National Leadership Summit on Health Disparities

VALUE-BASED PURCHASING, PERFORMANCE MEASURES, AND MINORITY HEALTH

April 24, 2017
Panelists

• Kristi R. Mitchell, MPH  
  Senior Vice President, Avalere Health

• Robert B. Doherty  
  Senior Vice President, Government Affairs and Public Policy  
  American College of Physicians

• Helen Burstin, MD, MPH  
  Senior Vice President for Performance Measures  
  The National Quality Forum

Moderator:  
Dan Leonard, MA  
President, National Pharmaceutical Council
HARVARD PILGRIM EXPANDS USE OF NOVEL DRUG PURCHASING DEALS  
-Boston Globe, 2/22/2017

MERCK AND AETNA PAIR POPULATION HEALTH WITH RISK-SHARING IN TWO DEALS  
-MM&M, 1/29/2017

VALUE-BASED PAYMENT FINDS FRIEND IN A HIGH PLACE  
-Seeking Alpha, 4/10/2017

STRATEGIES TO ADDRESS THE CHALLENGES OF OUTCOMES-BASED PRICING AGREEMENTS FOR PHARMACEUTICALS  
-Health Affairs Blog, 4/3/2017

OVERCOMING CHALLENGES OF OUTCOMES-BASED CONTRACTING FOR PHARMACEUTICALS: EARLY LESSONS FROM THE GENENTECH-PRIORITY HEALTH PILOT  
-Health Affairs Blog, 4/3/2017
More health plans want to pay for drugs based on patient outcomes

https://www.statnews.com/pharmalot/2016/06/21/drug-prices-health-plans/
New Risk-sharing Deals Arise
Risk-sharing Has Slowed (...or has it?)

Cases by Year

- Number of Cases
- Cumulative Cases

https://depts.washington.edu/pbrs/index.php
Many Barriers To Expanded Risk-sharing

- Effort to establish deal
- Lack of data infrastructure
- Challenge to define outcomes
- No control over adherence
- Establishing a win-win scenario
- Regulatory concerns*
Regulations Impede Value-Based Pricing

- Medicaid Best Price
- Inability to contract on outcomes outside of label
- Lack of clarity around use of real world evidence in contracting
- Anti-kickback
- 340B / Public Health Sector (PHS) Pricing
- Average Sales Price
- CPI Penalty
Questions for panelists:

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