

Value-based Risk Sharing: Views from the Trenches

Pharmaceutical Summit on Business &
Compliance Issues in Managed Markets

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Speakers



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The Boston Globe

Harvard Pilgrim strikes 'pay-for-performance' deal for cholesterol drug

By Robert Weisman GLOBE STAFF NOVEMBER 08, 2015



Risk-Sharing With Key Elements



Key Elements

1. ~~Achievement of expected clinical outcomes (IDI)~~ = **Additional Discounts**
2. Utilization within expected range
3. Adequate drug adherence

Risk-Sharing With Key Elements

AMGEN



Harvard Pilgrim
Health Care

 **Repatha**TM
(evolocumab) injection
140 mg/mL

Key Elements

1. ~~Achievement of expected clinical outcomes (LDL)~~
2. Utilization within expected range
3. **Inadequate drug adherence**

New Risk-Sharing Deals Arise



AMGEN
Repatha[™]
(evolocumab) injection
140 mg/mL

Cigna[®]

SANOFI
Praluent[®]
(alirocumab) Injection
75mg/mL
150mg/mL



EXPRESS SCRIPTS[®]

IRESSA[®]
gefitinib

AstraZeneca



Humana[®]

Effient[®]
(prasugrel) tablets

Lilly

Issues To Explore

1. Risk sharing can create win-win opportunities
2. Many challenges to success
3. Risk sharing has slowed...or has it?
4. Views from the trenches

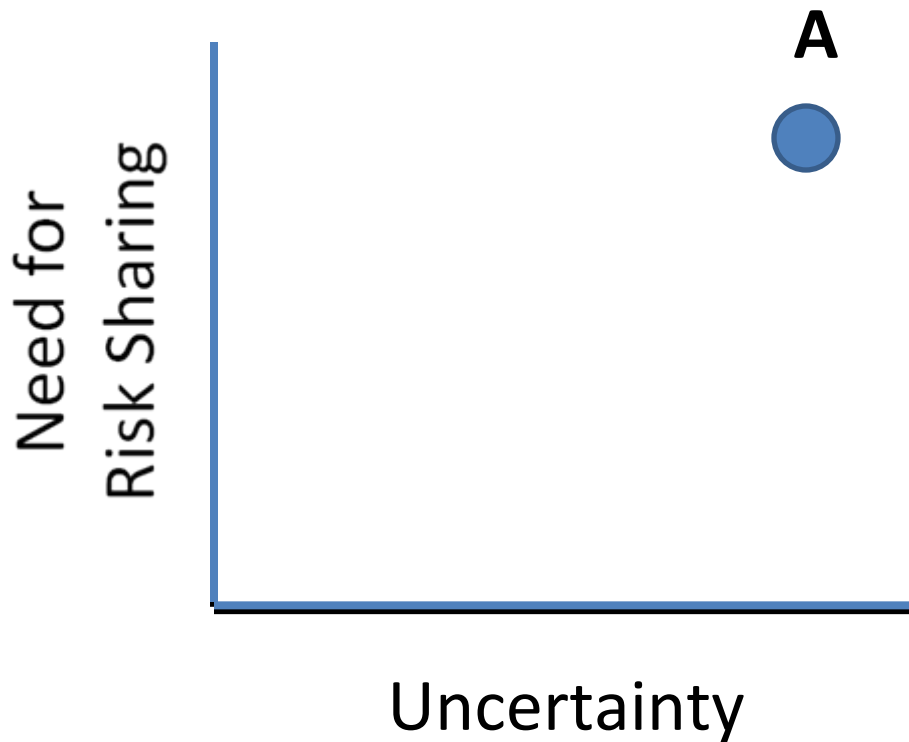
1. Risk Sharing Can Create Win-Win Opportunities



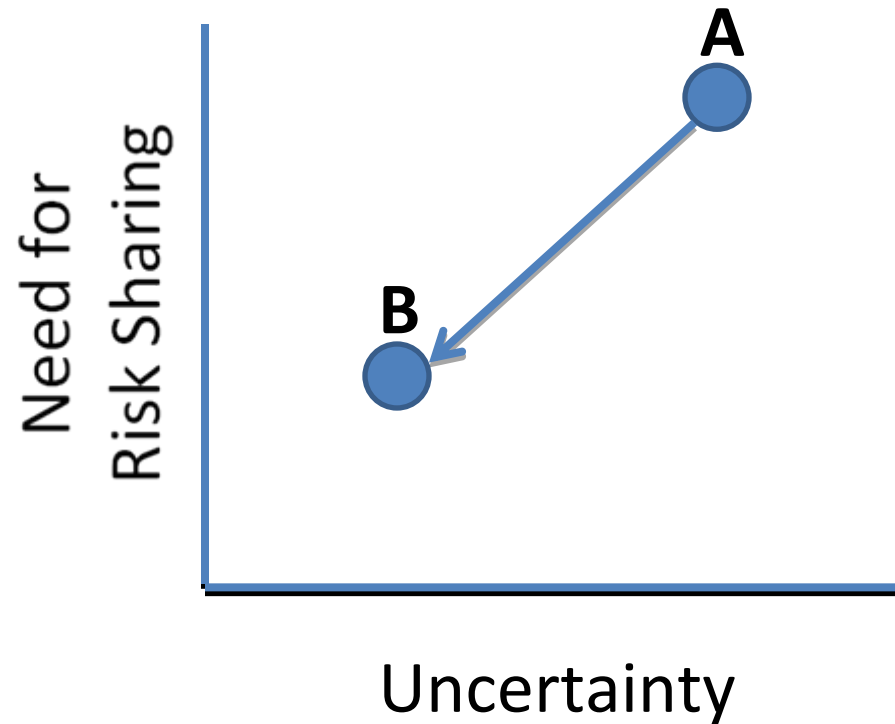
Risk-Sharing Agreements...

- Link reimbursement to drug performance/utilization
- Help payers address clinical and financial uncertainty
- Enable manufacturers to differentiate & demonstrate drug effectiveness

Greater Uncertainty = Greater Need For Risk Sharing



Less Uncertainty = Less Need For Risk Sharing



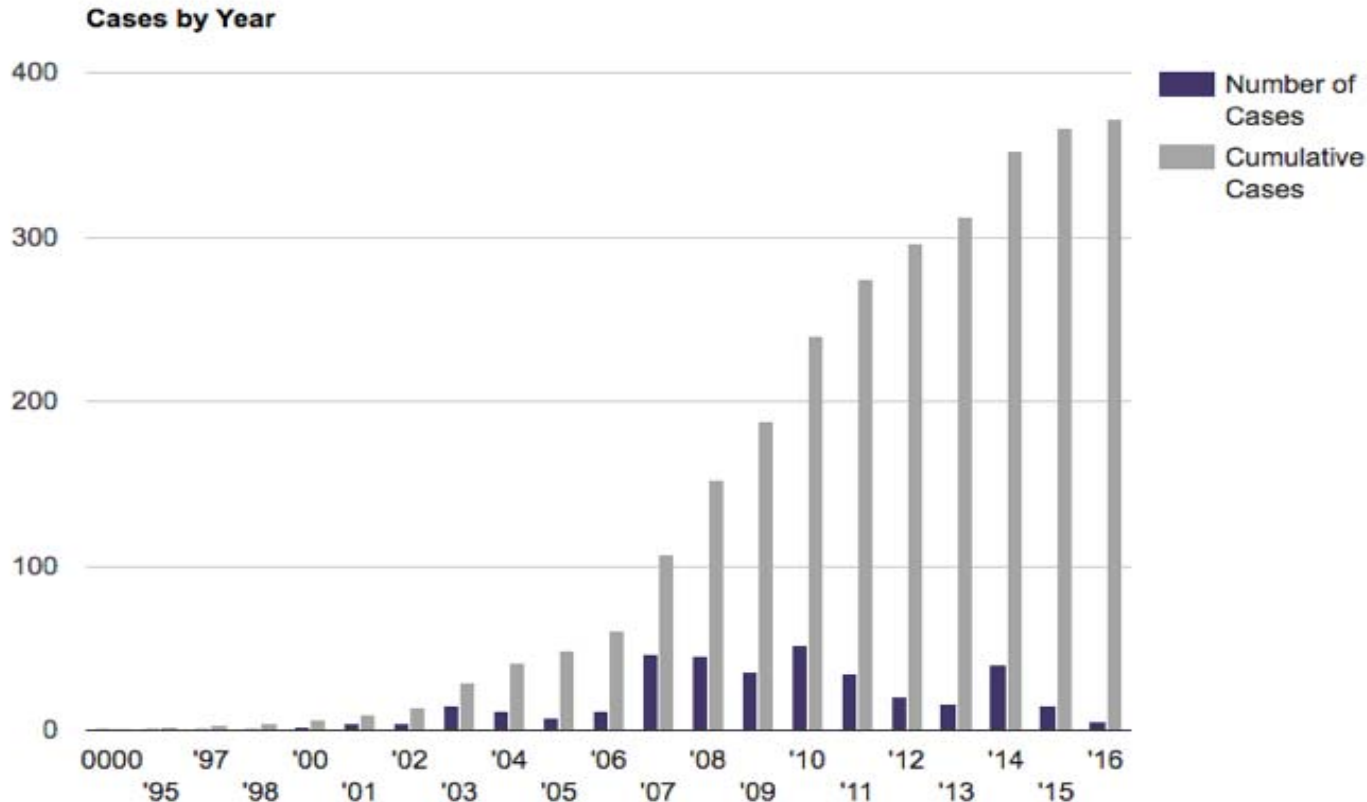
2. Many Challenges To Success



Garrison September 2015

- Data availability
- Measurable outcomes
- Protect against underuse
- Need for Rx adherence
- Medicaid best price

3. Risk-Sharing Has Slowed (...or has it?)



4. Views From The Trenches

Managed Healthcare[®]
EXECUTIVE

**“Novartis signs on to
value-based pricing for
Entresto”**



May 04, 2016 By [Tracey Walker](#)

<http://managedhealthcareexecutive.modernmedicine.com/managed-healthcare-executive/news/novartis-signs-value-based-pricing-entresto?page=0,0>

Questions to explore

- Why did you do this?
- How did you choose a partner?
- Why this drug?
- Keys to success?
- Advice for others?

