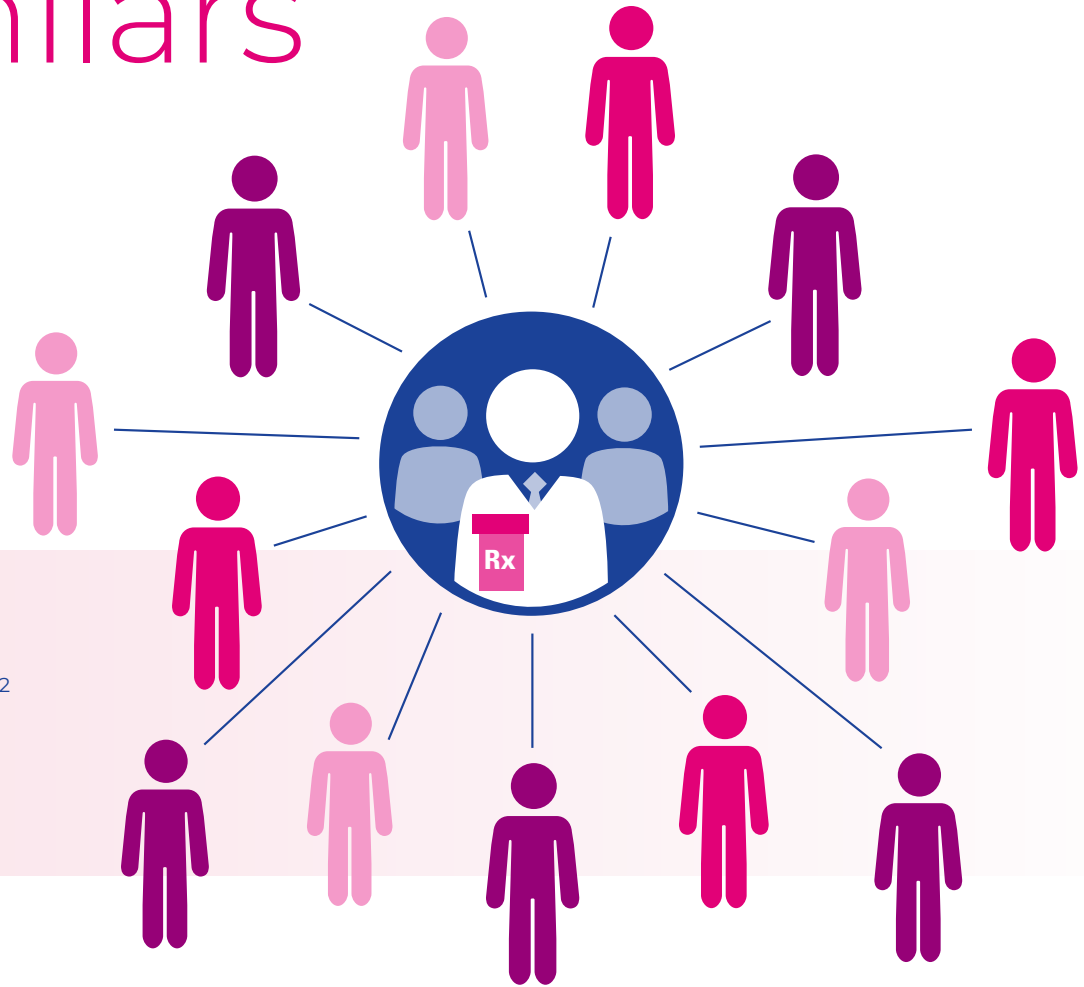


Leading the Charge With Biosimilars

Health-system pharmacists play a pivotal role in successful biosimilar adoption¹



Savings from biosimilars are expected to see an exponential increase over the next 5 years.²
How can stakeholders help facilitate the potential for benefits from biosimilars?

Discover what it means to be a biosimilars champion >

References: 1. Zlatkus A, Bixby T, Goyal K. Considerations for the US health-system pharmacist in a world of biosimilars. *Drugs Context*. 2020;9:2019-12-1. doi:10.7573/dic.2019-12-1 2. Aitken M, Kleinrock M, Muñoz E. Biosimilars in the United States 2020–2024: competition, savings, and sustainability. IQVIA Institute for Human Data Science report. September 29, 2020. Accessed September 27, 2021. <https://www.iqvia.com/insights/the-iqvia-institute/reports/biosimilars-in-the-united-states-2020-2024>



Becoming a Biosimilars Champion

Taking a Leadership Role

On the Road to Adoption

How to Get Started

Health-system pharmacists have an **important voice** in biosimilar adoption¹

The potential for benefits to the health care system increases as more institutions embrace biosimilars.² **Successful implementation at the institutional level starts with a strong formulary committee adoption proposal.¹**

Some of the considerations that may shape a recommendation are¹:



Clinical

- Approved indications and usage
- Demonstrations of similar efficacy and safety
- How to transition patients who are currently stable on the reference product



Logistical

- Management of multiple product inventories
- Tracking procedures for billing accuracy
- State-by-state regulations



Economic

- Patient out-of-pocket costs
- Potential savings from portfolio-wide contracts with manufacturers
- Overall pricing and revenue



Educational

- Availability of materials to enhance stakeholders' understanding of biosimilars



Pharmacists can help set stakeholders up for success by ensuring they are well-supported and informed throughout the adoption process.¹

How else might pharmacy leaders chart the way forward? >

References: **1.** Zlatkus A, Bixby T, Goyal K. Considerations for the US health-system pharmacist in a world of biosimilars. *Drugs Context.* 2020;9:2019-12-1. doi:10.7573/dic.2019-12-1 **2.** Mulcahy AW, Hlávka JP, Case SR. Biosimilar cost savings in the United States: initial experience and future potential. Published October 22, 2017. Accessed September 27, 2021. https://www.rand.org/content/dam/rand/pubs/perspectives/PE200/PE264/RAND_PE264.pdf



**Becoming a
Biosimilars Champion**

Taking a Leadership Role

On the Road to Adoption

How to Get Started

Pharmacists can **lead the way** by supporting stakeholders to adopt with confidence

Creating new or leveraging existing educational resources is one way health-system pharmacists can help **support patients, prescribing physicians, nurse practitioners (NPs), and pharmacists.**¹

Suggested topics for prescribers and NPs:



- How are biosimilars developed and approved?
- What type of evidence supports biosimilar approval?
- Which patients are appropriate for a biosimilar?
- What are the benefits of adopting biosimilars?

Suggested topics for patients:



- How are biosimilars different from generics?
- Are biosimilars well tolerated?
- Are biosimilars effective?
- What happens when you transition to a biosimilar from a biologic?



Educational efforts pioneered by pharmacists may help institutions adopt biosimilars with confidence.¹

What resources are available to support biosimilar adoption? >

Reference: 1. Zlatkus A, Bixby T, Goyal K. Considerations for the US health-system pharmacist in a world of biosimilars. *Drugs Context*. 2020;9:2019-12-1. doi:10.7573/dic.2019-12-1



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How to Get Started

Pharmacists are **not alone** in the biosimilar adoption and implementation process

Although the adoption process may vary by institution, "[A Route to Adopting Biosimilars](#)" is an educational resource that can help health-system pharmacists navigate the considerations involved. **Pharmacists may use this resource for support at any step—whether preparing the formulary proposal, educating other stakeholders, or getting started after a consensus to implement has been reached.**



Based on the real experience at a major health care institution, this resource covers 3 key topics^a:

1. Deciding to adopt a biosimilar

- Building knowledge
- Building a consensus
- Assessing the payer landscape

2. Implementing a biosimilar

- Addressing reimbursement
- Educating/communicating key information

3. Monitoring biosimilar use and experience

- Measuring and proving success
- Reporting the impact



This resource is available to help pharmacists at every stage of adopting biosimilars within their organization.

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

"A Route to Adopting Biosimilars" is an educational resource that was prepared in consultation with, and with the permission of, a health care administrator at a major health care institution who had successfully implemented a biosimilars switch within their organization.

See the next section to access additional supporting materials 



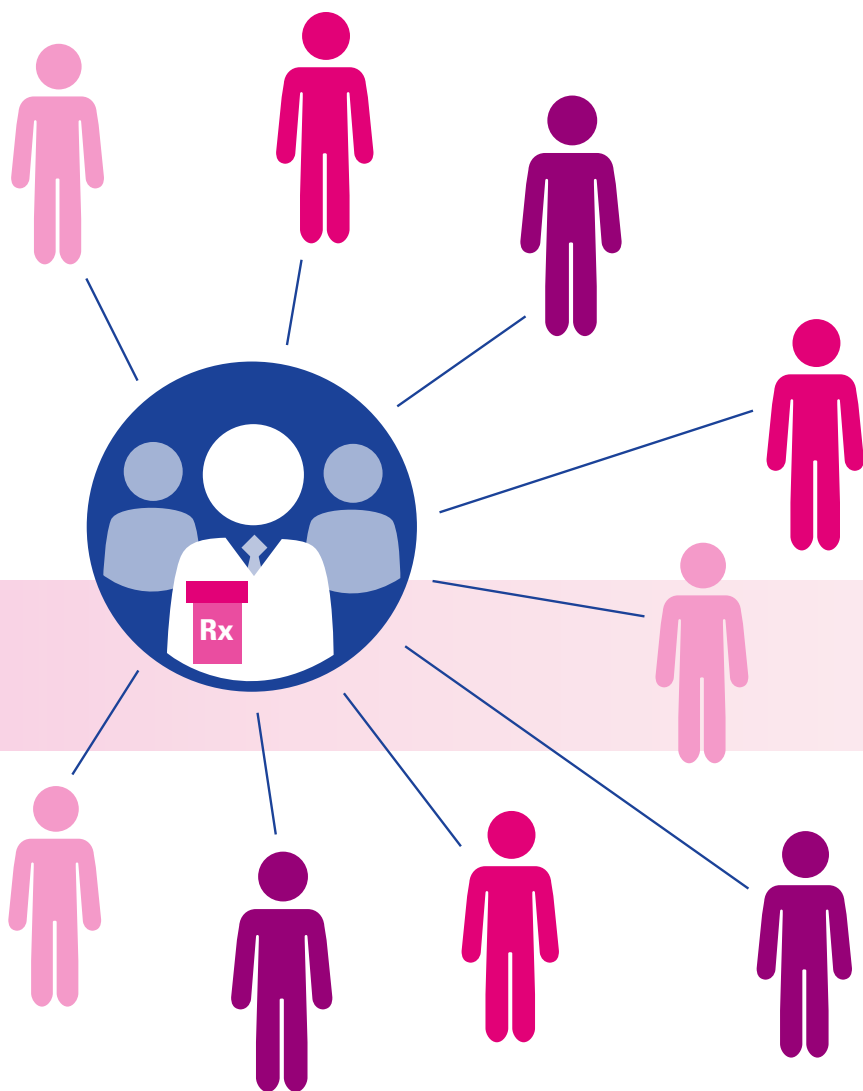
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In summary:

- 1** Strong formulary proposals help set all stakeholders up for success.¹
- 2** Health-system pharmacists can empower stakeholders to adopt biosimilars with confidence.¹
- 3** Support materials are available to help pharmacists at every step of the way.

Ready to lead your organization to a new future with biosimilars?

[Download this guide to adopting biosimilars in your institution](#) ↓

[Download this guide to adopting biosimilars in your practice](#) ↓

Reference: 1. Zlatkus A, Bixby T, Goyal K. Considerations for the US health-system pharmacist in a world of biosimilars. *Drugs Context*. 2020;9:2019-12-1. doi:10.7573/dic.2019-12-1

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