

# VIVIO

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**Drugs & Pharmacy Benefit Management**

*“doing the same thing over and over and  
expecting different results.”*

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# IT'S NOT ME, IT'S YOU

Are you being gaslighted?



## PBM CONTRACT RFP

*We just did another RFP and like the others before it, someone promised my costs would go down.*

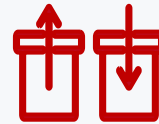
They didn't. **It must be You.**



## "BUYING IBM"

*Nobody got fired for hiring the Big 3. We have 'Big' purchasing power.*

Costs more, and the big 3 control 100% of the market. **It must be You.**



## FORMULARY PLACEMENT

*Restrict drug A vs. drug B and it will cost less.*

It cost more. **It must be You.**



## COST CONTAINMENT SOLUTIONS

*PBMs, health plans, consultants and pharma are making more money than ever.*

It still cost more. **It must be You.**

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# THE BIG 3 THANK YOU FOR THEIR RECORD REVENUES

CVS

**\$292B**

UNH

**\$342B**

Cigna

**\$179B**

PUTTING PATIENTS ON UNNECESSARILY EXPENSIVE DRUGS BENEFITS THEM, NOT YOU

# IT'S NOT A PROCUREMENT PROBLEM

It's common sense

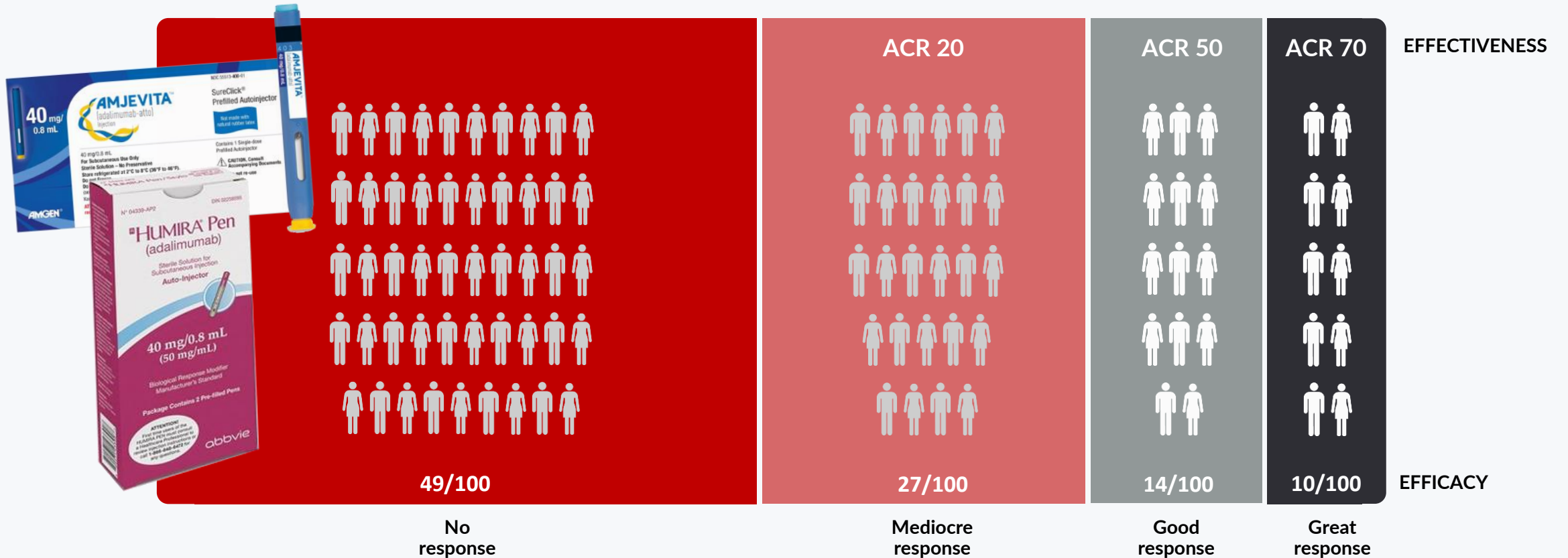
	Drug A	Drug B
AWP	\$50,000	\$10,000
<b>AWP Discount</b>	<b>20%</b>	<b>20%</b>
<b>Rebate</b>	<b>\$15,000</b>	<b>0</b>
Net Cost	<b>\$25,000</b>	<b>\$8,000</b>

*Maximize Discount & Rebate  
Guarantees Game*

*Common Sense*

# ADALIMUMAB (HUMIRA) ISN'T A MIRACLE DRUG

Most patients in clinical trials had a mediocre or no response <sup>1</sup>



<sup>1</sup> Center for Biologics Evaluation and research – Office of therapeutics Research and Review Division of Clinical Trial Design and Analysis, Immunology and Infectious Diseases Branch – HFM-582 - BLA12505710 Humira Medical Review Part 1 (fda.gov), Dec 24 2002, page 28 of 42

# IS ADALIMUMAB THE BEST DRUG FOR RA?

	COMPARISON	TRIAL	RESULTS
1	The same drug class (TNFi)	Humira (Adalimumab) vs Enbrel (Etanercept) vs Infliximab <sup>1</sup>	No difference in effectiveness measured in across ACR20/50/70, DAS-28, and CDAI
			Significant cost differences within the TNFi class
			Cost: Humira (Adalimumab) \$\$\$ vs Enbrel (Etanercept) \$\$\$ vs Infliximab \$
2	Other drug classes	Humira (Adalimumab) vs Olumiant (Baricitinib) vs Actemra (Tocilizumab) vs Xeljanz (Tofacitinib)	Olumiant (Baricitinib) had higher pain score reduction and Health Assessment Questionnaire Disease Index
			Cost: Humira (Adalimumab) \$\$\$ vs Olumiant \$\$ (Baricitinib) vs Actemra \$ (Tocilizumab) vs Xeljanz \$ (Tofacitinib)
3	Head-to-head	Humira (Adalimumab) vs Actemra (Tocilizumab)	Actemra (Tocilizumab) has higher reduction in DAS-28 score
			Cost: Humira (Adalimumab) \$\$\$ vs Actemra \$ (Tocilizumab)

<sup>1</sup> Greenberg JD, Reed G, Decktor D, Harrold L, Furst D, Gibofsky A, Dehoratius R, Kishimoto M, Kremer JM; CORRONA Investigators. A comparative effectiveness study of adalimumab, etanercept and infliximab in biologically naive and switched rheumatoid arthritis patients: results from the US CORRONA registry. *Ann Rheum Dis*. 2012 Jul;71(7):1134-42. doi: 10.1136/annrheumdis-2011-150573. Epub 2012 Jan 30. PMID: 22294625.

<sup>2</sup> Fautrel, B et al. "Comparative effectiveness of improvement in pain and physical function for baricitinib versus adalimumab, tocilizumab and tofacitinib monotherapies in rheumatoid arthritis patients who are naive to treatment with biologic or conventional synthetic disease-modifying antirheumatic drugs: a matching-adjusted indirect comparison." *RMD open* vol. 6,1 (2020): e001131. doi:10.1136/rmdopen-2019-001131

<sup>3</sup> Gabay C, Emery P, van Vollenhoven R, Dikranian A, Alten R, Pavelka K, Klearman M, Musselman D, Agarwal S, Green J, Kavanaugh A; ADACTA Study Investigators. Tocilizumab monotherapy versus adalimumab monotherapy for treatment of rheumatoid arthritis (ADACTA): a randomized, double-blind, controlled phase 4 trial. *Lancet*. 2013 May 4;381(9877):1541-50. doi: 10.1016/S0140-6736(13)60250-0. Epub 2013 Mar 18. Erratum in: *Lancet*. 2013 Dec 7;382(9908):1878. Erratum in: *Lancet*. 2013 May 4;381(9877):1540. Dosage error in article text. PMID: 23515142.

# START WITH THE PATIENT INSTEAD OF THE HEALTHCARE SYSTEM

Is this the right drug for me?

Is it a fair price?

Is it working for me?

VIVIO<sup>®</sup>



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# DITCH THE PBM MODEL

There's Never Been a Better Time

**> 90%**

More than 90% of rebates will now be concentrated in inflammation meaning you can just buy alternatives such as biosimilars and skip the rebates

**FUTURE**

All the emerging spend in classes such as Oncology are materially rebate free

**DATA**

Focusing on the data means you can spend even less on more effective therapies that are already available

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# 'EQUITY' IN HEALTHCARE: LOWER COST/BETTER WIN

Choose What is Best for Everyone\* Other than **You**



*\* Americans who don't work in healthcare but pay for it*