

# ***Value-based Risk Sharing: Views from the Trenches***

Pharmaceutical Summit on Business &  
Compliance Issues in Managed Markets

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# Speakers



**Robert W. Dubois, MD, PhD**

Executive Vice President and  
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**Robert Spurr, MBA**

Vice President and Country Head, Patient Access and Health  
Policy - *Novartis Pharmaceuticals*



**Edmund Pezalla, MD, MPH**

Vice President, National Medical Director,  
Pharmaceutical Policy and Strategy– *Aetna*

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**<sup>TM</sup>  
(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

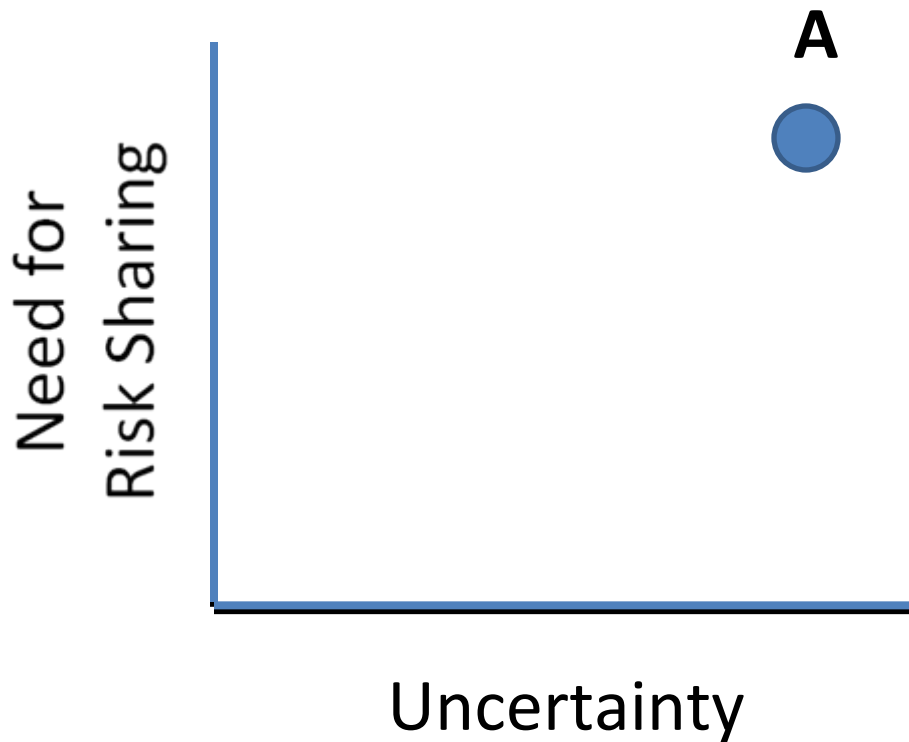




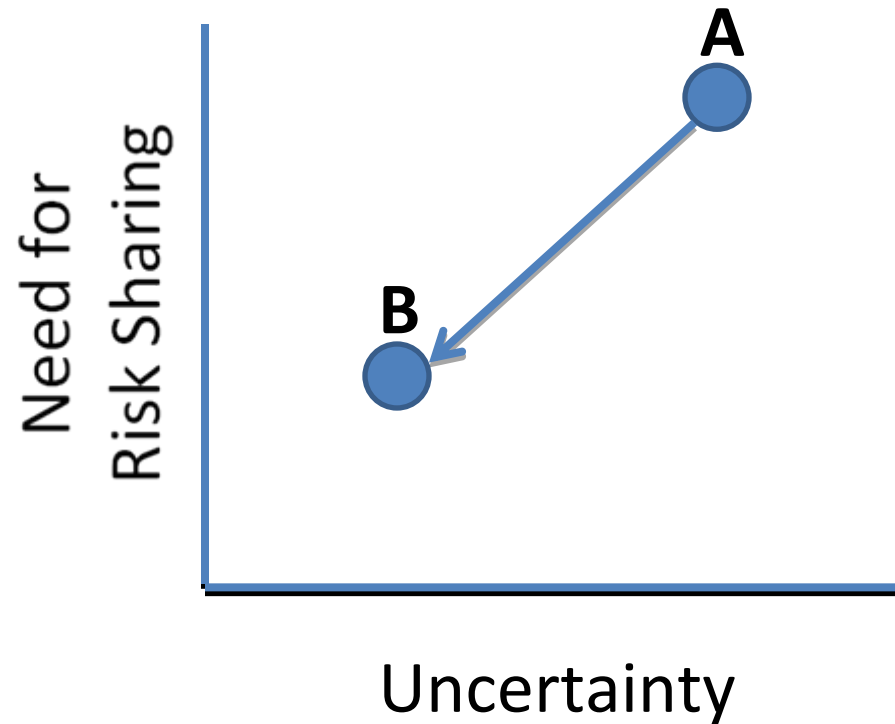
# Risk-Sharing Agreements...

- 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



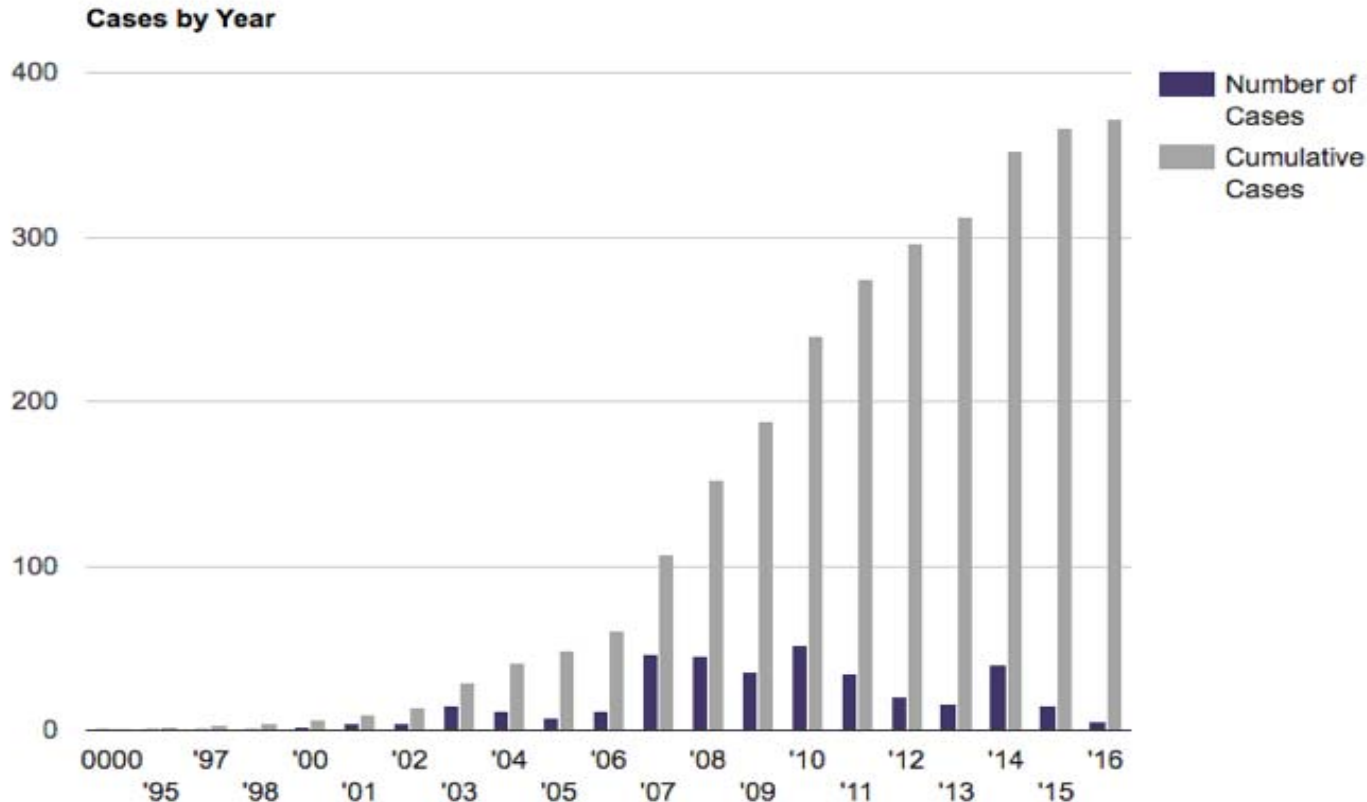
# 2. Many Challenges To Success



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<sup>®</sup>**  
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?

