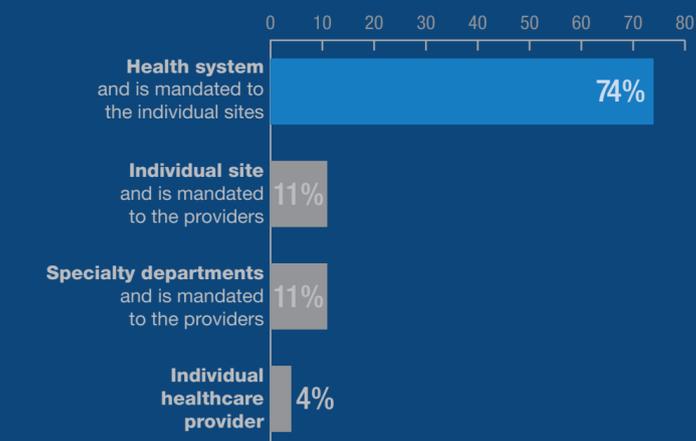


Biosimilars Pose Risk to Innovator Brands Within Health Systems

Product Management

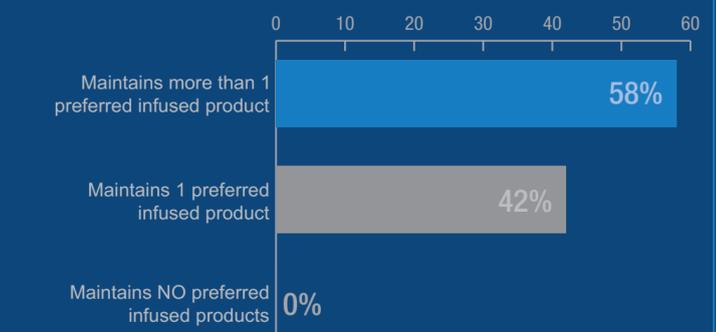
At what organizational level of the health system is product selection managed for infused medications with clinically similar products (eg, intravenous immunoglobulin)?



n=27

Access Management

Which of the following best describes the access management strategy of your health system/care facility/specialty departments?



n=26

Therapy Management in New Patients

Approximately what percentage of the time do you manage the drug therapy in each of the following ways for new patients currently being treated with a nonpreferred infused product?

n=26

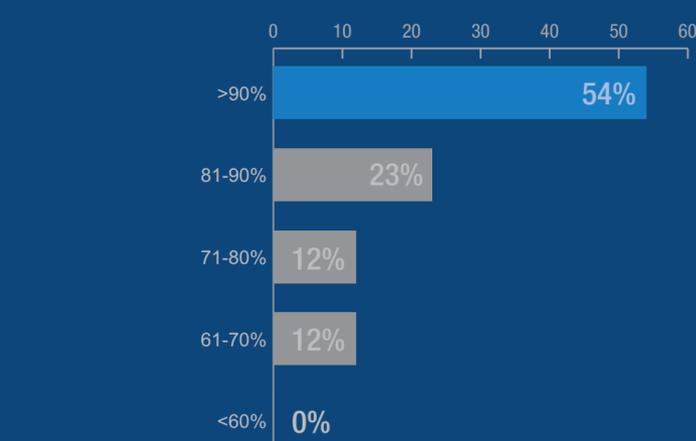
84% Switch patients to preferred infused products if clinically safe vs

16% Maintain patients on current nonpreferred infused product



Adherence

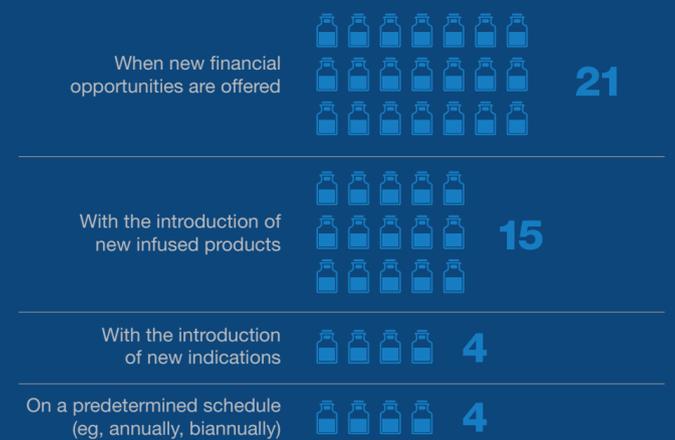
What is the average formulary adherence to your institution's preferred infused product(s)?



n=26

Managing RFPs

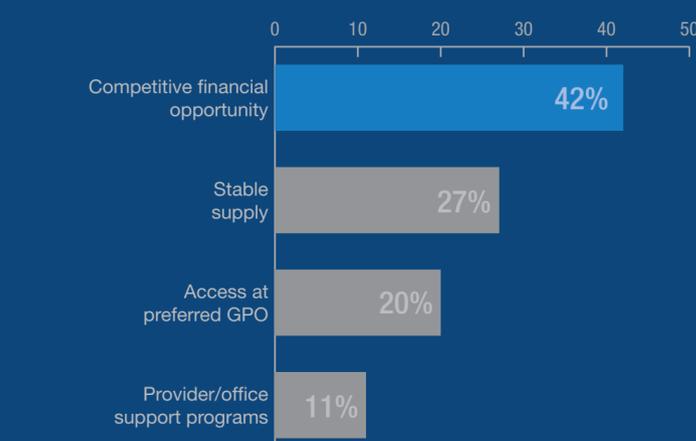
Select all of the following that accurately describe how your institution manages its request for proposal (RFP) process for selection of a preferred infused product in a competitive category.



n=27

Biosimilar Adoption

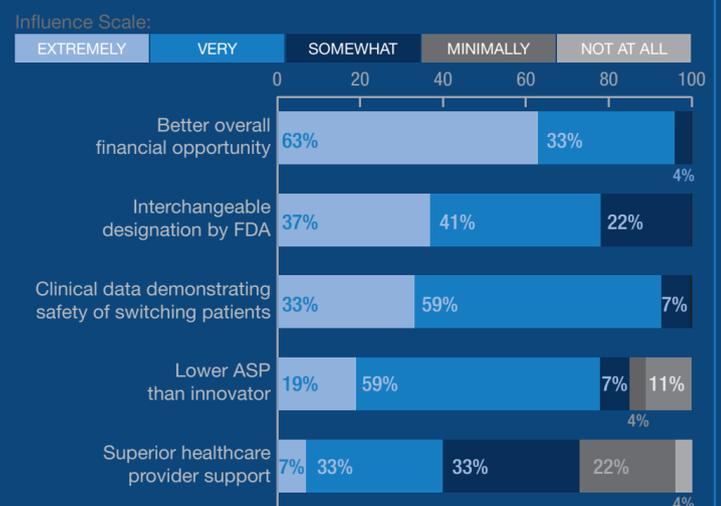
How important, relatively, will each of the following be to your organization's adoption of a particular biosimilar infused product, aside from clinical factors (safety/efficacy)?



n=27

Influence Factors

How influential will each of the following factors be in encouraging your organization to make a biosimilar preferred over the innovator brand?



n=27



Biosimilar vs Innovator Brand

What would be your approach to patients currently on the innovator brand in each of the following therapeutic areas?

(Assuming an FDA-approved, clinically similar, infused biosimilar launches and appears to provide more financial benefit to your health system than does the innovator brand.)

Therapeutic Area	Stay with innovator brands for all patients	Use biosimilar in new starts, but maintain current patients on the innovator brand	Use biosimilar in new starts and switch current patients to biosimilar if clinically safe to do so
Supportive oncology	0%	22%	78%
Diabetes	0%	11%	89%
Rheumatoid arthritis	0%	15%	85%
Crohn's disease/ulcerative colitis	0%	19%	81%

n=27