



## Low Net Cost Strategy for Biosimilars in the Autoimmune Category: **5 Things You Should Know**

This is an exciting time in health care as the marketplace anticipates a wave of biosimilars in the autoimmune (AI) category.

### Here are 5 things you should know:

#### 1 **Competition drives savings.**

We are driving to a low net cost strategy for our clients, which relies on competition created by biosimilars to deliver lower overall costs. The Amjevita launch was just the beginning as several more biosimilars to Humira are expected to launch this year. Over the next two years, we expect our clients to benefit from significant savings in the autoimmune categories where biosimilar competition exists.

#### 2 **Our formulary strategy is driven by multiple factors.**

When evaluating new-to-market biosimilar products for inclusion on our commercial template formularies, our national Pharmacy and Therapeutics Committee reviews clinically appropriate alternatives in a therapeutic class. All new products, including biosimilars, undergo this evaluation that takes into account these elements:

- Clinical appropriateness + efficacy
- Product attributes: formulation, delivery mechanism, supply, plan member experience
- Price

In some instances, and within appropriate FDA guidelines, discussions with manufacturers begin before a product is on the market and continue beyond launch. The discussions allow us to gain insight and understanding of the new product so that we can complete a thorough evaluation. This process supports decisions for potential formulary inclusion scenarios and may or may not result in a decision before launch.

### 3 **Low list price doesn't always equate to low net cost strategy.**

Our low net cost strategy is designed to provide clients with maximum savings while expanding coverage and minimizing member disruption across their entire population. Lowest list price in a category does not always translate to lowest net cost for our clients, which also is affected by projected utilization, our negotiations with the manufacturer, unit pricing across drugs in the category, and drug availability. In short, a lower list price product is not always the lowest net cost product.

### 4 **Provider and member education matters.**

As additional products come to market, we continue our commitment to educate providers and members about biosimilars where appropriate. Providers are sometimes hesitant to adopt biosimilar drugs and their support is often a key factor influencing the decision to choose the biosimilar.

Our Specialty Pharmacy uses a data-driven approach to engage and inform providers and members about the benefits of a preferred drug. Through personalized outreach, we provide resources and expertise to close knowledge gaps, help overcome potential concerns, and ease the transition to a formulary preferred product. This involves a combination of direct mail, digital, IVR phone calls, and personal outreach in the pharmacy.

### 5 **Our plan design strategies help keep member costs low.**

Clients have a range of options designed to drive affordability and provide members the discounts they're looking for. Point-of-sale rebates, for instance, can directly reduce members' out-of-pocket costs while helping to improve member satisfaction. And our judicious application of copay assistance dramatically improves affordability, ensuring members bear less cost burden for specialty medications they rely on to stay healthy.

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## **The Takeaway**

Our biosimilar approach reflects our commitment to driving low net cost for our clients while providing their members coverage of clinically safe, effective medications and ensuring continuity of care. Over time, we believe the low net cost strategy in this category will be achieved through a combination of the reference product, biosimilar competitors, and other branded products.

Our strategy will continue to evolve with the launch of additional Humira and Stelara biosimilars. We will continue to use our new-to-market framework to thoughtfully evaluate each new competitor and we will keep our clients informed every step of the way.



For more of our perspective on biosimilars, [visit our website.](#)