

2023 VIZIENT CONNECTIONS SUMMIT

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SEPT. 18–21, 2023

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Indiana University Health

Optimizing Biosimilar Adoption Using Strategy, a Multidisciplinary Approach and Financial Analysis

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Wendy Biese, PharmD, MHA, DPLA, System Director, Pharmacy Services

ThedaCare, Appleton, Wisconsin



Heather Warhurst, PharmD, MHA, Director of Drug Use Policy

William Shaw, RPh, Director, Statewide Pharmacy Purchasing and Logistics

Indiana University Health, Indianapolis, Indiana

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Learning Objectives

- Describe how a team approach can drive biosimilar adoption.
- Explain what information is required to complete a thorough financial analysis to choose the optimal preferred biosimilar for your institution.
- Describe the steps needed to effectively implement biosimilar conversions at your institution.

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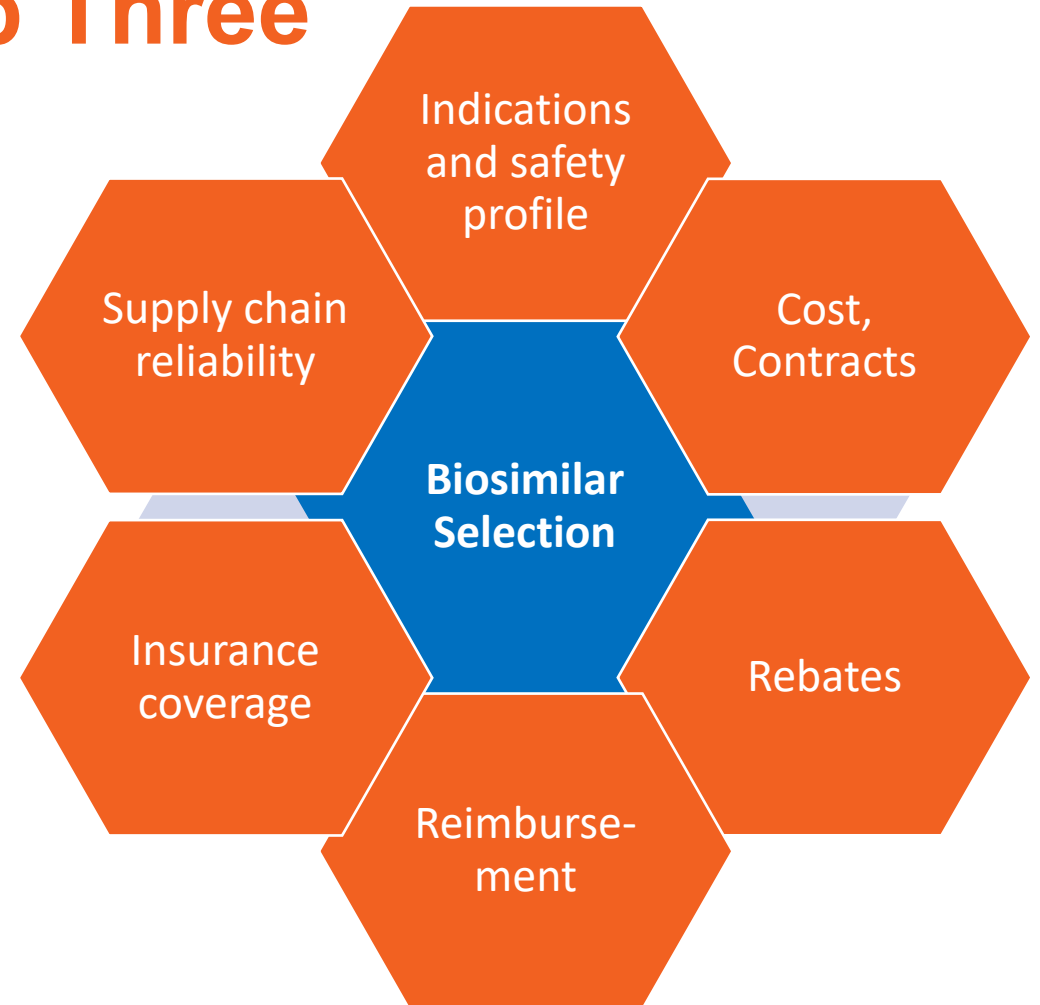
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Step One, Step Two and Step Three

- First step
 - **In-depth financial analysis**
 - Cost (GPO, Captis, 340B, specialty contracts, etc.)
 - Rebates
 - Reimbursement
 - Insurance coverage (preferred agents)
- Second step
 - **Engage key stakeholders**
 - Finance partner, revenue integrity team, and prior authorization team
 - Providers, pharmacists, nursing and support staff
 - Purchasing
- Third step
 - **Educate providers and frontline staff**
 - Address why behind change, present at staff meetings



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Step Three

- Side-by-side comparison tables for education

Medication	Trastuzumab (Herceptin)	Trastuzumab-qyyp (Trazimera)
Year introduced	1998	2019
FDA Indications	<ul style="list-style-type: none"> • Breast Cancer • Gastric or GEJ 	<ul style="list-style-type: none"> • Breast Cancer • Gastric or GEJ
Safety and warnings	<ul style="list-style-type: none"> • Cardiomyopathy • Infusion reactions/pulmonary toxicity • Embryo-fetal toxicity 	<ul style="list-style-type: none"> • Cardiomyopathy • Infusion reactions/pulmonary toxicity • Embryo-fetal toxicity
Vial sizes	<ul style="list-style-type: none"> • 150 mg SDV 	<ul style="list-style-type: none"> • 150 mg SDV • 420 mg MDV
Cost	<ul style="list-style-type: none"> • 150 mg vial = \$xxxxxx 	<ul style="list-style-type: none"> • 150 mg vial = \$xxxxx • 420 mg vial = \$xxxxx
J-Code	J9355	Q5116
Package inserts	Trastuzumab (Herceptin)	Trastuzumab-qyyp (Trazimera)
PROJECTED SAVINGS		\$1,413,828.78

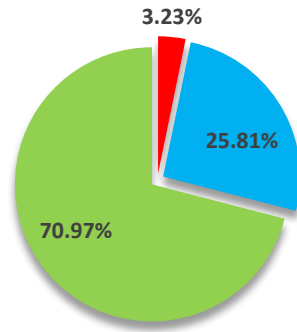
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Results

Q1 2023

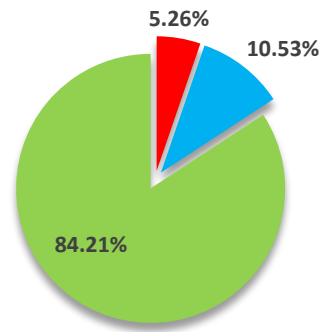
■ Avastin ■ Mvasi ■ Zirabev



• Bevacizumab (Avastin®) → 71% conversion

Q1 2023

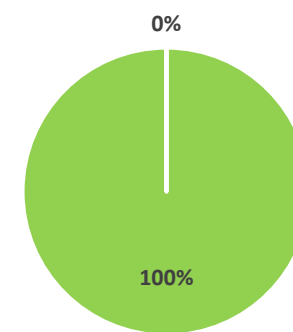
■ Herceptin ■ Kanjinti ■ Trazimera



• Trastuzumab (Herceptin®) → 84% conversion

Q1 2023

■ Rituxan ■ Truxima ■ Ruxience



• Rituximab (Rituxan®) → 100% conversion

Total savings to date is
\$7,058,978

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Our Biosimilar Journey

Add Inflectra to formulary

2017

2019

Develop multi-disciplinary Team

2020

Additional Biosimilars come to Market

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Multi-Disciplinary Workgroup

- Members
- Tools
 - Education
 - Patient Assistance
 - Insurance
- Calculator
- Workflow Process

Biosimi

IU Health System
cost-effective

+  Biosimilar Preferred Product Resources

-  Biosimilar Team Member Materials


Biosimilar Announcements

Biosimilar Initiative Job Aid

Biosimilar Workflow

Marketed Biosimilars


Preferred Biosimilar Formulary

+  Chemotherapy Resources

-  Patient Resources

Biosimilar Patient Education

Patient Assistance and Reimbursement Reference

-  Pharmacist Tools

Biosimilar Education Documentation

Pharmacist Standard Operating Procedure

Replacement Drug Programs Guide

Optimizing use of expensive biologics to
maximize patient outcomes and
reimbursement resources for:

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Calculator

For proper impact estimates, inputs should total 100.00%



Total Payer Covered 99.79%

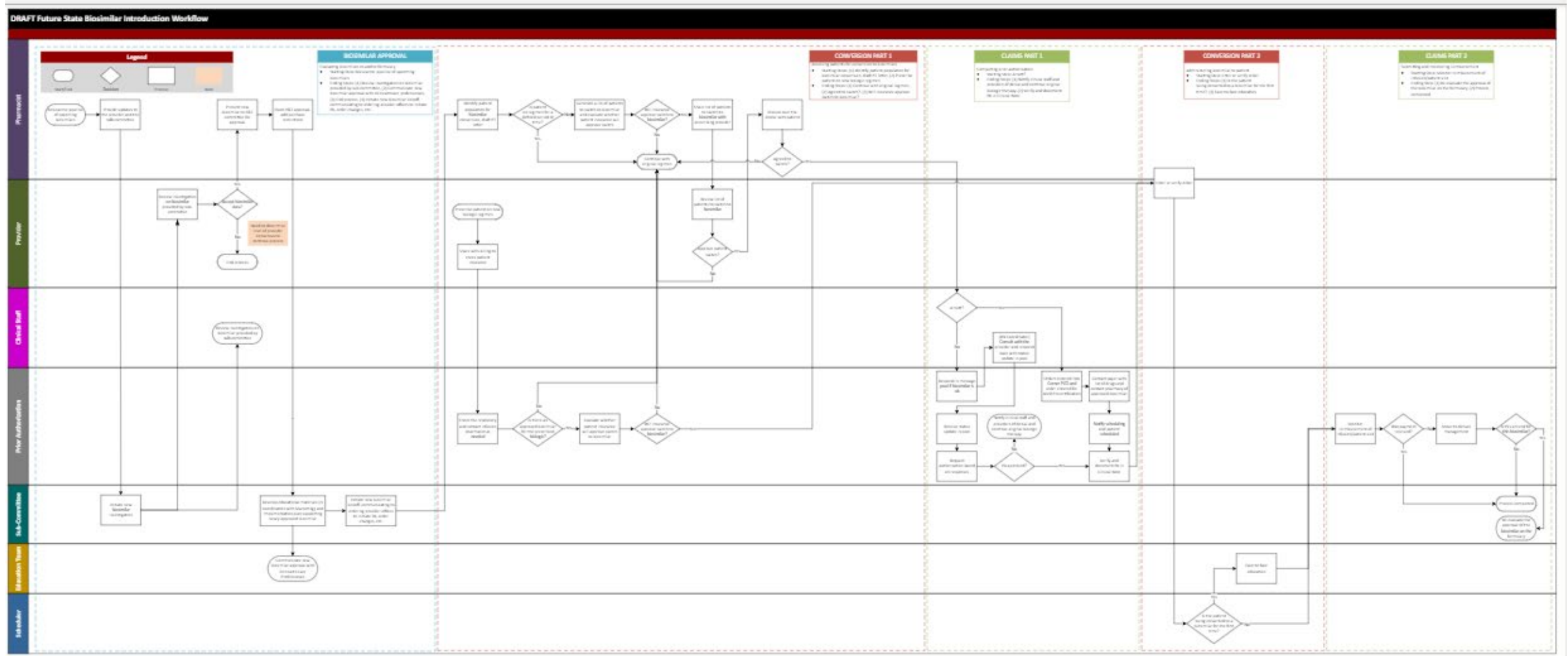
Financial Estimates at 100% Utilization		
	Remicade	Infectra
GPO	\$ 6,500,000	\$
340B	\$ 1,200,000	\$
WAC	\$ 4,400,000	\$
Total Spend	\$ 12,100,000	\$
Commercial	\$ 12,573,360	\$
IU Health Plan	\$ 960,000	\$
Medicare FFS	\$ 1,152,000	\$
Medicaid	\$ 1,182,480	\$
Total Reimb.	\$ 15,867,840	\$ 1
Est. Gross Profit	\$ 3,767,840	\$

Payers	% Payer.	Payer Category	Blocked Drug(s)				Payer Blocks
			Remicade	Infectra	Renflexis	Avsola	
Aetna	1.18%	Commercial					- \$ -
Anthem	20.33%	Commercial					- \$ -
Cigna	1.68%	Commercial					- \$ -
HIP	3.70%	Medicaid	Blocked				- \$ -
IU Health Plans	10.00%	IU Health Plan			Blocked		- \$ -
Marketplace	2.44%	Commercial					- \$ -
Medicaid	3.88%	Medicaid	Blocked	Blocked			- \$ -
Medicaid MC	6.73%	Commercial	Blocked				- \$ -
Medicare	24.00%	Medicare FFS				Blocked	- \$ -
Medicare MC	14.78%	Commercial					- \$ -
Transplant	3.40%	Commercial					- \$ -
United	4.67%	Commercial					- \$ -
Other	3.00%	Commercial					- \$ -
							- \$ -
Est. Gross Profit			\$ 1,131,680	\$ 7,863,680	\$ 5,872,960	\$ 7,373,040	\$ - \$ -

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Biosimilar Workflow



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So What

 Biosimilar Tracking Enterprise Previous Month Scorecard					
Data Updated Through: June 2023 Expected Refresh Cadence: Monthly					
Facility All		Infliximab		Bevacizumab	
Account Type All		Biosimilar Market Share % 62.87%	Savings Compared to Originator \$584,473.71	Biosimilar Market Share % 99.10%	Savings Compared to Originator \$419,403.24
Current YTD Savings Compared to Originators \$9,139,891.59		Pegfilgrastim		Rituximab	
Previous YTD Savings Compared to Originators \$21,668,551.71		Biosimilar Market Share % 42.45%	Savings Compared to Originator \$24,885.42	Biosimilar Market Share % 81.62%	Savings Compared to Originator \$469,390.98
All Time Savings Compared to Originators \$62,459,541.50		Trastuzumab		Total Savings for June 2023 \$1,824,171.84	
		Biosimilar Market Share % 86.27%	Savings Compared to Originator \$326,018.49		

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Panel Discussion

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Lessons Learned

Lessons Learned
Be sure to keep your supply chain/buyers in the loop as to the timeline and which products you plan to switch to.
Ensure that buyers are purchasing off the correct contracts when purchasing for different sites.
Engage all key stakeholders early and often and provide thorough education during initial conversions.
Understand your payor landscape so you can be successful.

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Key Takeaways

Even if it seems overwhelming, don't delay starting your conversions

Reach out to other institutions for help

Include C-suite leaders in the process to help mitigate barriers

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Questions?

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