



# U.S. VBA Tracker

Monitoring biopharmaceutical value-based agreement activity in the USA

March 18<sup>th</sup> 2019

# Verpora & The U.S. VBA Tracker

## About The U.S. VBA Tracker

- Measures the who, what and when of published value-based agreements and innovative contracts (VBA) in the USA
- Produced on a routine basis with the objective of monitoring developments in the rapidly evolving environment of innovative contracting

## About Verpora

- Verpora are specialists in the development, deployment and support of value-based and innovative bio pharmaceutical contracting

## Subscribe

- To receive your own complimentary copy of the U.S. VBA Tracker email [USVBA@verpora.com](mailto:USVBA@verpora.com)

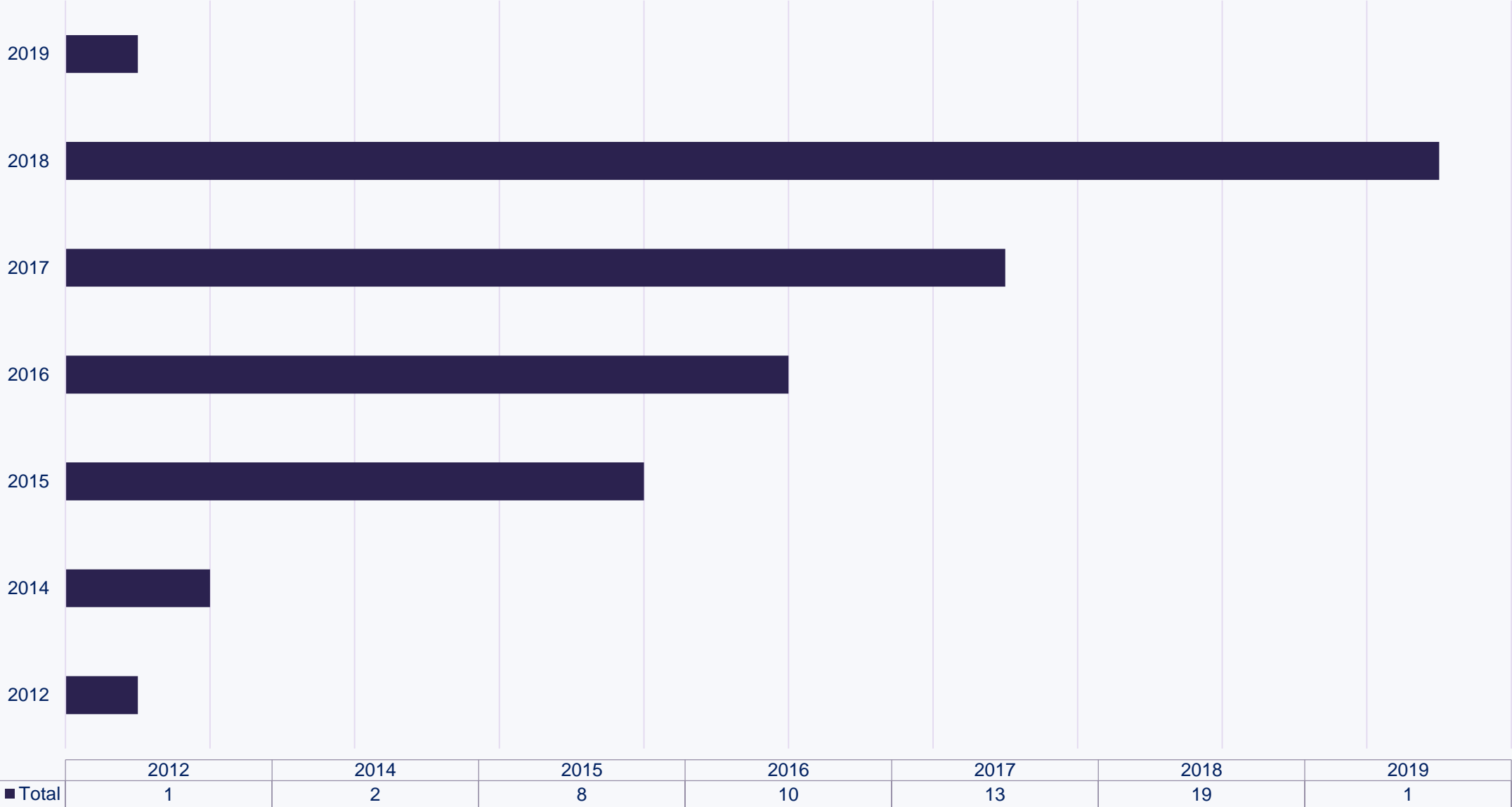
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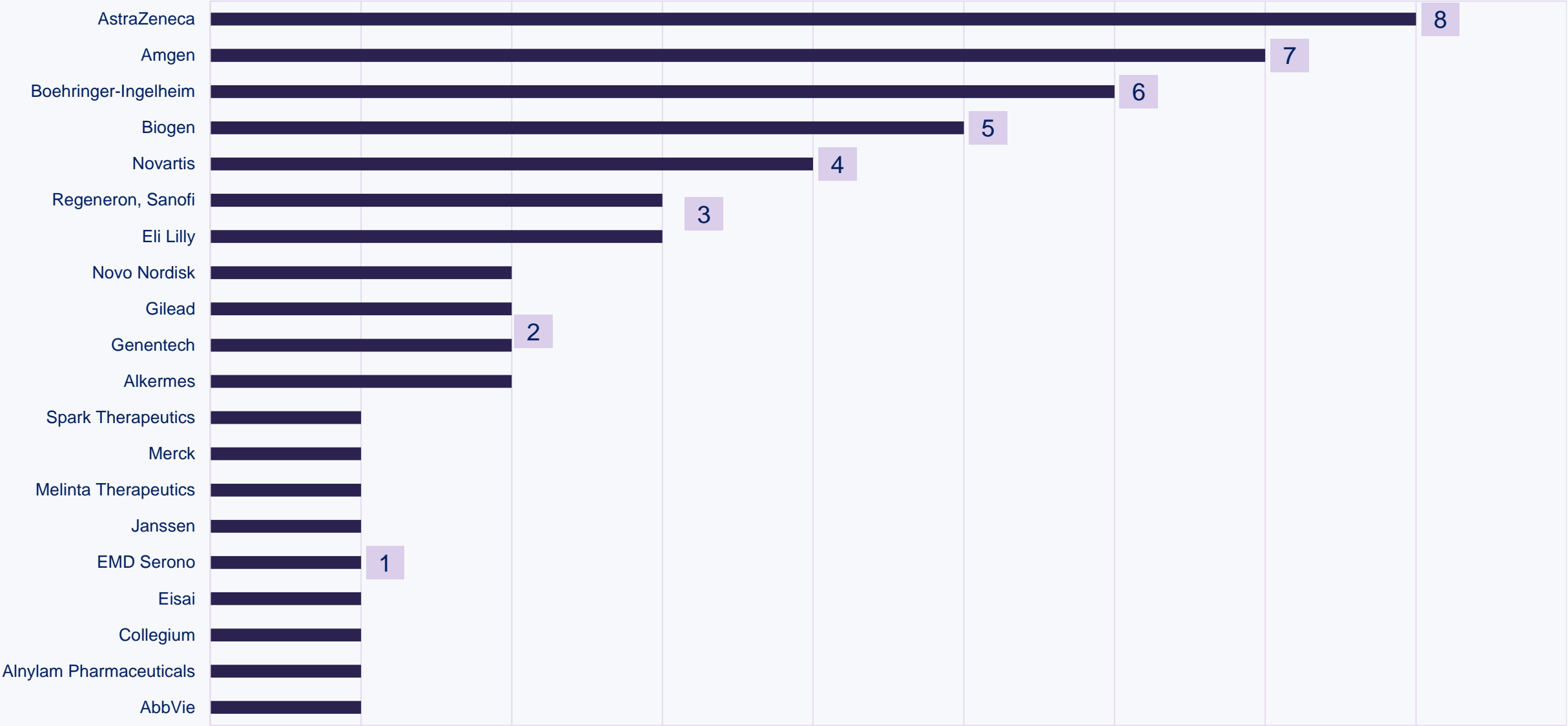
## Key Summary

- 2018 saw a record number of published VBA deals in the U.S.
- AstraZeneca starts 2019 as the #1 manufacturer in the USA for published VBA contracts
- 2019 has a slow start to the year, driven potentially by:
  - Reduced customer capacity for VBA due to:
    - PBM & Plan M&A activity
    - Management of proposed HHS rebate rule
  - Traditional cycles (April – October are historically most active VBA months)
- Several manufacturers reporting expected increased activity in Q2/Q3 2019

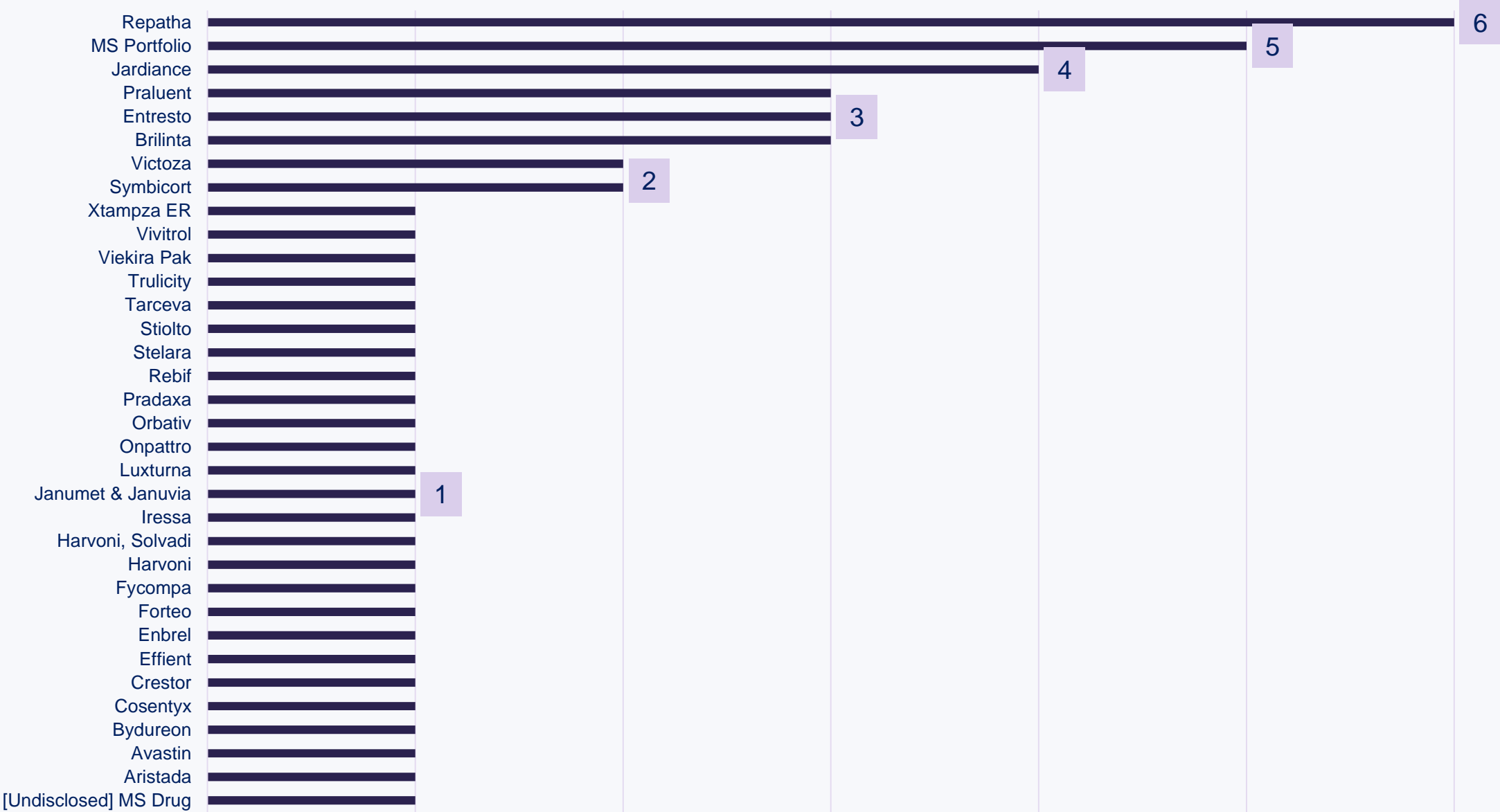
# Number of Published U.S. VBA Announced per Annum 2012 - March 2019



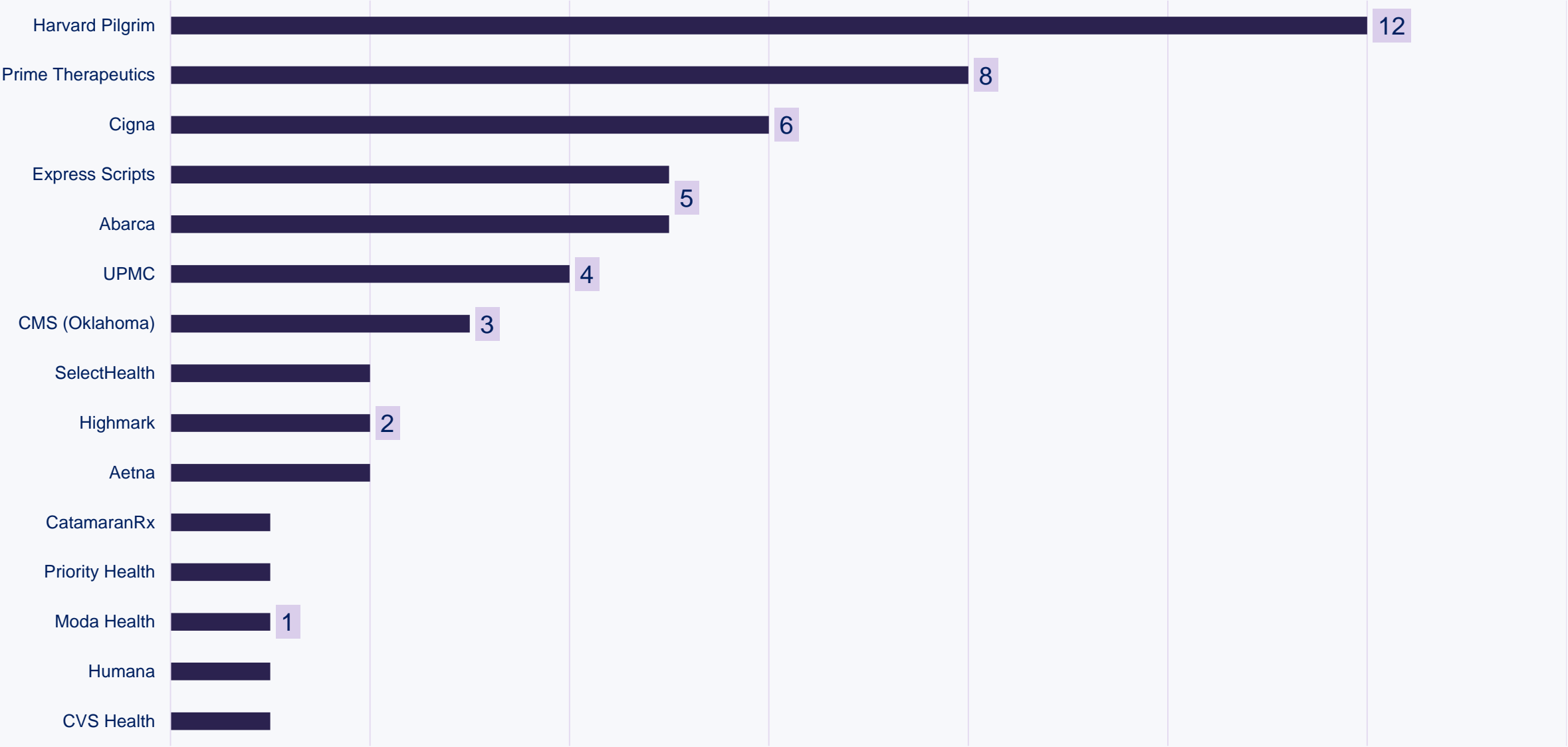
# Rank of U.S. Companies with Most Published VBAs to March 18<sup>th</sup> 2019



# Rank of U.S. Brands with Most Published VBAs

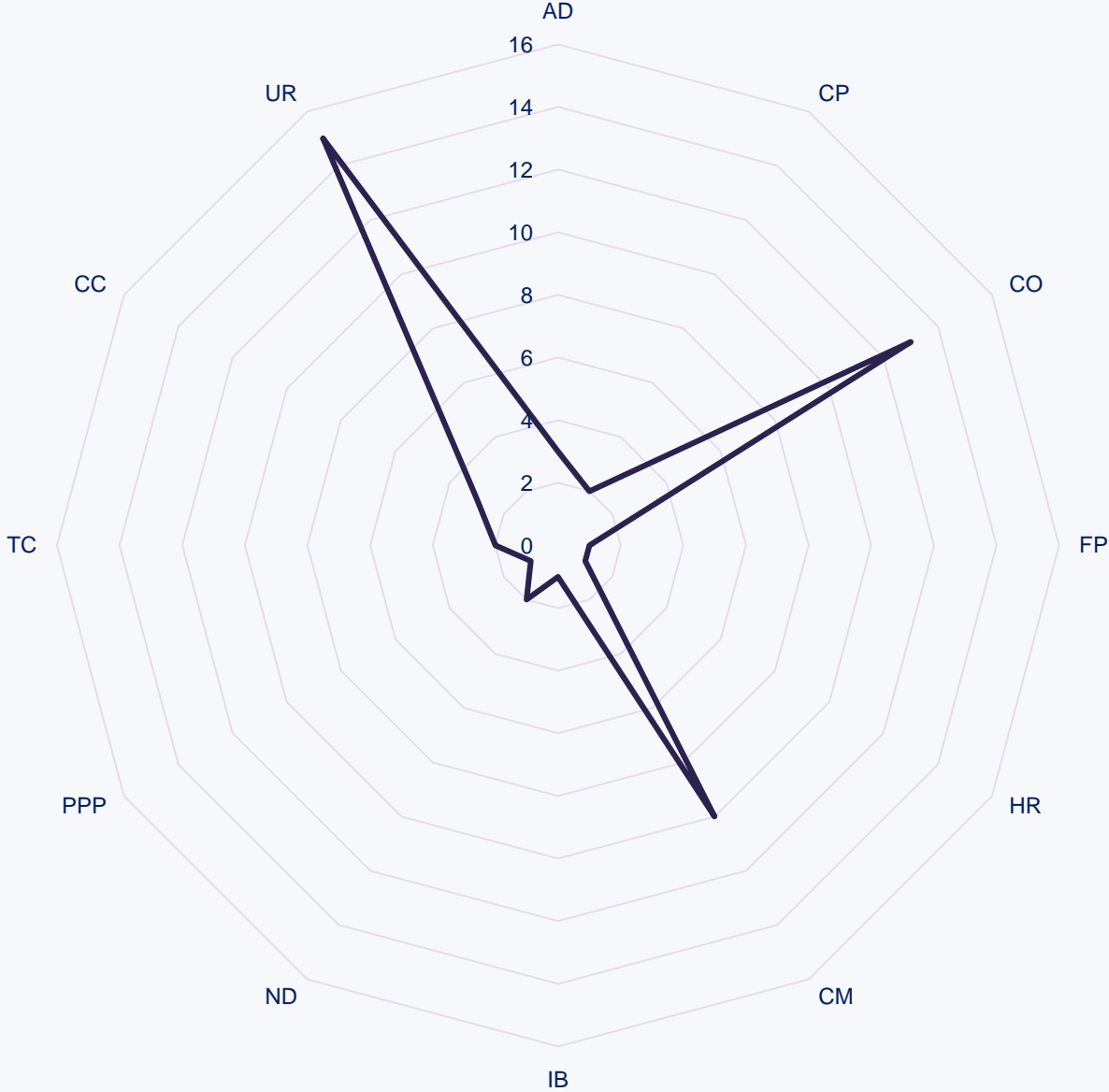


# Rank of U.S. Payers with Most Published VBAs





# Primary Lever of U.S. Published VBAs



AD	Adherence
CP	Change in prescribing
CO	Clinical outcomes
FP	Formulary position
HR	Hospitalization reduction
CM	Improved clinical metric
IB	Indication based
ND	Not disclosed
PPP	Proactive patient profiling
TC	Time cap
CC	Total cost of care
UR	Utilization reduction

## Compendium of VBA contracts

PR Date	Technology	INN Name	Therapeutic Indication	Manufacturer	Customer/Payer
Jan 28 2019	Brilinta	Ticagrelor	Acute coronary disease	AstraZeneca	UPMC
Oct 24 2018	Fycompa	Perampanel	Epilepsy	Eisai	CMS (Oklahoma)
Oct 04 2018	Stelara	Ustekinumab	Moderate or severe plaque psoriasis	Janssen	Prime Therapeutics
Sep 27 2018	Jardiance	Empagliflozin	Diabetes	Boehringer-Ingelheim	UPMC
Sep 25 2018	Orbativ	Oritavancin	Bacterial Skin Infections	Melinta Therapeutics	CMS (Oklahoma)
Sep 23 2018	Aristada	Aripiprazole lauroxil	Psychosis	Alkermes	CMS (Oklahoma)
Aug 30 2018	Vivitrol	Naltrexone	Relapse in opioid-dependent patients	Alkermes	UPMC
Aug 16 2018	Cosentyx	Secukinumab	Immunology	Novartis	Prime Therapeutics
Aug 10 2018	Onpattro	Patisiran	Polyneuropathy	Anylam Pharmaceuticals	Harvard Pilgrim

Manufacturers wishing to obtain a copy of the complete dataset underpinning the U.S. VBA Tracker can request a complimentary copy by emailing [info@verpora.com](mailto:info@verpora.com)

## Data – Read Me

Base data collected using desk research on all publicly available information relating to outcomes and value-based, innovative contracts in the USA up to 3/14/2019.

VBA is classified as either:

Outcome payment – reimbursement tied to a clinical &/or process outcome at either individual patient or population level i.e. reduction in a clinical indicator such as HbA1C

and/or

Conditional payment – payment is contingent on specific short-term health outcome or evidence target i.e. Persistence

and/or

Innovative contracts i.e. indication based pricing, free stock etc.

Data only relates to bio and pharmaceutical products, not devices and diagnostics

Data does not include traditional discount & rebate deals based on volume &/or quantity

## Analysis – Read Me

**Date** – relates to the first evidence of public notification of the VBA, not contract commencement

**Not Disclosed, Undisclosed & ND** – insufficient information provided to complete the field

**Payer** – the name of the payer organization which initiated the contract

**Primary Lever** – of the type of value & outcomes-based, innovative contract used



**For:**

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- **logging your VBA contracts**

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