## A Route to Adopting Biosimilars



**Based on the experience at a private practice.** The adoption process and roles may vary by practice.

**DECIDING** TO ADOPT A BIOSIMILAR



A BIOSIMILAR



MONITORING BIOSIMILAR
USE AND EXPERIENCE

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### Establish a knowledge base

Consulting peer-reviewed journals, conference updates, industry publications, and key opinion leaders

#### Evaluate the information

Meeting with the product's pharmaceutical representative

#### Ensure a consensus

Considering perspectives from stakeholders and opinion leaders

#### Identify eligible patients

Determining which patients may be appropriate for a biosimilar prescription

### Choose an adoption approach

Making a plan for future adoptions

## Facilitate system updates

Tracking biosimilar inventory

#### Record relevant learnings

Assessing the benefits of biosimilar adoption

Develop patient-specific protocols

Creating guidelines for future biosimilar adoptions

- Gathering relevant information from a variety of reliable sources
- Reviewing financial and operational practice performance reports
- Actively participating in rep discussions by asking questions
- Reviewing the presented information and any additional materials that are left behind
- Discussing biosimilar products with the practice staff
- Consulting with colleagues at other practices to learn about their experiences prescribing biosimilars
- Evaluating potential patients for a biosimilar prescription
- Investigating benefits and reimbursement considerations for patients' originator prescriptions
- Establishing biosimilars as the drug of choice for the practice
- Communicating to prescribing staff that all eligible patients should be prescribed a biosimilar moving forward
- Advocating for biosimilars as the desired option over originator biologics
- Directing staff to phase out existing stock of the originator biologics

- Updating the electronic health record system with the new medicine
- Cataloging costs, patient experiences, and staff responses
- Using recorded experiences to develop protocols for new starts and transitioning patients

#### **Example Questions for Discussions With Representatives:**

- Are all of the indications the same?
- How were the safety and efficacy demonstrated to be similar?

As more practices begin to adopt biosimilars, consider whether implementing a biosimilar in your practice may be an opportunity to SHARE YOUR EXPERIENCES AND ADD TO THE CONVERSATION.

Organon does not guarantee that your use of this information will help you achieve your biosimilars goals.

This educational resource was prepared in consultation with, and with the permission of, a private practice that had successfully implemented a biosimilar within its organization.

