



Patient-Reported Outcomes: Are They Relevant to U.S. Payers?

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Background

- Relevance¹
 - Payers outside of the US view Patient Reported Outcomes (PROs) as relevant in determining patient access to a drug.
 - US payers have traditionally not viewed PROs as relevant in determining patient access to a drug.
- US payer perspectives may be changing based on changes in the US healthcare environment as the Affordable Care Act is tying payment to achieving quality standards²
- State and federal quality initiatives include ^{3, 4, 5, 6}
 - National Quality Forum white paper on PRO performance measures
 - NCQA developing PRO metric for implementation in EHRs
 - Medicare’s “HOS” rating metric based on the SF-12 Health Survey metric
 - Medicaid plans require reporting of PRO data using the SF-12 Health Survey

•1 – www.ahdbonline.com/issues/2013/july-2013-vol-6-no-5/1447-feature-1447

•2 – aspe.hhs.gov/health/reports/2014/HealthCarePurchasing/rpt_vbp_summary.pdf

•3 – www.qualityforum.org/Publications/2012/12/Patient-Reported_Outcomes_in_Performance_Measurement.aspx

•4 – www.ncqa.org/Portals/0/SOHC-web1.pdf

•5 – National Committee for Quality Assurance (NCQA). HEDIS® 1998 - 2014, Volume 6: Specifications for the Medicare Health Outcomes Survey. Washington DC: NCQA Publication. 2014

•6 – Memorandum of Understanding (MOU) Between The Centers for Medicare & Medicaid Services (CMS) And The State of California Regarding A Federal-State Partnership to Test a Capitated Financial Alignment Model for Medicare-Medicaid Enrollees California Demonstration to Integrate Care for Dual Eligible Beneficiaries.

Objective



Identify U.S. payers' current and future insights regarding the use of PRO* evidence in making patient access decisions for pharmaceuticals.

* We define PROs *broadly* as a patient's experience with a disease and its treatment.

[US Technical Expert Panel: Payer PRO Perspective Insights & Recommendations Report](#). Lincoln, RI: Optum, 2014.

Background

Objective

Methods

Results

Conclusions

Solutions

Methods

Collect payer insights regarding the relevance of PROs, using the following dimensions in a semi-structured interview guide:

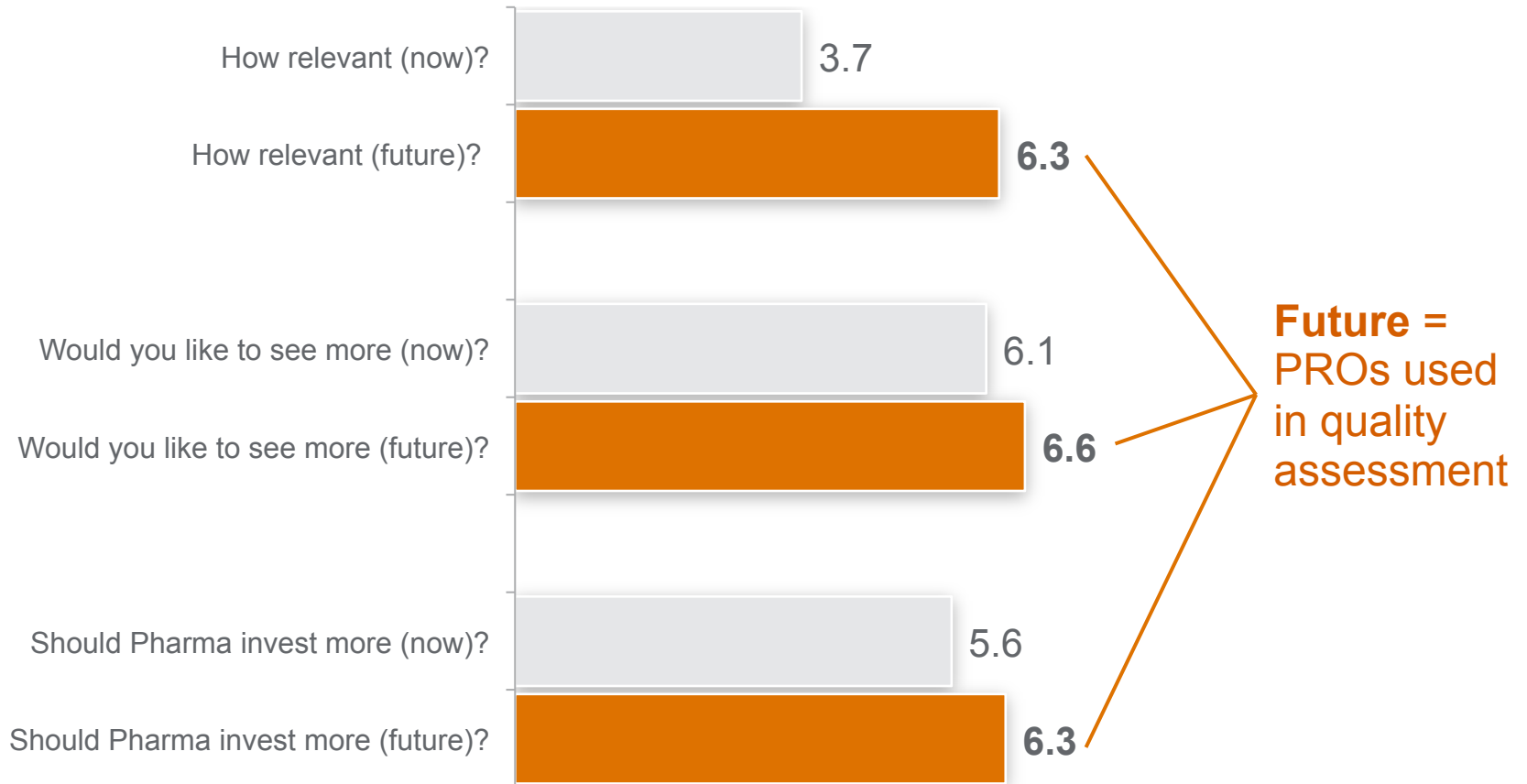
- General perspective on PROs
- PRO relevance in today's U.S. health care environment
- PRO relevance in the United States in five years
- Use of PRO evidence in population-based access decisions

One hour, double blind telephone interviews, n = 12

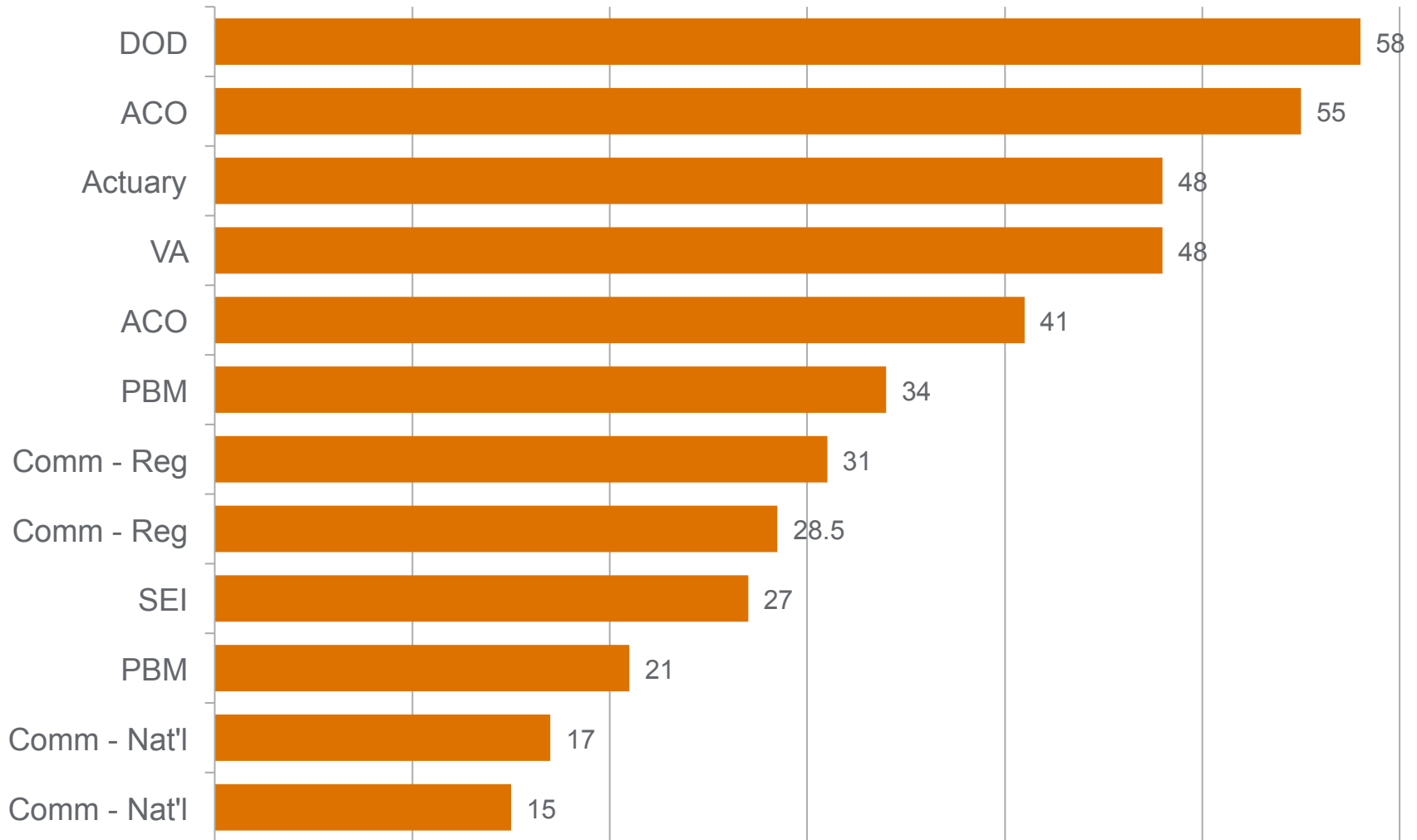
- Commercial payer — national: (2)
- Commercial payer — regional/local: (2)
- Accountable Care Organizations (ACO): (2)
- Pharmacy Benefit Manager (PBM): (2)
- Self-insured employer: (1)
- Actuary: (1)
- Veterans Affairs (VA): (1)
- Department of Defense: (1)

Results: Current and future appetite for PRO evidence

10-point rating scales



Results: Total scores show variability across payers



Conclusions: Headlines, opportunities and myth busters

HEADLINES

- Not all U.S. payers are alike in how they use PRO data
- How do they differ? *time horizon* and *amount of risk*
- U.S. payers are very interested in receiving PRO education. How do you use, assess, interpret PROs and apply their findings?



“Payers don’t care about PRO evidence.”



Not all payers are alike, some pay a lot of attention to PRO evidence.

“PROs only matter if they make it to the label.”

Payers will consider all data from pivotal trials, whether or not it is on PI.

“We can collect the PRO evidence in Phase IV.”

That’s too late. Coverage decisions will be made based on pivotal trials.

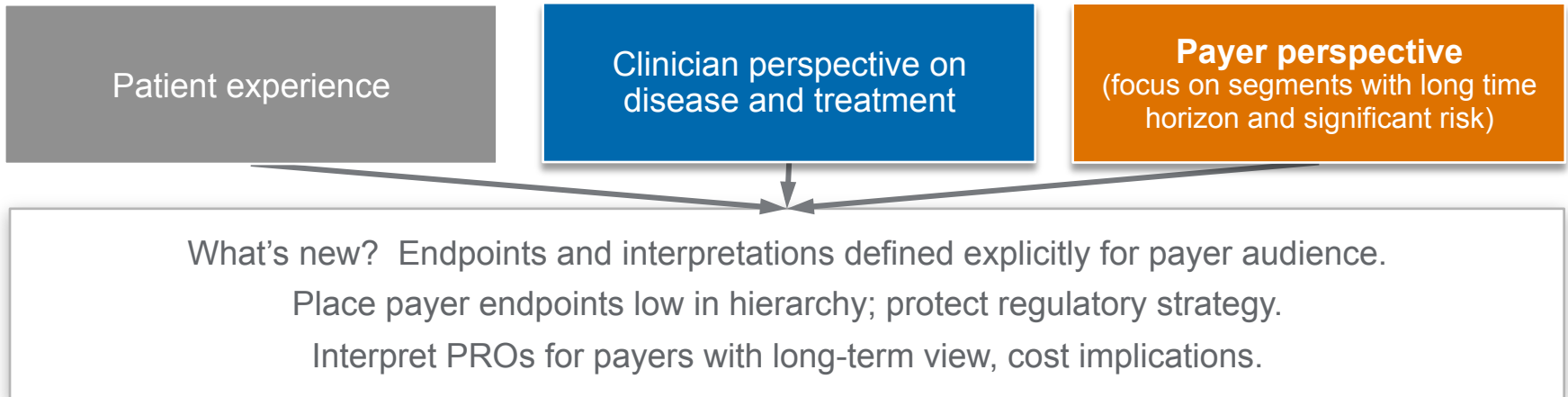
OPPORTUNITIES

- Satisfy payer needs with relevant PRO education and evidence
- Incorporate payer evidence needs into overall PRO strategy for drug development
- Focus on standardized PROs with straightforward interpretation

Solutions

Internal to a pharmaceutical company

Integrate payer perspective when developing PRO endpoints



External to a pharmaceutical company

- Sponsor U.S. payer PRO education
- Focus on relationship between self-rated health and future medical costs
- Venues:
 - Health care professional meetings
 - Payer meetings
 - Online health care professional PRO CME



Thank you.