Biosimilars: Actions Employers Can Take

1 Quantify Your Opportunity

**How many of your members are using** a drug with a biosimilar available?

**What is your medical and/or pharmacy spend for specialty drugs that have biosimilars available?**

**What is the estimated savings opportunity** net of all discounts?

2 Discuss Biosimilars With Your Health Plan and/or PBM

**Are biosimilars being promoted?**

If yes, **how?**

- Through prior authorization?
- Through lower cost sharing than the originator biologic?
- Through a step edit that requires the biosimilar be tried before the originator?

If no, **why not?**

- What is the rationale for not promoting use of biosimilars?
- Has your vendor ever evaluated the potential savings from biosimilars?

3 Align Incentives for Your Covered Lives

**Is there a difference in cost share** between the originator product and the biosimilars?

If so, **is it compelling** enough to encourage patients and physicians to consider the lowest net cost option assuming no clinically meaningful differences in efficacy and safety?

If there is not a difference in cost share for the originator and biosimilar, consider modifying your cost-sharing requirements to help address financial barriers to access. For example:

- Establish a separate tier for biosimilars with a lower co-pay or coinsurance
- Establish a two- or three-tier plan design for preferred and non-preferred specialty drugs including biologics and the lower net cost biosimilar

4 Educate Members and Providers

Consider the **best opportunities to drive awareness** given the size of your population.

Leverage existing educational materials from the FDA, medical societies, pharmaceutical manufacturers, or others to help drive awareness.

Include education about biosimilars in your wellness education materials.

Ask your health plan to educate its providers on biosimilars.