

BACKGROUND

- The projected US savings to the health care system from biosimilars are estimated to be \$38.4 billion from 2021 to 2025.¹
- The adalimumab reference product is one of the largest contributors to biologic drug spend hitting \$21 billion in global sales in 2021.¹
- In 2023, nine adalimumab biosimilars launched into the market resulting in additional treatment options for patients and the potential for cost savings.
- Lumicera Health Services recognized this opportunity by implementing an adalimumab biosimilar adoption program using two different methodologies: conventional telephone outreach and digital patient engagement.

OBJECTIVES

To analyze the impact of different patient engagement strategies on biosimilar adoption and pharmacy operation outcomes within a specialty pharmacy setting.

SETTING

- Lumicera's multi-site specialty pharmacies

STUDY DESIGN

- A retrospective cohort study
- May 2023 to July 2023

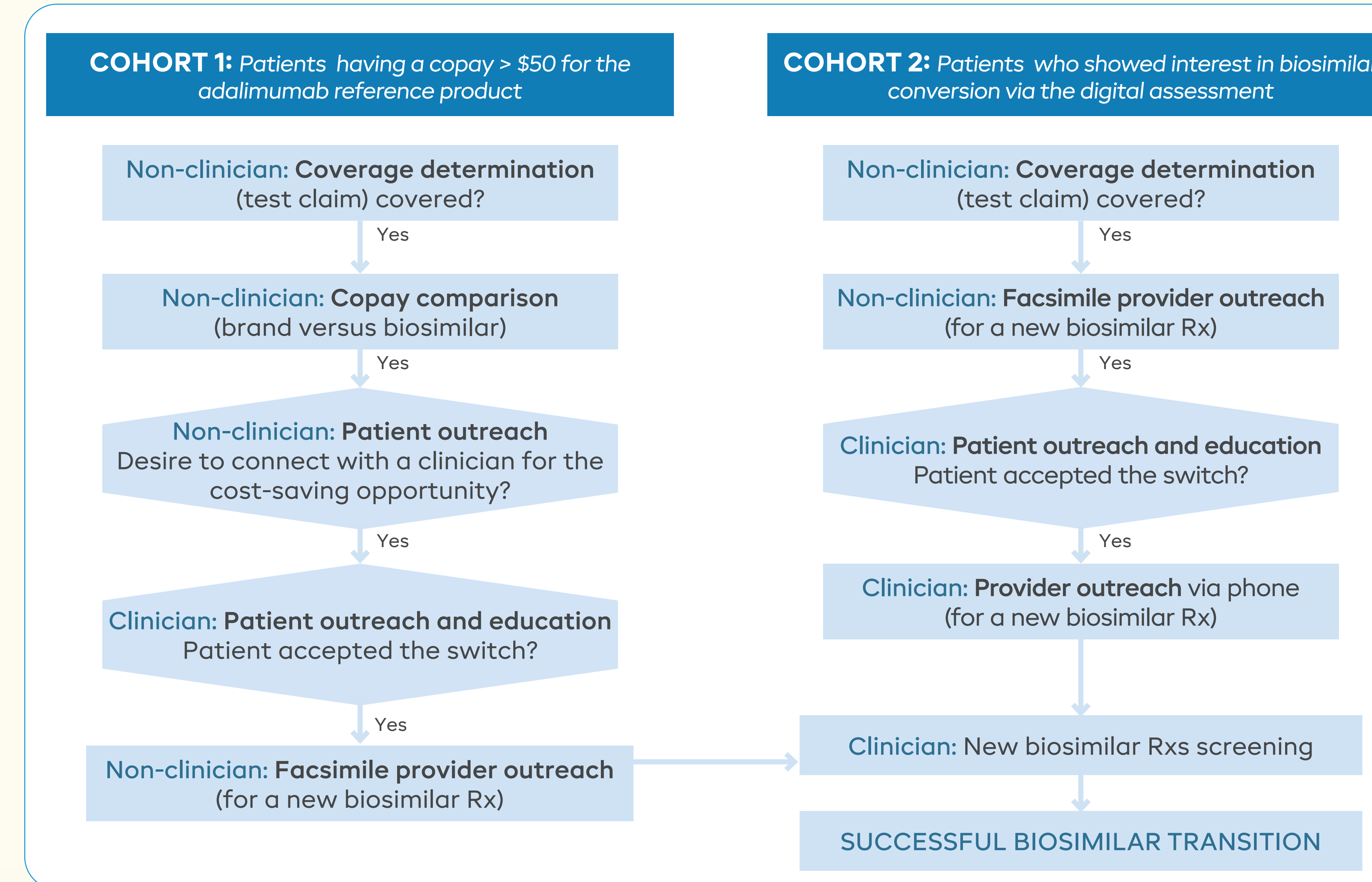
STUDY POPULATION

- Cohort 1: Standard Call-Center Conversion
 - Patients receiving the adalimumab reference product and having a copay greater than \$50 were identified using an internal analytics program.
 - Patients received standard telephonic communication to identify and convert eligible patients to biosimilars.
- Cohort 2: Digital Patient Engagement Program Conversion
 - Patients receiving the adalimumab reference product and signed up for the secure patient digital portal.
 - Patients received a digital assessment to educate on biosimilars and identify candidates interested in biosimilar conversion.

OUTCOMES

- Biosimilar adoption rates
- Potential generation of cost savings
- Potential reduction in Full-Time Equivalent (FTE) burden

METHODS



LIMITATIONS

- The study design was retrospective and limited in duration.
- Small patient sample size which may have impacted the conclusions drawn from the study.

CONCLUSIONS

The results of this study demonstrated that the deployment of digital patient engagement services within a specialty pharmacy adalimumab biosimilar adoption program, achieved significantly higher biosimilar conversion rates resulting in cost savings and a decrease in FTE burden compared to conventional non-digital methods.

FUTURE DIRECTIONS

- Expand this initiative to other adalimumab biosimilars within the formulary.
- Leverage the digital engagement services to other biologic biosimilars coming in the pipeline.

RESULTS

The successful biosimilar transition at the cohort level was normalized to 100 patients and data were summarized in the tables below:

TABLE 1: NORMALIZED CONVERSIONS & SAVINGS COMPARED BETWEEN COHORT 1 & 2

Metric	Cohort 1	Cohort 2	Improvement
Conversions (out of 100)	3.6	7.5	109.5%
Savings (High Concentration adalimumab reference product)	\$433,498	\$910,711	\$477,212
Savings (Low Concentration adalimumab reference product)	\$156,509	\$328,800	\$172,291
Cost per Conversion	\$194.80	\$77.60	251%
Estimated FTE Time Savings (scaled to 100 patients)	-	\$11,720	-

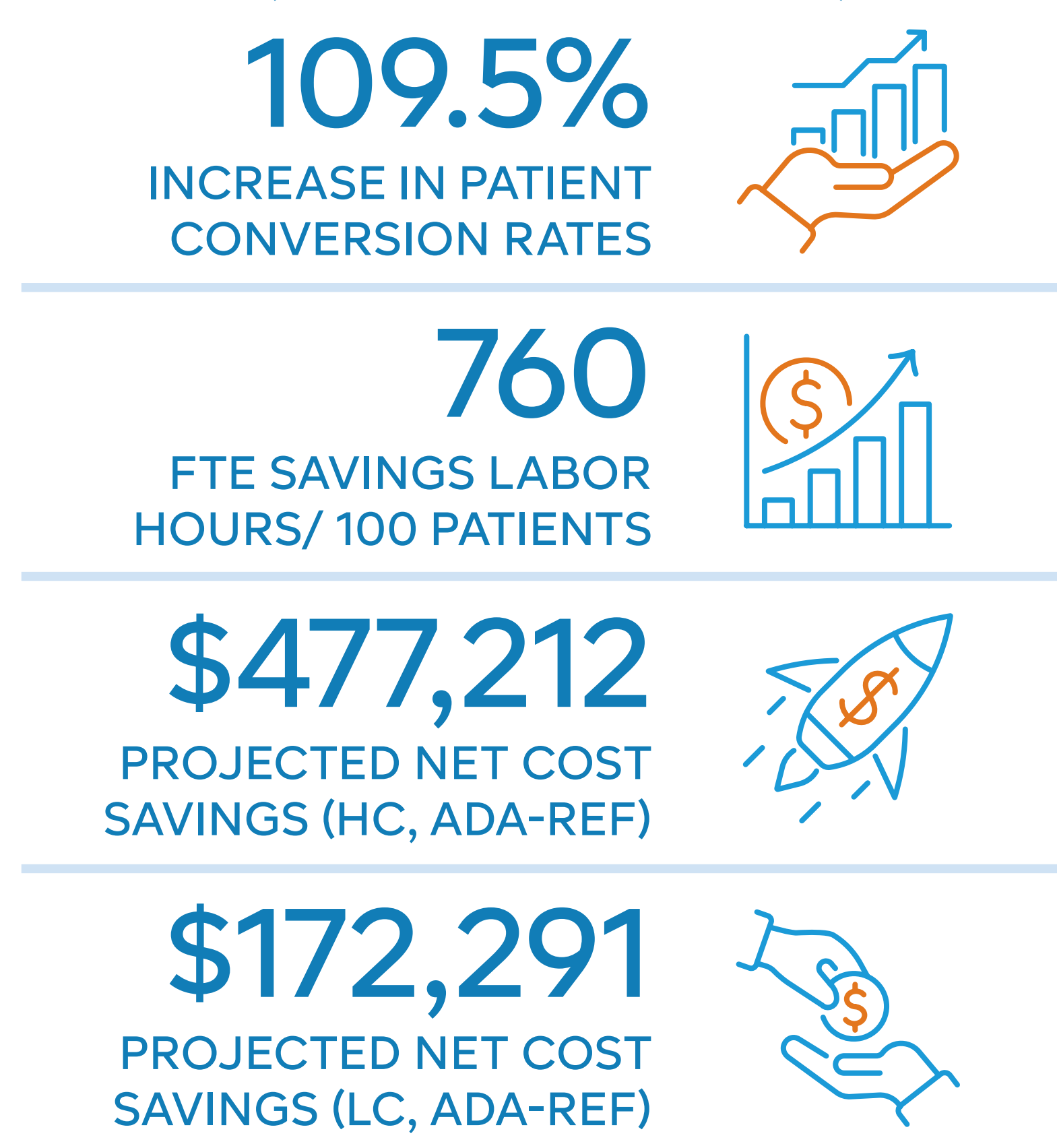
Results are based on actual WAC prices for Adalimumab Reference Product and Biosimilar for High and Low concentrations.

TABLE 2: DIFFERENCES IN LABOR & FTE COST FOR SUCCESSFUL CONVERSION TO BIOSIMILARS BETWEEN COHORT 1 & 2

Group	Cohort 1	Cohort 2	Improvement
Low-Cost Labor	9.3 Hours	1.1 Hours	8.2 Hours
High-Cost Labor	0.3 Hours	0.9 Hours	-0.6 Hours
Total Labor	9.6 Hours	2 Hours	7.6 Hours
Total FTE/Conversion	\$194.80	\$77.60	\$117.2

FTE Costs for Lower-Cost labor are estimated to be \$18.17/Hr and \$63.84/Hr for Higher-Cost labor.²³

FIGURE 1: COHORT 2 OUTCOMES (NORMALIZED TO 100 PATIENTS)



*ADA-REF: adalimumab reference product; HC: high concentration; LC: low concentration.

REFERENCES

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