

Switching the System: A Novel Approach to Caring for Chronic Disease

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The Permanente Medical Group

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KP Mission: Kaiser Permanente exists to provide high-quality, affordable health care services and to improve the health of our members and the communities we serve.

Disclosure

Maisha Draves, MD, MPH

- *No Conflicts of Interest*
- *No financial disclosures*
- *No non-financial disclosures*

Kaiser Permanente (KP) Facts

12.4 million members

8 States and the District of Columbia

723 Medical Offices

39 Hospitals

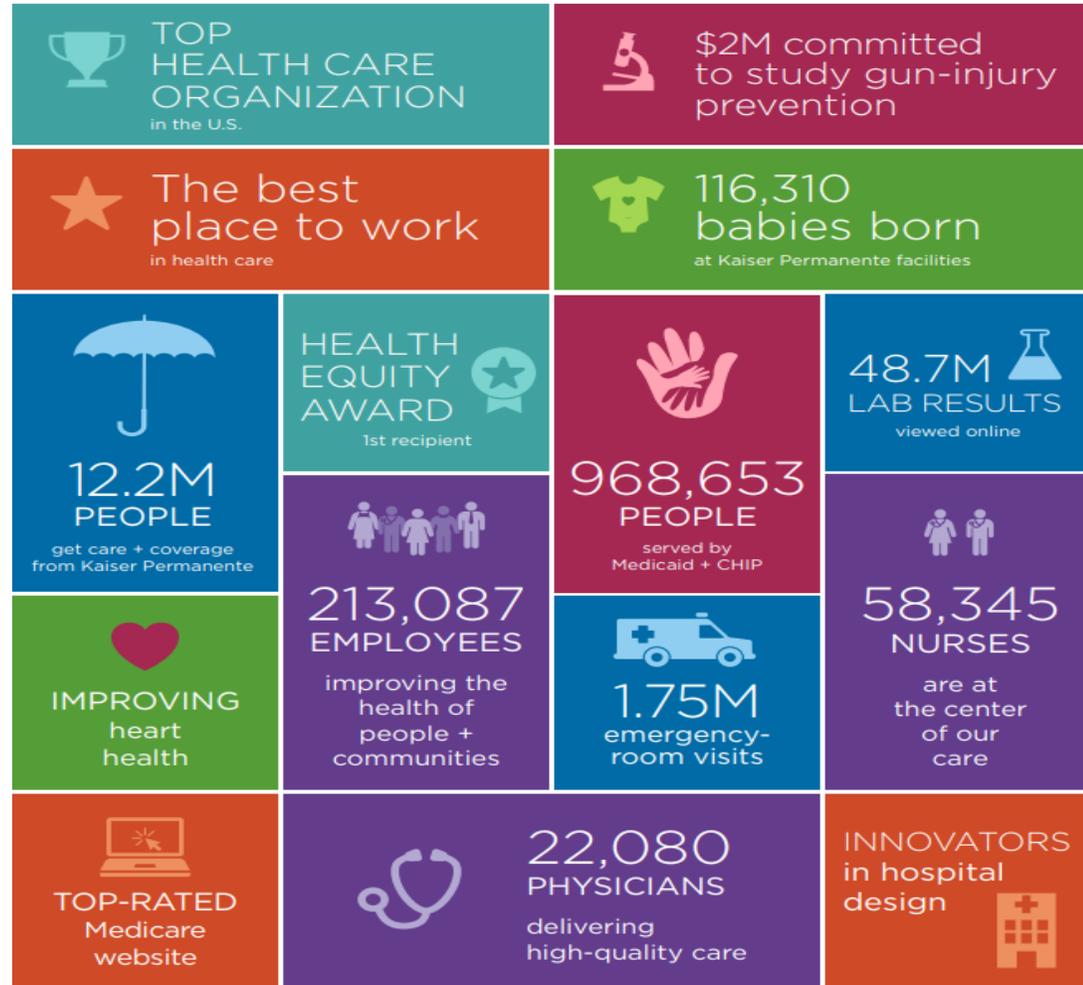
23,597 Physicians

63,847 Nurses

\$84.7B 2020 Operating Revenue

KAISER PERMANENTE

AT A GLANCE



As of 2Q 2018

Visit kp.org/ata glance

Pharmacy provides value as a frequent touchpoint

Kaiser Permanente Pharmacy

Our pharmacists and staff are often the last interaction and serve as a primary point of contact for members throughout the care delivery process

Outpatient

93.1 Million¹

Total Sold Prescriptions [\$6.9B]

Local

53.5 Million

Mail Order

39.6 Million

Inpatient

56.4 Million²

Doses Administered
[\$0.52B]

Clinic Administered Medications

7.0 Million³

Doses Administered
[\$3.05B]

\$10.5 billion
in annual drug expenses⁴



\$2.3 billion
in annual dispensing expenses⁴

Our Member Reach

547 KP Pharmacy Patient Sites⁵

- 396 Outpatient and Inpatient Pharmacies
- +
- 55 Clinic Administered Sites
- 38 Home Infusion, ASCs, & Specialty
- +
- 8 Call Center and Central Fill Operations
- 4



Employing
14K

KP Pharmacy Staff Members⁶



~200K

Daily Member Interactions⁷

One of the highest volume and most frequent member touch points across our Kaiser Permanente network



Note: (1) Data is for outpatient claims only. (2) Inpatient internal claims based on MAR. (3) CAM internal claims only and may be lower than reality since not all clinic meds are documented correctly via MAR.

Source: (4) Total KP Pharmacy Drug Expense and Dispensing Costs 2020 (National Pharmacy Finance); (5) KP Pharmacy Facilities Count (with KP Washington); (6) KP pharmacy Employee Counts - PeopleSoft as of 4/30/2021 = 13,849; (7) Total KP Pharmacy average daily number of members receiving medication [outpatient, inpatient, oncology/infusion], 2020.

Learning Objectives

- Understand what a Biosimilar is
- Kaiser Permanente internal Academic Detailing to physicians, pharmacists, nurses and patient education
- Kaiser Permanente Uptake of Biosimilars vs USA

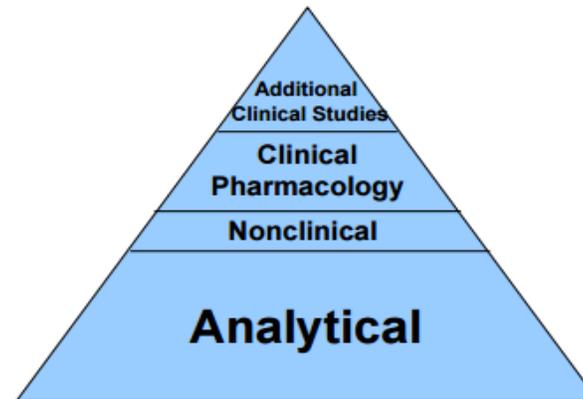
PERMANENTE MEDICINE®



Biologics and Biosimilars

- **Biologics:** Medications made from living cells through highly complex manufacturing processes
- **Biosimilars** are:
 - **Highly similar** to the reference product notwithstanding minor differences in clinically inactive components and
 - **Have no clinically meaningful differences** compared with the reference product in terms of safety, purity, and potency

	Traditional Drugs	Biologics
Source	Pure chemical substances	Living organisms
Structure	Simple, small-molecules; easy to identify and characterize	Complex, large-molecules; harder to identify or characterize
Manufacturing	Synthesized via predictable chemical process	Complicated biotechnology or other cutting-edge method; some batch-to-batch variation expected
Reproducibility	Can be exactly reproduced (Generics are chemically identical)	Cannot be exactly reproduced, due to natural variation (Biosimilars are highly similar)



Do you incorporate academic detailing on biosimilars to physicians, pharmacists, or nurses?

Yes

No

Unsure



Kaiser Permanente's Approach

Integrated, Evidence based Model to
Drive Quality, Safety and Affordability

Why Move to Biosimilars?

- Biosimilars offer equivalent efficacy and safety to originator products, often at a reduced cost
- Similar to **generics** introduction to the market
 - Initially concerns about generics efficacy/safety
 - Many years to develop acceptance of generics
 - Generics and biosimilars are a key component of maintaining high quality, **affordable**, and **accessible** care for our members
 - Benefits of Biosimilars

Drive biologic price competition

Discount from reference product WAC:

- Zarxio (filgrastim-sndz): **15%**
- Inflectra (infliximab-dyyb): **15%**
- Renflexis (infliximab-abda): **35%**

WAC = Wholesale Acquisition Cost

Increase treatment options

- Offers equally **safe & effective** alternatives at a lower cost
- **Expands patient access** to biologics
- Allows payors to **direct resources** to other medicines or healthcare needs

"Industry analysts say that biosimilars are on track to reduce U.S. drug expenditure by \$133 billion by 2025."

<https://www.cardinalhealth.com/content/dam/corp/web/documents/Report/cardinal-health-2022-biosimilars-report.pdf>



Kaiser Permanente Biosimilar Journey

Clinical knowledge gaps with desire for data and evidence around switching



Kaiser Permanente Process for Biosimilars

Endorsements

- Evidence presented to key stakeholders for approval

Contracts

- Contracting negotiates and secures contract

Formulary

- Biosimilar is vetted through P&T

Education

- Drug Use Management communicates and educates field

Operations

- eHR, ordering systems point to biosimilar as preferred
- Implement inventory strategy

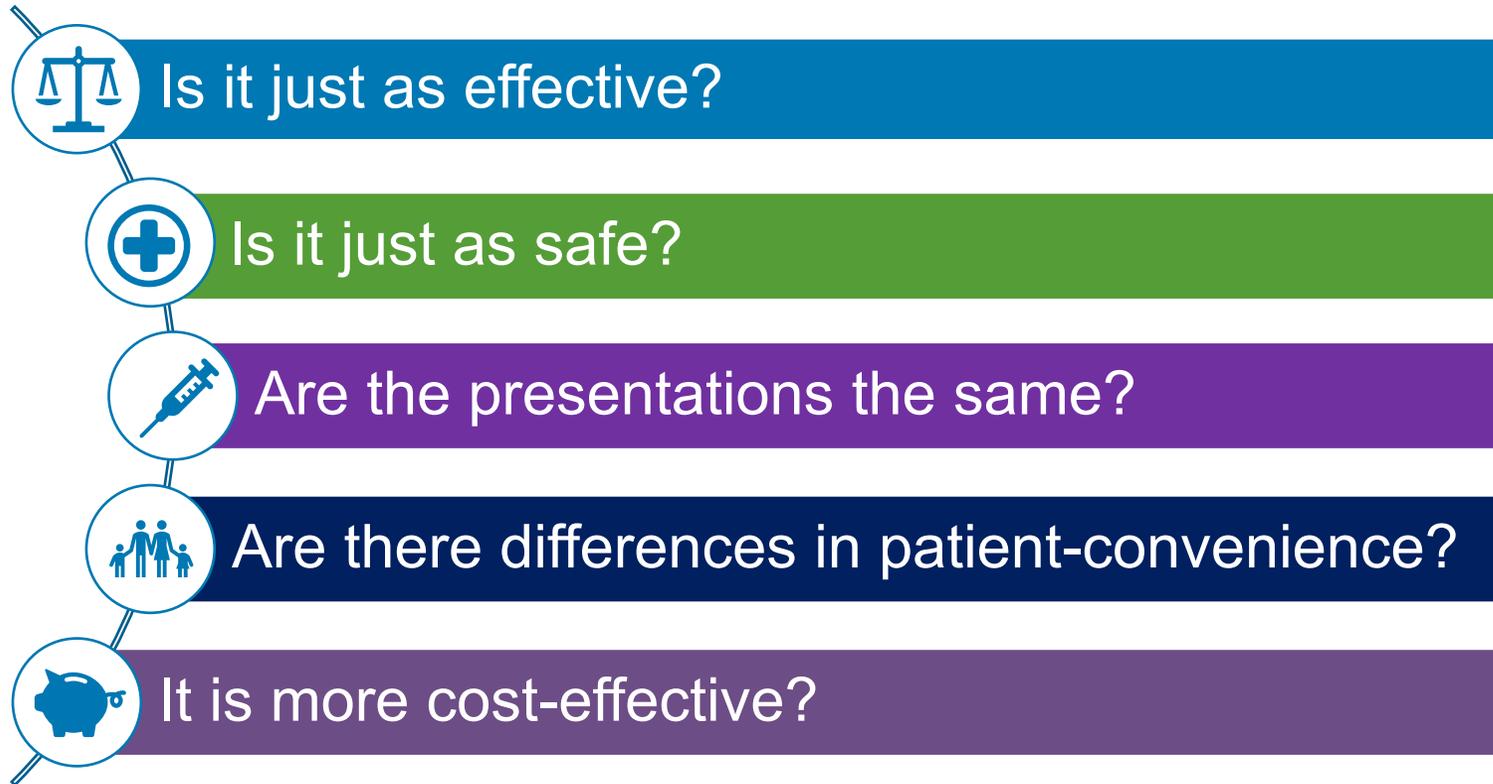
Surveillance

- Track utilization
- Re-educate where needed
- Monitor for safety/efficacy

KP's has the **ability to move market share**. Our actual purchase volume relative to chains or GPOs is quite small. The leverage exists because:

- KP can promise and deliver greater than 90% of a given market in a very short period of time
- KP's 12.4M members represent about **4%** of covered lives in the U.S.

Education Remains a Pivotal Factor



Ongoing conversations and development of materials discussing **biosimilar experiences**

External input (US and EU) on biosimilars has enhanced conversations within KP

Dedication to **pharmacovigilance** efforts

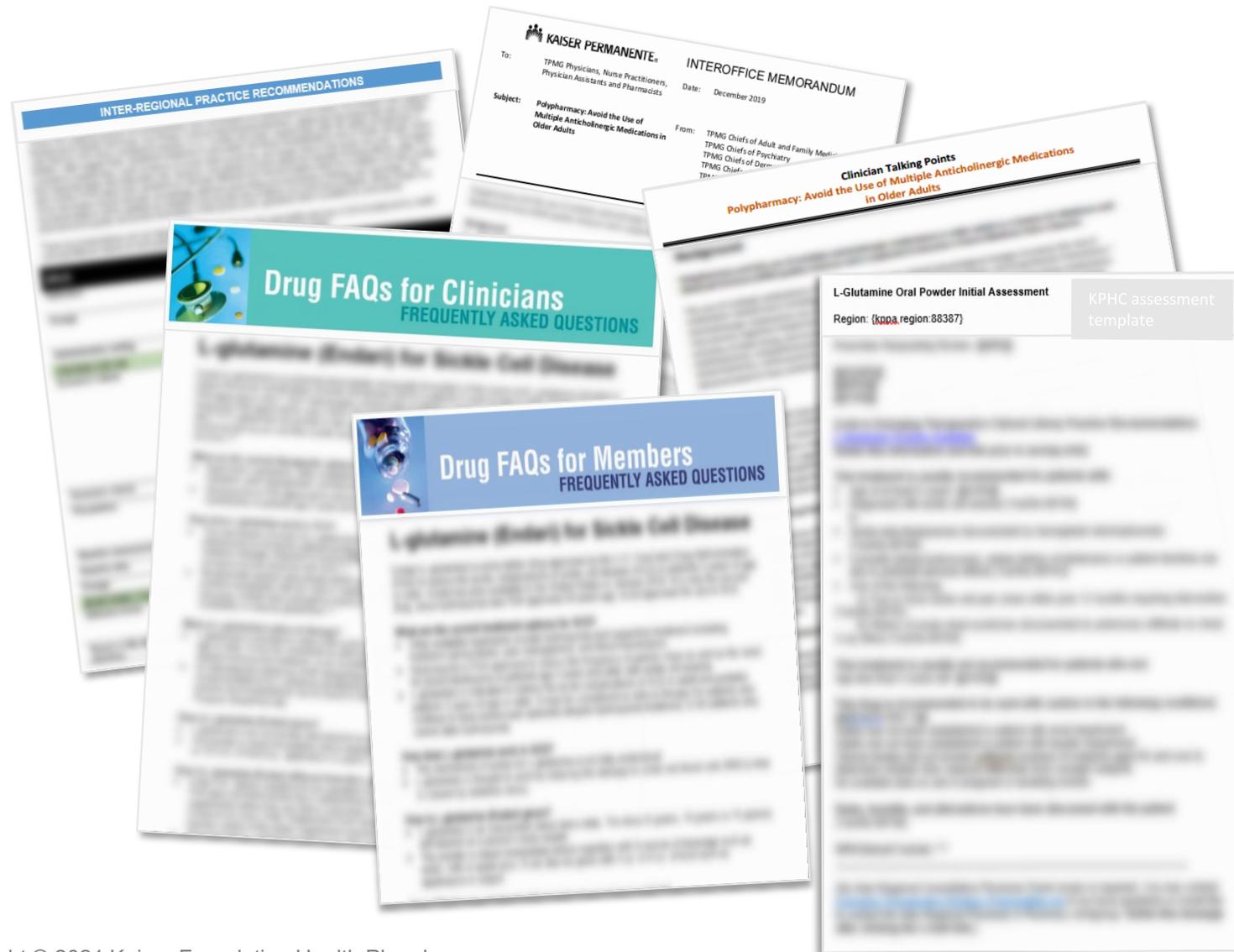
Samples of Documents and Tools

For Providers

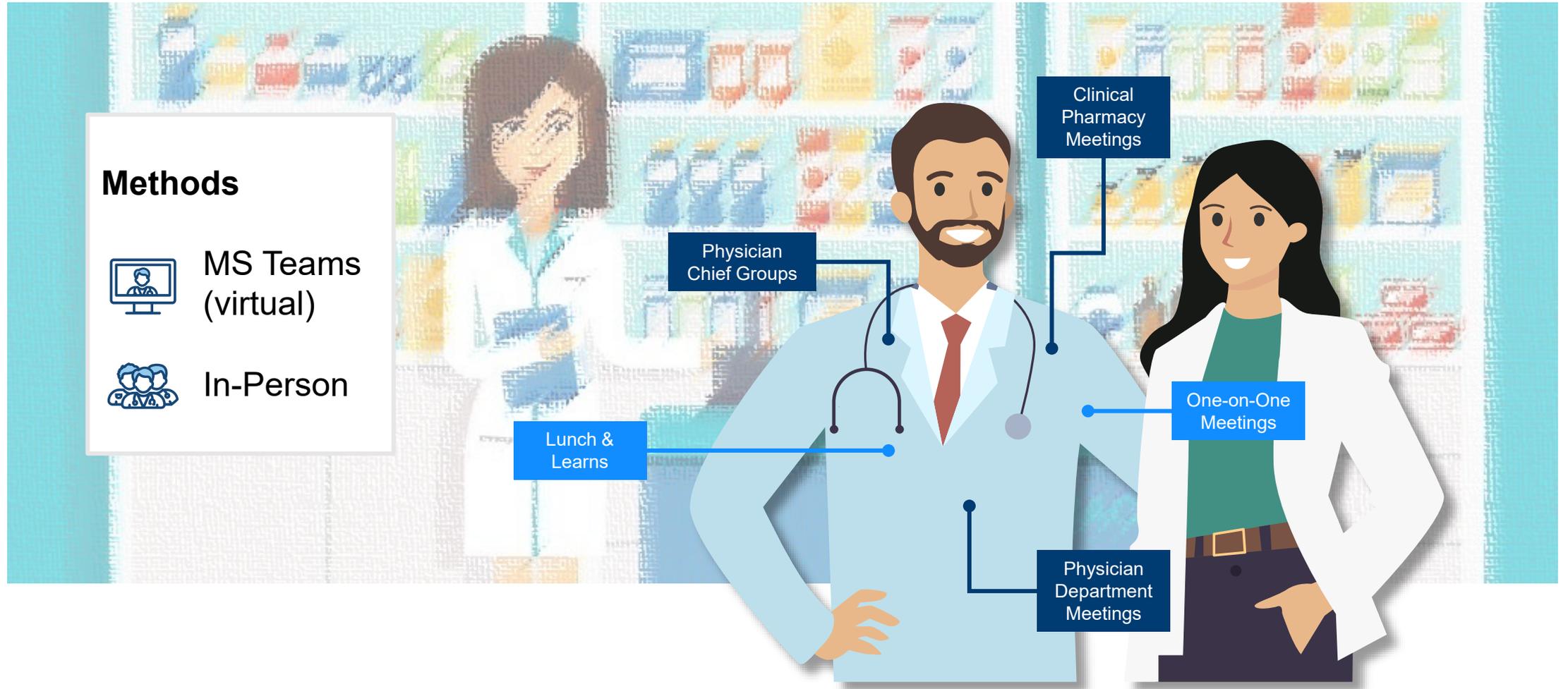
- Flyers, Posters, FAQs
- Presentation Slides
- Pocket Guides
- Talking Points
- Newsletter Articles
- Utilization Data

For Members

- Patient Letters
- Patient Handouts
- Exam Room Posters
- Newsletter Articles



Communication & Education



Academic Detailing of Physicians

Focus Areas Implementing Biosimilars

Efficacy	Safety	Immunogenicity	Indications (extrapolation)
Treatment category	Treatment intent	New vs existing patients	Infusion time
Patient copay	Reimbursement rates	Staff education	Patient education
Patent litigations	Supply & stocking	Clinical trial use	Formulation presentation
	Evergreening	Administrative Issues	

Academic Detailing of Nursing, Infusion Staff

Patient Communication

Focus Areas Implementing
Biosimilars

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Academic Detailing of Pharmacy and Administration

Focus Areas Implementing Biosimilars

Efficacy	Safety	Immunogenicity	Indications
Treatment category	Treatment intent	New vs existing patients	Infusion time
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KP Real-World-Evidence on Biosimilars

- Retrospective real-world studies at KP on biosimilars have not shown any safety or efficacy concerns

Abstract #096 Platform Category A2

Effectiveness and safety of trastuzumab-anns compared to reference product

Dara D. Nguyen, PharmD, BCPS
PGY2 Medication Use Safety & Policy Resident
Drug Intelligence and Strategy
Kaiser Permanente

Filgrastim-sndz (Zarxio) vs Filgrastim (Neupogen) in Preventing Febrile Neutropenia

NCAL Drug Use Management - CAMs



BioDrugs
<https://doi.org/10.1007/s40259-020-00409-y>

ORIGINAL RESEARCH ARTICLE

IRB Accepted

Effectiveness of Switching from Reference Product Infliximab to Infliximab-Dyyb in Patients with Inflammatory Bowel Disease in an Integrated Healthcare System in the United States: A Retrospective, Propensity Score-Matched, Non-Inferiority Cohort Study

Stephanie L. Ho¹ · Fang Niu² · Suresh Pola³ · Fernando S. Velayos⁴ · Xian Ning¹ · Rita L. Hui⁵

ABSTRACTS & PRESENTATIONS

2022 ASCO Annual Meeting - Poster Session

Real-world outcomes of biosimilar bevacizumab-awwb versus reference bevacizumab in patients with metastatic colorectal cancer.

Bevacizumab-awwb was the first biosimilar approved by the U.S. Food and Drug Administration (FDA) for treatment of cancer and became available for use in July 2019. Clinical comparative efficacy and safety of bevacizumab-awwb to bevacizumab was established in a single study of...

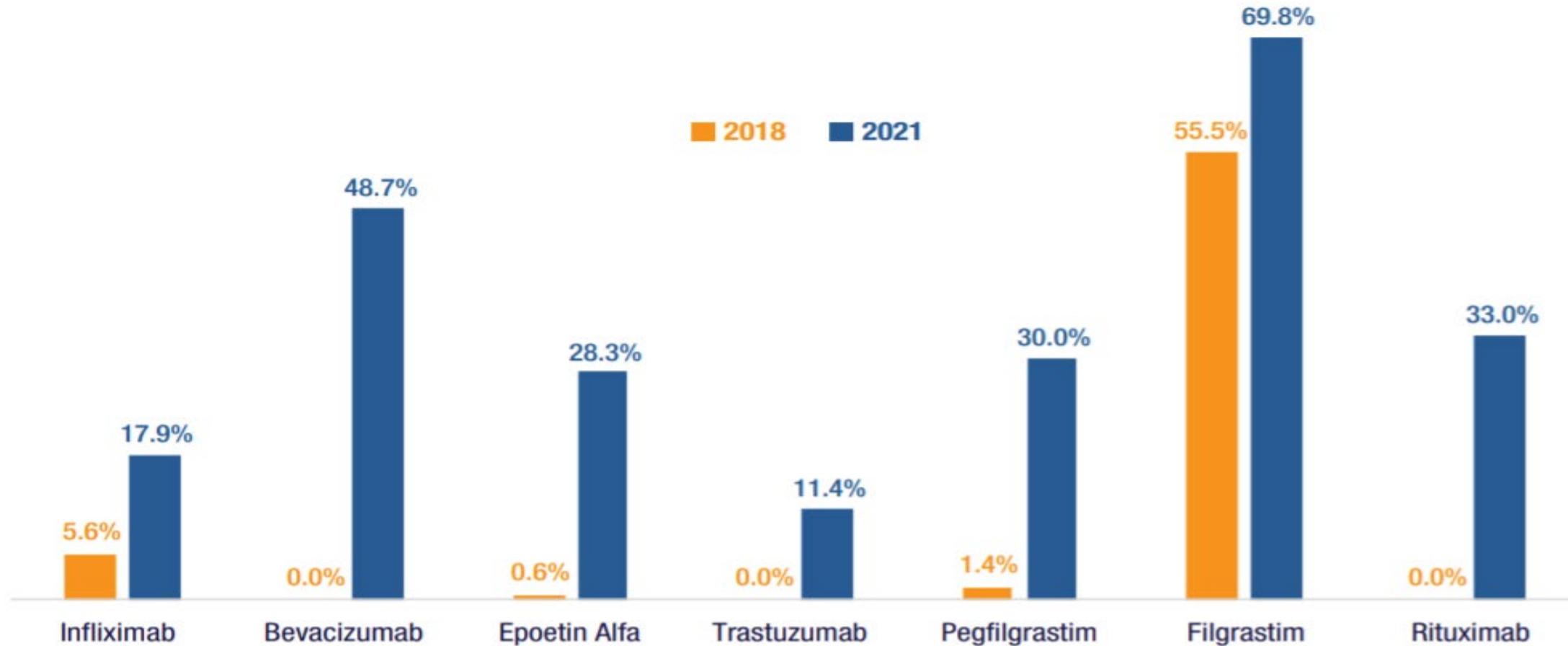
Abstract: 3552 | Poster Bd #: 346

Presenter:
Catherine Pham PharmD

Abstracts

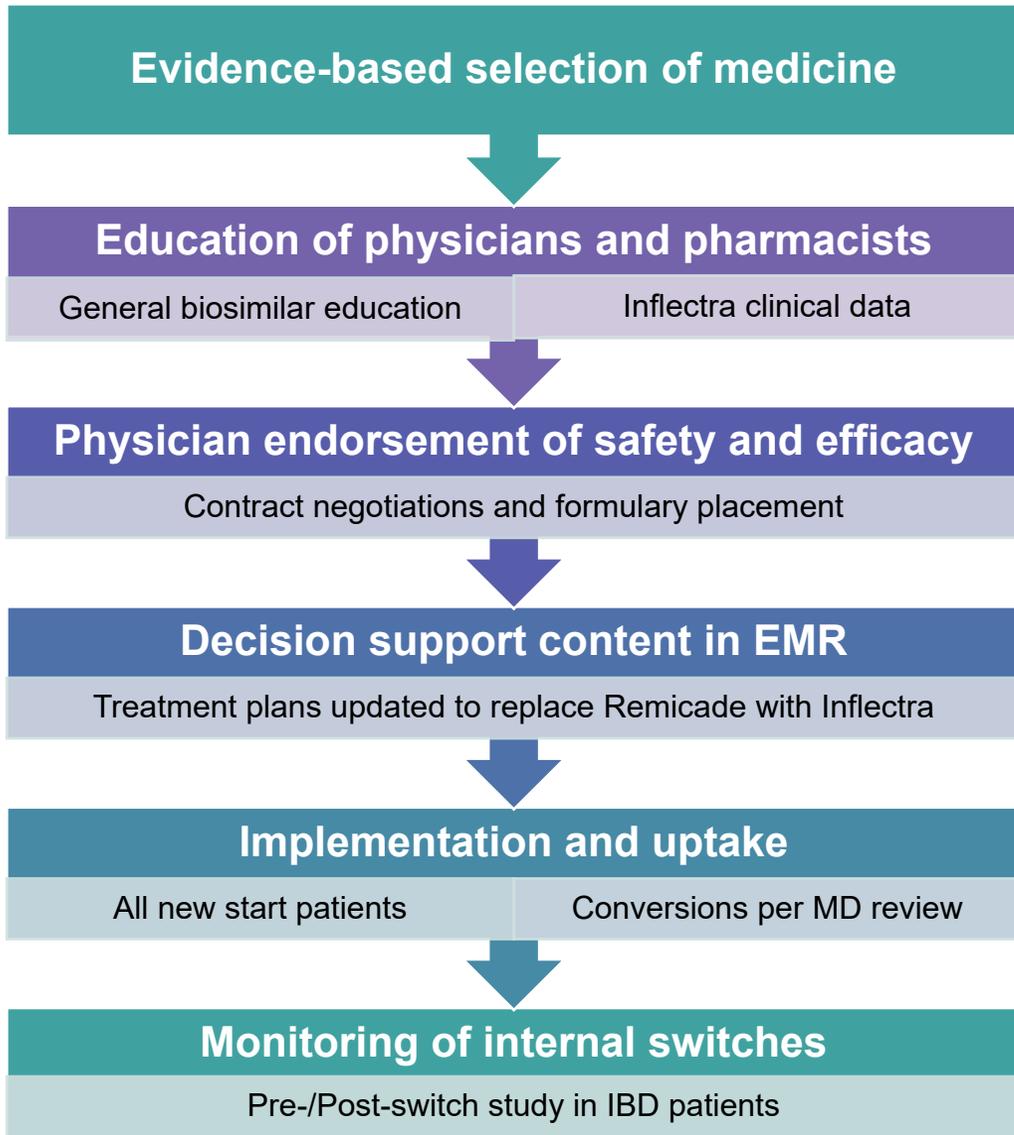
Evidence of increased utilization of biosimilars in the US: avg 33-74% uptake

Biosimilars Share of Total Units by Drug Class
2018 compared to 12 months ending March 2021



Source: IMS

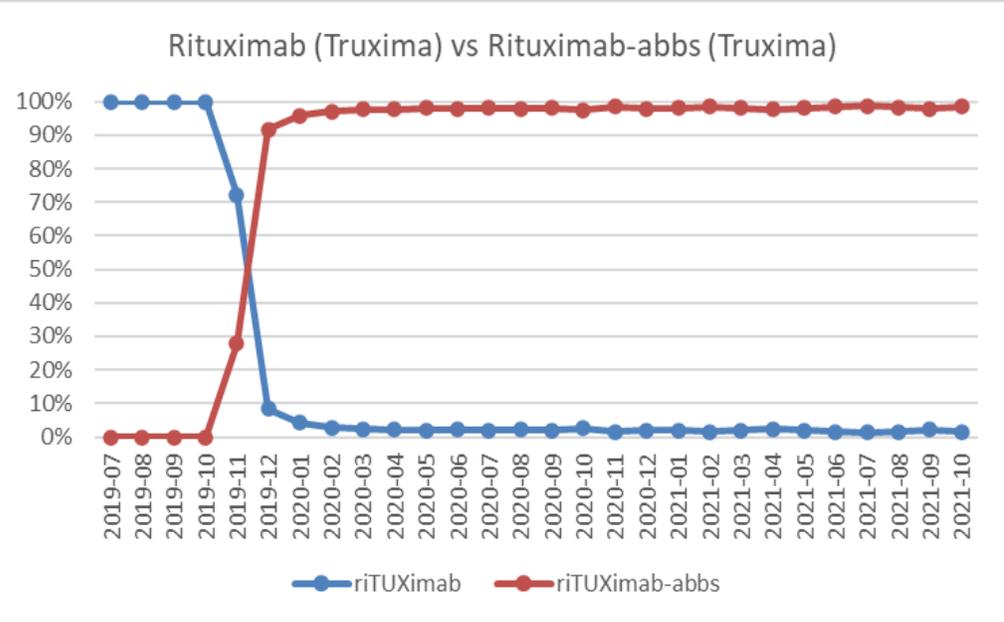
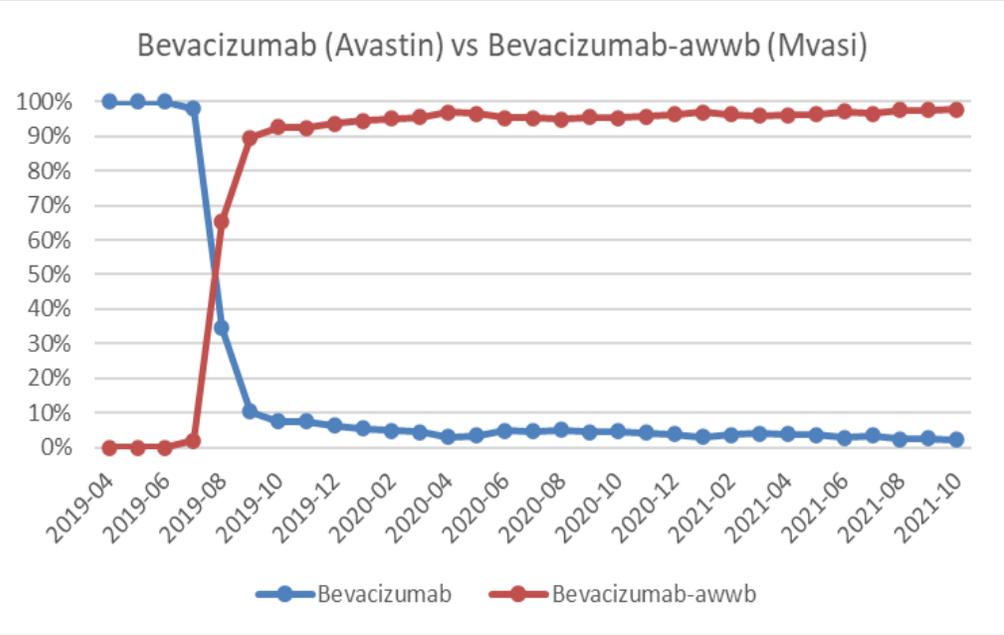
Kaiser Permanente Experience with Biosimilars avg 88 to 99% uptake



88-98%
utilization
rate of
biosimilars

Most patients
satisfied or
very
satisfied with
switch to a
biosimilar

Estimated
savings of
\$500 million
attributed to
use of
biosimilars



Much appreciation to our patients, and the many members of our talented physician and pharmacist teams that drive biosimilar use every day

Thank you!