Horizon scanning & forecasting drug utilization in Sweden

Managed introduction of new medicines

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Prior strategy to introduce new drugs in Swedish healthcare

Pharmaceutical Industry

Health boards (payer)

(University) hospitals

Pharmacies

DTCs CPE

Primary care

Other providers

HTA Guidelines
Stockholm County Council’s plan for new expensive drugs
Structured introduction of new medicines

- 2-3 years
  - Horizon scanning
  - Budget impact analysis
  - "Risc sharing"?
  - Critical drug evaluation

- 1 year
  - Forecasting
  - Follow-up studies - Utilization, safety and effectiveness

Approved

Guidelines for prescribers

On the market:

Communication/education
Structured introduction of new medicines

- **Horizon scanning**
  - 2-3 years

- **Budget impact analysis**
  - 1 year

- **”Risc sharing”?**
- **Critical drug evaluation**

- **Forecasting**

- **Guidelines for prescribers**

- **Communication/education**

- **Follow-up studies - Utilization, safety and effectiveness**

- **Approval**
- **Reimbursement**

- **On the market**

Stockholm County DTC
Björn Wettermark

2015-07-07
Horizon scanning in Sweden

- National service operated by 4-county collaboration
- Main components:
  1) identification and filtering
  2) prioritization
  3) early assessment
  4) dissemination
  5) monitoring of the results.
Sources

- **Organizations and authorities**
  National Horizon Scanning Centre, National Prescribing Centre, European Medicines Agency, MPA, U.S. Food and Drug Administration

- **Publications**
  Pharmaonline, First Word, Scrip, Oncology Sweden

- **Clinical experts**
  Expertise for the prioritization

- **Pharma industry**
  Pipeline hearings, websites
Early assessment report

- Recommendation from regional DTC experts in four regions
- Description of the drug
- Estimated time to approval
- Clinical need and estimated patient number
- Who will prescribe the drug
- Current treatment alternatives
- Clinical efficacy
- Clinical observations

Wettermark et al. GGW 2010
Early assessment report (2)

8. Ongoing trials
9. Other relevant drugs in pipeline
10. Estimated cost for the therapy
11. Clinical, service and financial impact
12. Possibilities to monitor utilization post-launch
13. Other markets
14. Likely sales arguments

Authors with conflict of interest statement

Wettermark et al. GGW 2010
Forecasting drug expenditures:

- Ageing population
- Increased disease prevalence
- Lower target levels for treatment
- New drugs
- Biotechnological drugs
- Widening indications
- Increasing patient demand

- Patent expirations
- Biosimilars
- OTC switches
- Reimbursement decisions
- Incentives and budgets

- Alternative therapies
- Consensus reports & guidelines
- Change in drug distribution & payment
- Producer independent information
Annual forecasting

- Published in Feb/March
- Two years ahead
- Identifying factors likely to influence the natural trend:
  - life cycle of medicine
  - patient expiries
  - new drugs/indications
  - organizational changes
  - authority decisions
Life cycle for medicines
Economical impact for new medicines

- Economical impact on drug expenditure = target population x price, adjusted for rate of diffusion
- Positive or negative impact on other expenditure
Current forecast 2015-2016 (mSEK)
Possibilities for forecasting may vary substantially between countries due to...

Differences in data availability, e.g.,
- Patient populations & coverage
- Aggregate vs. patient level drug dispensing data
- Measurement units of utilization and expenditure
- Granularity in time period and geography

Different factors influencing drug utilization and expenditure
Some final words

“When it comes to the future, there are three kinds of people: those who let it happen, those who make it happen, and those who wonder what happened” John M. Richardson, Jr

“Losers live in the past. Winners learn from the past and enjoy working in the present toward the future” Denis Waitley

“The future belongs to those who believe in the beauty of their dreams.” Eleanor Roosevelt

The most strange thing with the future is that one day it will be called ”the good old days” Ernest Hemingway
Thank You
Any Questions!

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Wettermark et al. BMC Health Services Research 2010, 10:128
http://www.biomedcentral.com/1472-6963/10/128

RESEARCH ARTICLE

Forecasting drug utilization and expenditure in a metropolitan health region