **surgeries**<sup>2</sup> and higher likelihood of irreversible **joint damage** and **chronic pain**<sup>3,4</sup>



Continued **opioid**<sup>5-7</sup> and **steroid**<sup>8</sup> use



Time and money **wasted** on ineffective treatments<sup>9</sup>

1) Package inserts from alternative approved therapies after first failing an TNFi compared to taken first-line; 2) Grabner M, et al. Arthritis Res Ther 2017 May 15;19(1):92; 3) Kavanaugh A, et al. Ann Rheum Dis 2018;77:289–292. 4) Scott IC, et al. BMC Rheumatol 2018; 2:32; 5) Day AL and Curtis JR. Curr Opin Rheumatol 2019; 31(3):264-70; 6) Curtis JR, et al. Arthritis Rheumatol 2017; 69(9):1733-40. 7) Zamora-Legoff JA, et al. Clin Rheumatol 2016; 35(5):1137-44. 8) <https://www.mayoclinic.org/steroids/art-20045692> <accessed June 10, 2020>; 9) Johnson KJ, et al. Clin Rheumatol 2019; 38:2967–76.

# Guidelines support biomarker testing

eular

fighting rheumatic & musculoskeletal  
diseases together

“The major weakness of our current treatment approaches is the **lack of biomarkers** for immediate **stratification** of an individual patient to the most appropriate drug.”

— EULAR  
2019 Guidelines



# Founded by **world leaders** in medicine and physics to solve the knowledge gap between diseases and treatments



**Joseph Loscalzo**  
MD, PhD

Chief of Medicine at Brigham &  
Women's Hospital

Hersey Professor of the Theory  
and Practice of Medicine at  
Harvard Medical School

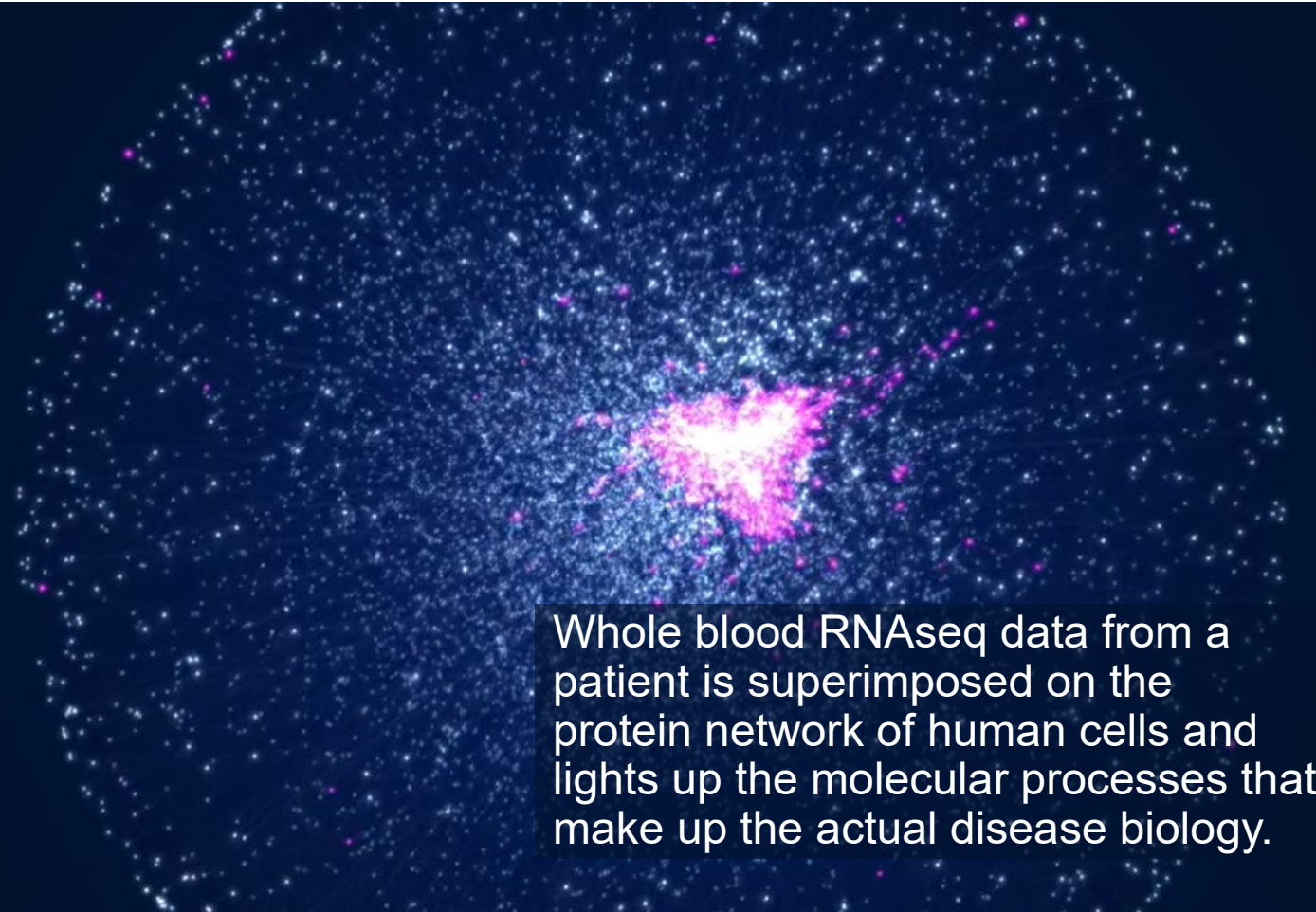


**Albert-Laszlo**  
Barabasi, PhD

Director of Northeastern  
University's Center for  
Complex Network Research

# Decade of research with leading network science & AI experts to identify a patient's individual disease signature

We have developed an AI driven data platform that identifies your disease's molecular signature and determines whether you will respond to a drug.



OXFORD  
ACADEMIC

Cell

nature  
communications

PLOS

SCIENTIFIC  
REPORTS

nature

# Purpose-built technology

Collaborated with payers to solve pain point caused by excessive cost of TNFi therapies

Partnered with rheumatology experts to optimize adoption

## Medicare



PALMETTO GBA®  
MoIDX®



**Medicare**

## Private Payers



OPTUM®



PREMERA |  
BLUE CROSS  
An Independent Licensee of the Blue Cross Blue Shield Association



**aetna**™



BlueCross  
BlueShield  
Minnesota



FLORIDA



BlueCross BlueShield  
of North Carolina



WEA trust



UNIVERSITY OF UTAH  
HEALTH SCIENCES



HealthNow  
HealthNow New York Inc.

**Humana**®



UnitedHealthcare

# Introducing PrismRA®

**Molecular signature** test that identifies patients who are unlikely to respond to TNFi therapies

**First** predictive laboratory test in RA

Intended for use prior to **initiating targeted RA therapies** in patients who had inadequate response or **intolerance to csDMARDs**



**23-BIOMARKER PANEL**

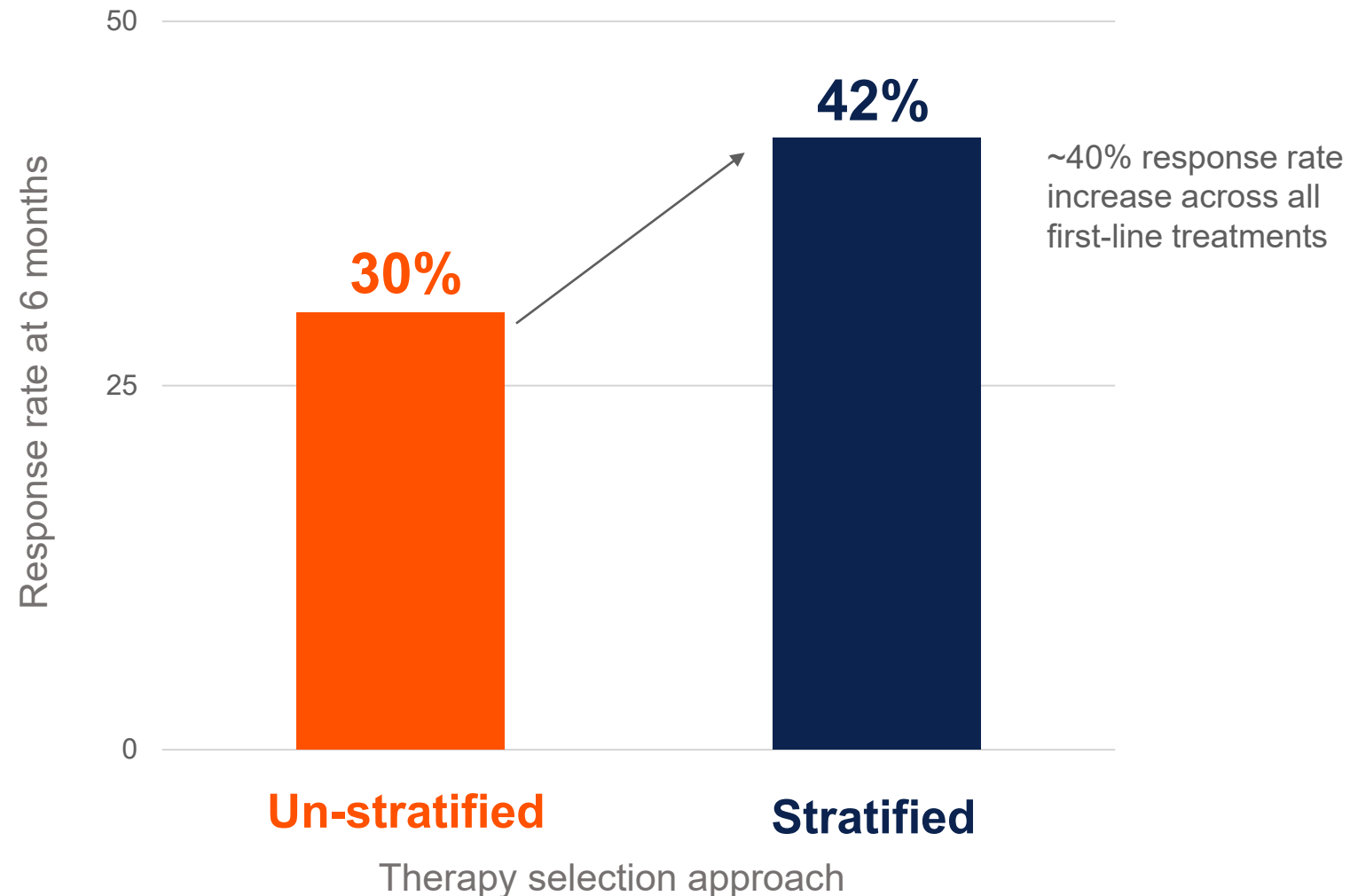
# Test performance characteristics\*



\* For identification of inadequate responders, defined as achieving less than ACR50

# Stratifying patients with PrismRA®

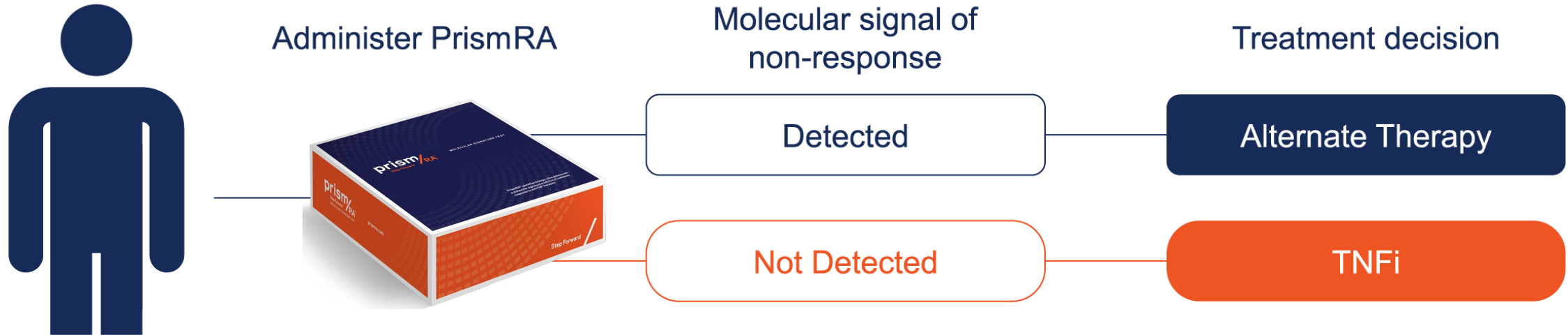
can improve response rates by up to 40%



# Clinical use scenarios

All patients considering first-line targeted therapy

Patient failed csDMARDs,  
considering initial targeted therapy



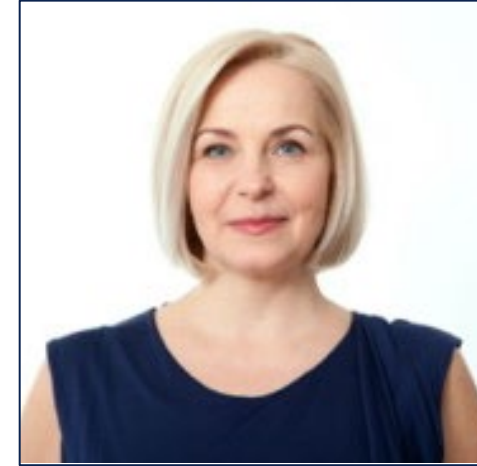
# Similar clinical symptoms but vastly different molecular disease biology

Two similar female patients have failed conventional csDMARD for 3 months and are initiating their first targeted therapy



**Mary Wilson**

Age: 57  
Anti-CCP: Negative  
C-reactive Protein: 0.78  
Swollen Joint Count: 8



**Sarah Carter**

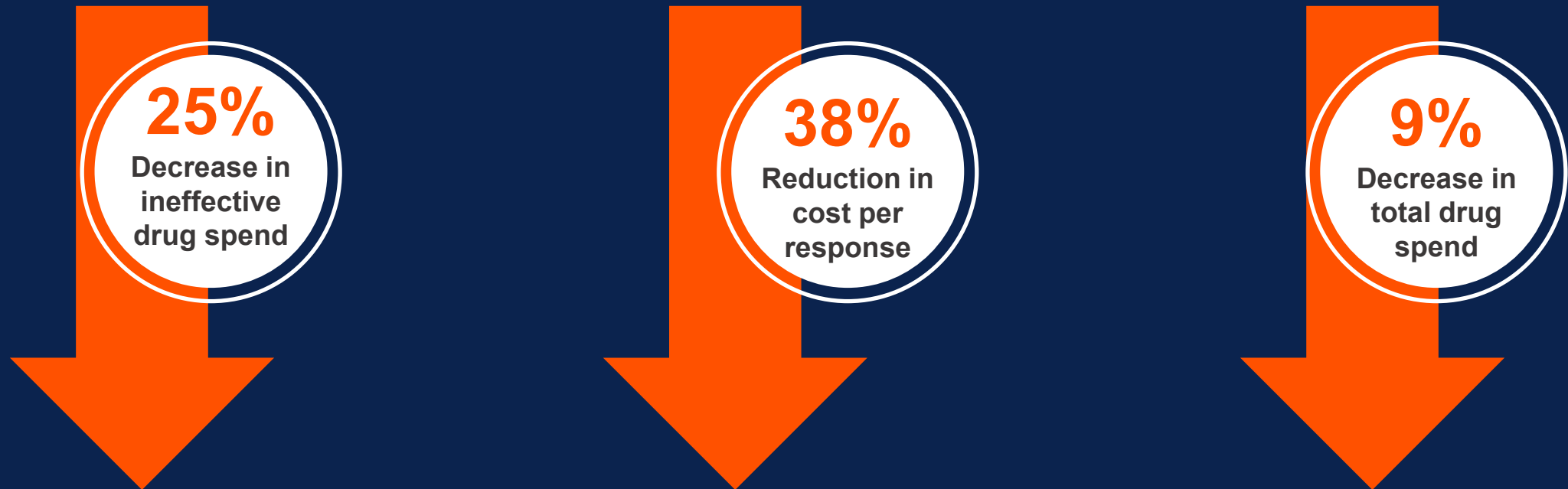
Age: 57  
Anti-CCP: Negative  
C-reactive Protein: 3.63  
Swollen Joint Count: 8

PrismRA result	12.2	No Signal
Non-response signal	High	N/A
Likelihood of non-response	>90%	N/S
Results interpretation	< 5% chance of responding adequately to TNFi	No evidence of inadequate response
Appropriate initial targeted therapy	Alternative Therapy	TNF inhibitor therapy





# Reduction in healthcare system costs



Based on internal budget impact model and actuarial analysis using 2019 drug cost data for 1-million-member plan using default values as published in the PrismRA® clinical dossier.

# Transformation Summary

Improve patient response and speed up access to effective treatment with PrismRA®



**More patients  
respond to therapy<sup>1</sup>**  
which preempts  
disease progression



**Avoid wasting time  
trying multiple drugs<sup>2</sup>**  
leading to more effective  
drugs from day one



**Increase likelihood  
of targeting correct  
disease pathway<sup>3</sup>**  
avoiding unnecessary drug  
exposure and side effects

1) Mellors T, et al. Network and Systems Medicine 2020; 3(1):91-104.  
2) Johnson KJ, et al. Clin Rheumatol 2019; 38:2967–76.  
3) Drug insert response rates for JAK, IL-6, TNFi for RA patients using ACR50 at 6 months.



# Step Forward

Before starting a patient on a targeted therapy,  
let PrismRA® help inform your choice.

[Jerry.Conway@sciphermedicine.com](mailto:Jerry.Conway@sciphermedicine.com)

[prismra.com](https://prismra.com)