

How to support the Increasing Complexity *caused by an increasing number of indications and combination treatments*

The pace of pharmaceutical innovation is increasing and leading to not only more, but also more diverse oncology pharmacological treatments poised to deliver significant health benefits for both small and large volume tumor types.

One of the consequences is an increasing number of products indicated and used for multiple indications

and as combination treatments. This increasing complexity poses a challenge for healthcare systems and pharma companies on how to orchestrate the pricing and contracting of the multi-indicational or combination products. Furthermore, systems are in need for adequate follow-up in real world.



Collaboration with PharmaCCX in Finland to support price negotiations

Finland has an advanced healthcare system and high level of digitalization and data access. As such it is well positioned to pilot innovative contracting models with real world follow-up. IQVIA is committed to support stakeholders with solutions to support more efficient and effective contracting and monitoring of oncology treatments.



One example is our collaboration with PharmaCCX, that has created a software tool to support price negotiations and management of all kinds of price contracts. The tool allows two or more parties to:

- Negotiate price which can differ for various indications
- Support negotiations, whether the product is used as a monotherapy or in combination with other medicines
- Integrate drug consumption data at indication/combination level
- Settle rebates under the conditions agreed between the parties

PharmaCCX – a tool to reduce complexity

PharmaCCX can also be used to import and manage existing, product-level agreements to help reduce the administrative workload, in particular for payers.

Through a “sandbox” version of the tool, both government, regional payers and pharma companies can use it to test new price and payment models within their own organization, in a safe and secure environment.

PHARMACCX SANDBOX

- Is designed as a simulation environment with no real-life consequences
- Is primarily used for training
- Is limited to a single organization, or the users it grants permission to
- Has the full set of functionalities. The PharmaCCX deal management platform accelerates complex decision-making processes that may span organizations and incorporate elements of problem-solving, negotiation, and cooperation.

It accomplishes this by facilitating the exchange of “contingent commitments”, i.e. expressions of willingness to accept specific results under specific conditions that must be met by all parties.

TWO VERSIONS

PharmaCCX platform is available in two versions:

- the *CCX Terminal* for live negotiations and
- the *Sandbox*, a simulation and training environment.

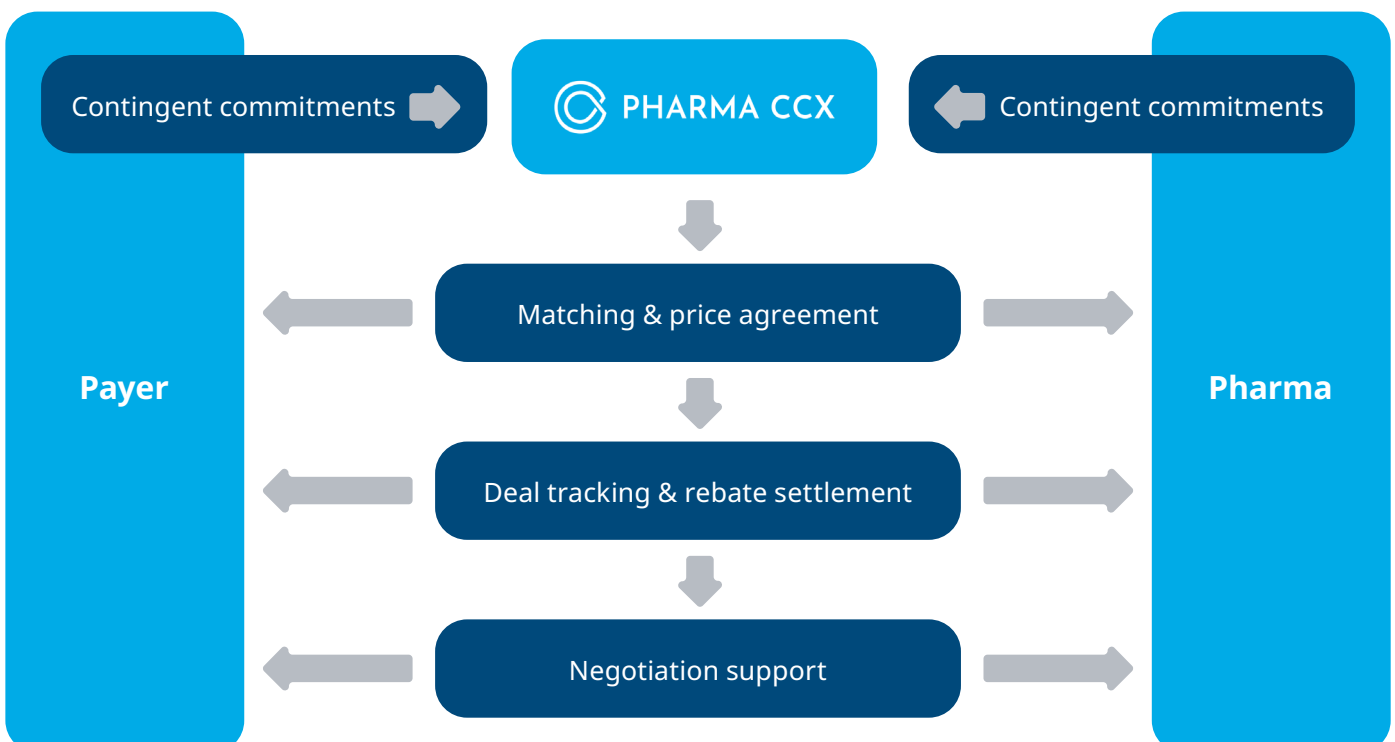


Fredrik Moen
Head of Customer Development Nordics PharmaCCX



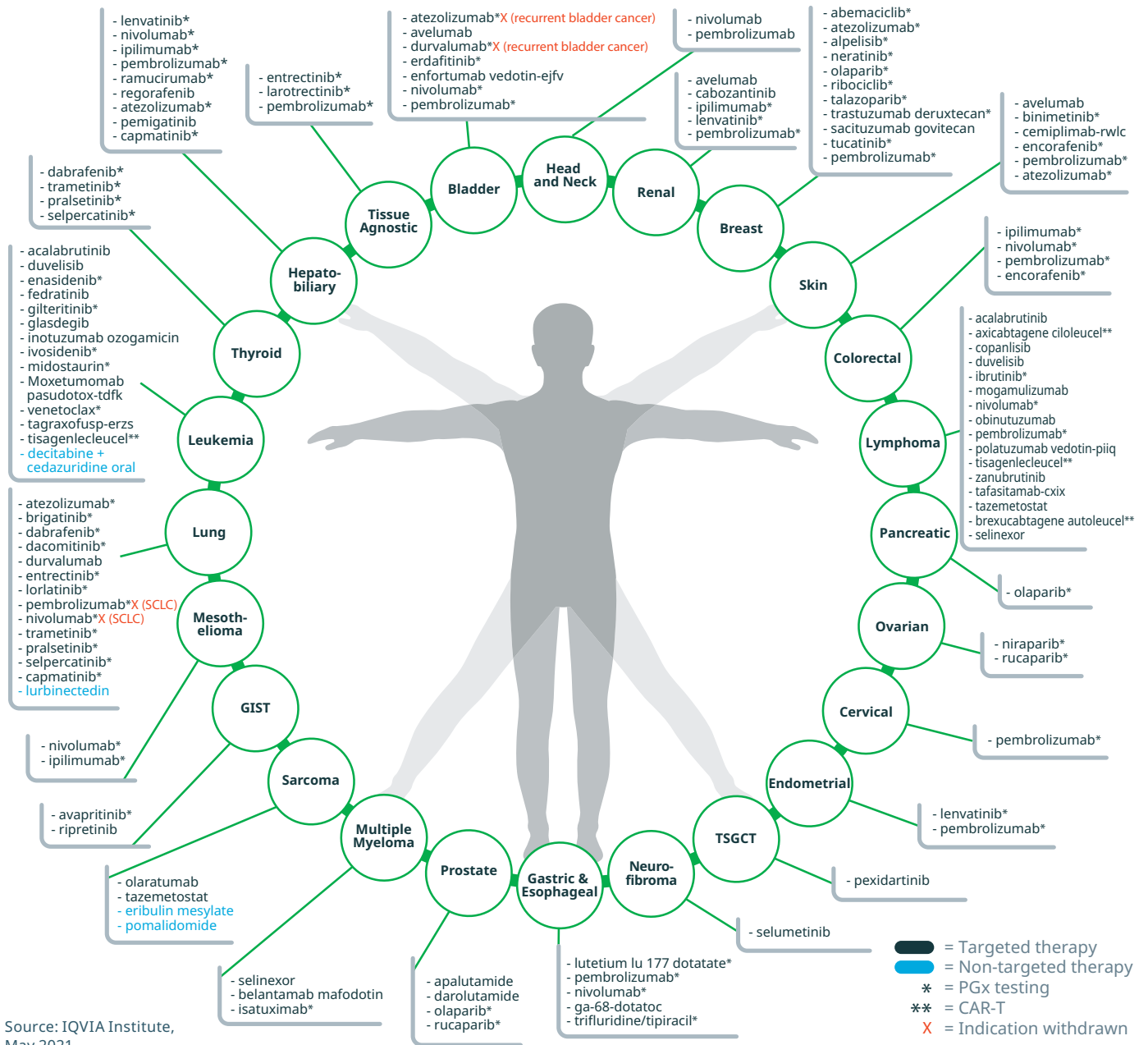
Jeroen ter Borg
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The digital tool CCX in practice



In the U.S. there were 62 unique new cancer medicines launched in the past 5 years with many approved for more than one indication

Exhibit 14: U.S. New Active Substances in Oncology Launched 2016-2020 with Indications Including Those Granted after Initial Launch



Source: IQVIA Institute, May 2021

Exhibit Notes: Oncology excludes supportive care. Targeted therapies is a cancer treatment that uses drugs to target specific genes and proteins that are involved in the growth and survival of cancer cells. PGx testing is a type of genetic test that assesses a patient's risk of an adverse response or likelihood to respond to a given drug, informing drug selection and dosing. Skin cancer includes melanoma, merkel cell carcinoma, cutaneous squamous cell carcinoma and basal cell carcinoma. Hepatobiliary cancers includes hepatocellular carcinoma and cholangiocarcinoma. Leukemia includes acute/chronic myeloid and lymphoid leukemia, hairy cell leukemia, blastic plasmacytoid dendritic cell neoplasms (BPDCN), myelodysplastic syndrome (MDS) and myelofibrosis (MF). TSGCT = tenosynovial giant cell tumor; GIST = Gastrointestinal stromal tumor.

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