Physician Perspectives on Biosimilars

Biosimilars have the potential to significantly lower healthcare costs, but market growth to date has been slower than expected. To understand and anticipate physician behavior and the future of these promising therapies, AmerisourceBergen surveyed 105 physicians specializing in oncology, rheumatology and nephrology.

The results reveal a product class poised for expansion — but only if it can deliver on the promise of cost savings.

What physicians want

The factors physicians consider most important in the contracting/purchasing/procurement of a biosimilar:

- Anticipated adoption
  - Adoption requires confidence
  - 68% of physicians say provider education on product efficacy and safety is a must-have.
  - 33% of physicians think billing and reimbursement training are a must-have in terms of operational support from manufacturers.
  - 50% of physicians say real-world evidence for interchangeability and switching is a must-have.
  - 37% of physicians want a 20-30% total cost reduction for a biosimilar over the reference product to facilitate adoption.
  - 70% of physicians think data, education and resources around a biosimilar’s safety and immunogenicity are a must-have.
  - 50% of physicians think data, education and resources around manufacturer trust and reliability are a must-have.

- “My institution makes formulary switches based on savings and is already doing it widely.”
  - Physician survey respondent

- “I won’t and don’t start patients or switch patients unless their insurance coverage mandates it at this point.”
  - Physician survey respondent

What physicians feel confident in:

- 43% of physicians feel confident in their ability to use biosimilars.
- 50% of physicians feel confident using biosimilars with new patients (regardless of prior exposure).
- 49% of physicians feel confident in using biosimilars in patients previously treated with a reference product.
- 46% of physicians feel confident in using biosimilars during an active treatment regimen.

- “Greater affordability of biosimilars may result in more widespread adoption, but the reluctance of physicians to make alternative choices may keep this number low in my practice for the next several years.”
  - Physician survey respondent

- “Biosimilars should allow for similar overall efficacy, while improving patient lives through the cost savings and flexibility that reasonable competition provides in this market.”
  - Physician survey respondent

Hope vs. hype: delivering on the promise of cost savings

- 41% of physicians believe biosimilars improve patient lives and provide cost savings.
- 47% believe manufacturers are responsible for ensuring biosimilars deliver on the promise of cost savings.

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Anticipated adoption

Factors driving biosimilar adoption:

- Savings to patient
- 12%
- Savings to overall health system
- 21%
- Metric/measure attainment (payer, value-based)
- 17%
- Improved practice economics
- 96%
- At least 25% of physicians plan to use pricing/economics to determine which biosimilar to use if/when multiple market entrants become available.
- 37%
- 35%
- 5%
- 31%

Physician confidence

- 44%
- 30%
- 19%
- 25%
- 17%

Litigation

- 74%
- 58%
- 30%
- 14%
- 5%

Other

- 41%
- 32%
- 19%
- 14%
- 30%

Physician survey respondents were asked to rate the likelihood of using a biosimilar in terms of savings and overall cost, as well as to select the top three barriers to widespread adoption.

Get more insights on biosimilars at AmerisourceBergen.com.