# Optimizing the Arrival of Cancer Biosimilars

SANTIS

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# Disclosure

*I have provided strategic counsel to a number of companies on the subject of biosimilars, including* ***Amgen Canada.***

*I also serve as an advisor to the* ***Canadian Biosimilars Forum,*** *composed of Merck Canada, Pfizer Canada, Sandoz Canada and Teva Canada.*

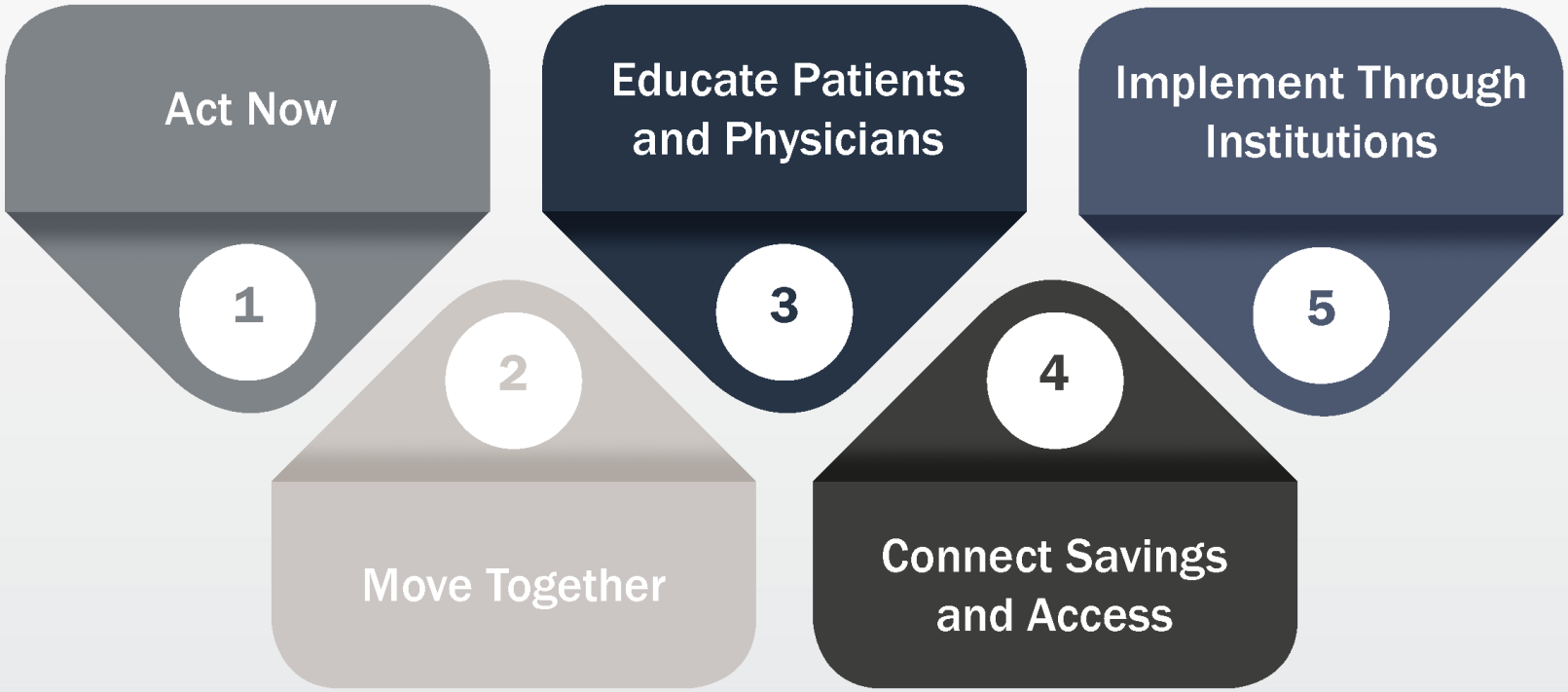
# Assessing the Promise of Oncology Biosimilars

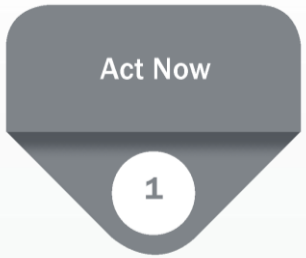
- In the spring of 2018, Santis Health launched a pan-Canadian research project to better understand the full potential of oncology therapeutic biosimilars.

- Santis conducted 40 interviews across the country, including
  - Senior policymakers
  - Oncologists
  - Hospital pharmacists
  - Patient group executives

*Although this project was conducted with the financial support of Amgen Canada, our findings and conclusions are our own.*

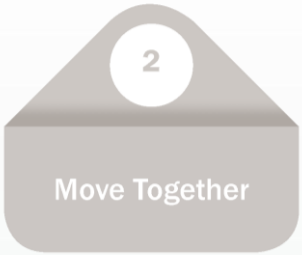
# From Its Research, Santis Identified 5 Key Recommendations






# Move Quickly and Together to Take Advantage of a Narrow Window

- The pan-Canadian cancer system was catalyzed by Health Canada's NOC for a biosimilar of *bevacizumab*.
- With additional oncology therapeutic biosimilars coming soon to the Canadian market, Canadian oncology leaders need to enhance their collaboration across – and within – the three layers of the system:
  - The pan-Canadian layer that harmonizes distinct provincial ecosystems
  - The pan-provincial layer that connects and coordinates multiple cancer centres and care teams
  - The institutional layer that aligns individual administrators, oncologists, hospital pharmacists and their interconnected systems and processes
- Reimbursement policies and decision-making processes need to be coordinated as quickly as possible to avoid delays in patient access.




# Work Through pan-Can Organizations to Accelerate Multiple Markets

- There are important disparities of knowledge and engagement between and within provinces on oncology therapeutic biosimilars.
- pCODR, CAPCA and pCPA have important work to do at a pan-Canadian level to ensure that provincial systems can simultaneously optimize and accelerate the introduction of these drugs.
- Their collective impact should be channeled toward accomplishing three complementary goals:
  1. Coordinating the policies and procedures required to drive adoption;
  2. Helping individual hospitals illuminate and address their respective implementation issues; and
  3. Identifying optimal opportunities for reinvesting the ensuing savings
- Health Canada's decision to pick a path forward on naming was also emphasized.


# Support Educational Programs for Patients and Clinicians

- Many clinicians and patient groups would benefit from a new suite of education and awareness materials.
- Education could ideally be designed and deployed by Health Canada and pCODR – and perhaps even CAPCA – working in close coordination.
- This campaign could centre around three distinct goals:
  1. Building confidence in the biosimilars development process;
  2. Highlighting the robustness of Health Canada's regulatory approvals process; and
  3. Sharing the growing body of real world evidence of biosimilar safety and efficacy across Europe and in other jurisdictions.


# Highlight the New and Expanded Treatments Biosimilars Will Support

- Support for biosimilars is closely linked to redirecting savings to accelerating or expanding access to new treatments.
- Payers should emphasize the channeling of funds, particularly to fund innovative cancer medicines.
- Leaders from across Canada should identify how best to encourage uptake of oncology therapeutic biosimilars by hospitals and cancer systems.
- Payers and policymakers need to work with their respective Ministries of Health and Finance.
- Provincial efforts should be guided and supported by CAPCA, who can advise members on maximizing the impact of savings reinvestment.


# Getting Hospital-level Systems Right Will Be Key

- Implementation processes and protocols need to be developed in close consultation with the leading cancer centres in each jurisdiction.
- Payers need to avoid imposing a single, top-down provincial “one size fits all” solution.
- Convene sector leaders to create tailored, bottom-up delivery pathways.
- With this approach, technical system requirements can be identified and resolved.
- These include labelling conventions, storage protocols and electronic record adaptation.
- Some issues will only come fully into focus within the walls of a specific hospital centre.

# The Way Forward

- The arrival of oncology therapeutic biosimilars will have implications for patients, physicians, pharmacists, payers and industry.
- Optimizing this arrival will only be possible through a collective and collaborative effort.
- There is a need to identify, analyze and update institutional, provincial and pan-Canadian policies and processes.
- Working together, hospitals, cancer agencies, ministries of health and pan-Canadian organizations can maximize the impact of oncology therapeutic biosimilars.

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