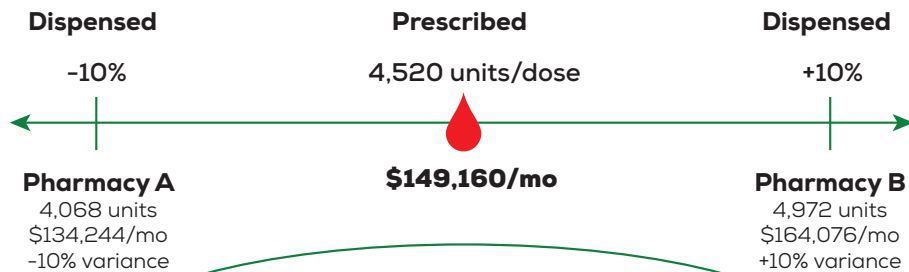


COST SAVINGS WORKSHEET

John Doe



Weight: 113 kg
 Prescription: 40 units/kg/d
 Doses: 30



\$29,832 monthly savings and
\$357,984 annual savings

realized through assay management
 alone at Pharmacy A

Approximately 90% of the Total Cost of Hemophilia is related to the Specialty Drug Spend

- **Pricing**
 - Factor pricing can vary significantly among dispensing pharmacies for the same product
- **Prescribing and Dispensing**
 - Providers write prescriptions based on units per kilogram (U/kg) of patient weight
 - Factor is manufactured in a range of unit or assay sizes
- **Assay Management**
 - Assay management refers to managing the dispensation of factor as closely as possible to the target dose using one or more available vials



For questions or inquires contact:

Kollet Koulianos, MBA
 Senior Director Payer Relations
 309.397.8431
 kkoulianos@hemophilia.org

Payers can Manage their Hemophilia Spend when Equipped with the Appropriate Information

- **Prescription Data**
 - Payers do not traditionally have access to prescription data; however, they can and should collect this information
 - Having the actual prescription data provides the payer with transparency to verify assay management and per unit pricing
- **Cost per Unit**
 - Per unit prices differ among specialty/dispensing pharmacies
 - Hemophilia Treatment Centers (HTCs) are multidisciplinary, non-profit clinics recognized by the federal government that have access to discounted medications under the 340B Drug Pricing Program and may offer competitive and/or lower average pricing per unit
- **Assay Management**
 - The National Hemophilia Foundation's (NHF) Medical and Scientific Advisory Council (MASAC) Recommendation #188 states that factor should be dispensed within $\pm 5\%$ to $\pm 10\%$ of the prescribed target dose
 - Payers can and should require tighter assay management; in most cases, $\pm 1\%$ to $\pm 2\%$ of the target dose can be achieved

For more information, visit
www.CCSCHemo.com

Jointly sponsored by



CCSC is supported by charitable donations from founding supporter Takeda, and additional support from Bayer AG, Pharmaceuticals, BioMarin, bluebird bio, Inc., CSL Behring, Genentech, Inc., Hemophilia Alliance, Novo Nordisk, Inc., Pfizer, Inc., Sanofi Genzyme, and Spark Therapeutics.

© 2021 National Hemophilia Foundation. All rights reserved.