

Magellan Rx MANAGEMENTS

Retrospective Analysis of Real World Neurotoxin Utilization and Expenditures and Payer Perspectives on Management Opportunities in the U.S.

M. Polson¹, M. Lopes¹, T.C. Lord¹, C. Grevenitz¹, S. Bains², S. Pulgar²

¹Magellan Rx Management • Scottsdale, AZ ²Ipsen Biopharmaceuticals, Inc. • Basking Ridge, NJ

AMCP Nexus 2017 | Dallas, TX

Background

- In addition to cosmetic applications, botulinum toxin type A products (toxins) are used to treat various neurological conditions including spasticity and cervical dystonia
- Several toxins are currently marketed, but little real world information exists regarding utilization by condition or health plan management of toxins
- There are currently three commercially available Type A toxin products, Botox® (onabotulinumtoxinA) (first to market), Dysport® (abobotulinumtoxinA), Xeomin® (incobotulinumtoxinA)
- All toxins are not approved for all indications and toxin units are not interchangeable

Objective

 To examine real world data regarding utilization and cost of therapy in commercially-insured patients treated with toxins, and to capture payer panel insights from a Medical and Pharmacy Director group discussion of toxin management strategies for approved indications

Methods

- This retrospective study examined medical and pharmacy administrative claims data from 3 regional health plans (4.5M lives) to evaluate utilization and cost of toxins
- Qualifying patients were at least 2 years of age at index date, met eligibility criteria, with at least 1 paid claim for toxins during the measurement period (1/1/2014-12/31/2016)
- The index date was the first toxin claim for each patient occurring during the measurement period
- Patients were eligible for 6 months prior to and 1 year following the index date and categorized based on indication, including all adult and pediatric uses
- Results were reviewed with an independent payer panel, comprised of health plan Medical and Pharmacy Directors

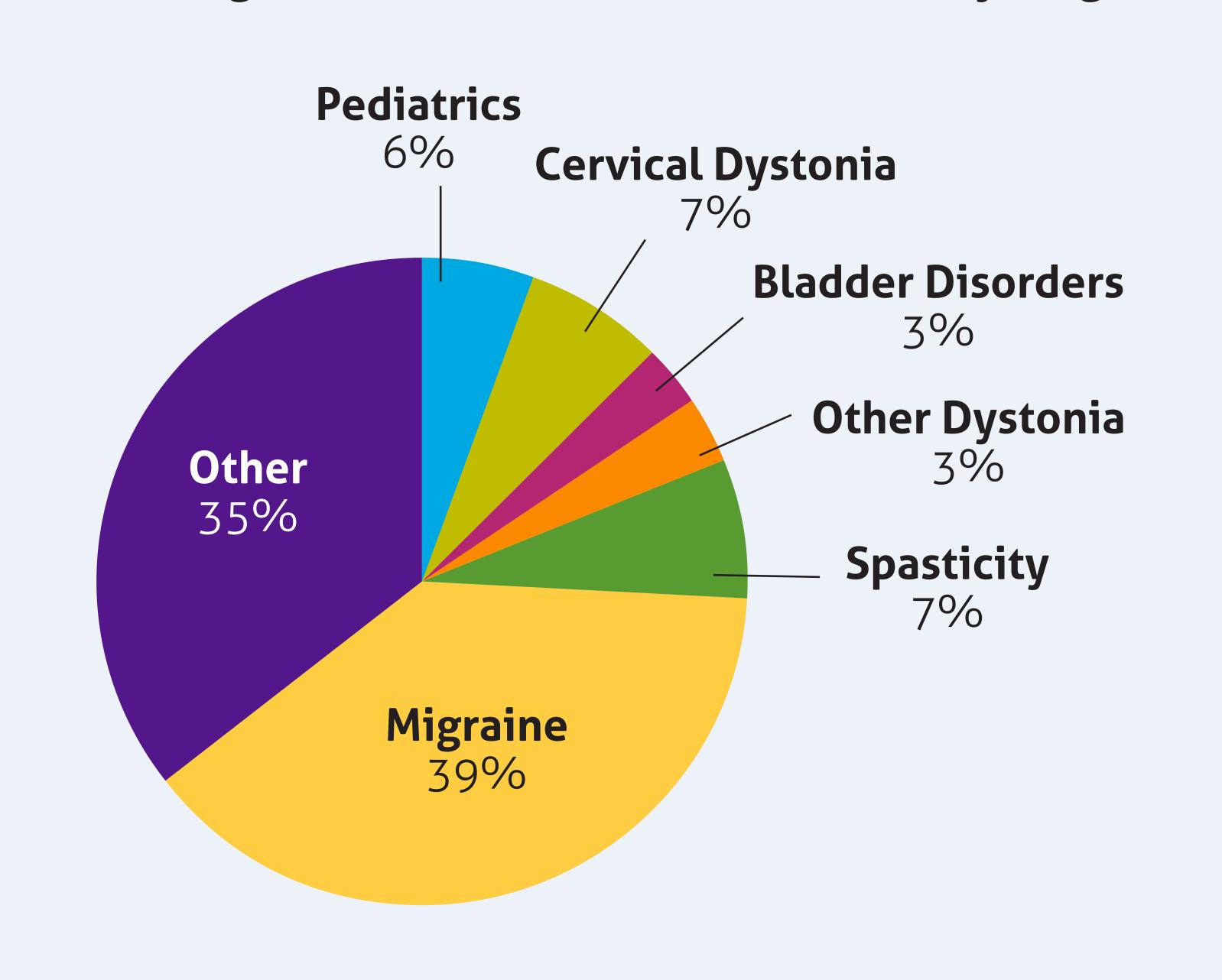
Results

- A total of 5,108 patients were included in the study
- Qualifying patients had a mean age of 46 years and 74% were female
- Toxin costs totaled \$14.7M
- The most commonly used product was onabotulinumtoxinA with over 90% of patients, followed by incobotulinumtoxinA and abobotulinumtoxinA
- Toxins were prescribed for conditions related to migraine (39%), adult spasticity (7%), cervical dystonia (7%), any use in pediatrics (6%), and bladder disorders (3%) (Table 1 and Figure 1)
- Cost analysis considered differences in per unit billing costs, taking into consideration the variations in units associated with Healthcare Common Procedure Coding System (HCPCS) codes for each product
- Given these results, the payer panel provided insight regarding current and proposed management strategies for toxins

Table 1. Most Common Diagnoses Treated with Toxins

	Toxins Overall	
Diagnosis	No. of Patients	No. of Claims
Pediatrics	300	569
Cervical Dystonia	367	1,029
Bladder Disorders	171	252
Other Dystonia	168	378
Spasticity	372	955
Migraine	2,044	6,652
Other	1,872	4,337

Figure 1. Percentage of Patients Treated with Toxins by Diagnosis



Conclusion

- Current toxin utilization favors a single product
- The availability of other marketed toxin products offers flexibility to evaluate potential incremental cost savings and manage the toxin class in an evidencebased and financially advantageous manner, while allowing access for patients with conditions indicated for use of these products
- In a collaborative discussion, health plan Medical and Pharmacy Directors determined these data support the potential benefit of implementing a clinical management strategy, to assist payers in managing toxins and optimizing the utilization of cost saving therapies

Disclosures

- This research was conducted by Magellan Rx Management, Scottsdale, AZ, with external funding by Ipsen Biopharmaceuticals, Inc.
- Botox® is a registered trademark of Allergan, Inc. Xeomin® is a registered trademark of Merz Pharma GmbH & Co. KGaA. Dysport® is a registered trademark of Ipsen Biopharm Ltd.