

PRECISION OUTCOMES-BASED CONTRACTING

Driving More Health per Dollar

The United States spends trillions on health care...

...but does not deliver sufficient health outcomes



OUTCOMES-BASED CONTRACTS

Tie payment to the achievement of pre-specified goals to better align spending with desired clinical outcomes

EXAMPLES

Process Outcome

Patient-Centered Outcome

Financial Outcome



A1c Levels

Reduces purchaser payment to manufacturer if diabetic patients meet hemoglobin A1c goals



Heart Attacks

Refunds medication cost to purchaser if hyperlipidemia patient suffers a heart attack



Cost

Lowers cancer medication cost when total spending per patient is decreased



These contracts typically involve manufacturers and purchasers, often **excluding** the patient

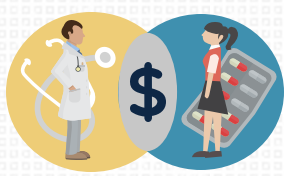


Patients are commonly subject to high levels of cost-sharing on medications included in these contracts, leading to **cost-related non-adherence**



For outcomes-based contracting to achieve its full potential, patient incentives must be aligned with other stakeholders

PRECISION OUTCOMES-BASED CONTRACTING



Reduces out-of-pocket costs for clinically-indicated drugs, aligning patient incentives to outcomes designated in agreements



Enhances adherence to prescribed treatments, optimizing the clinical and financial impact of outcomes-based contracts

WHO BENEFITS?



PATIENTS

Increases access to clinically appropriate therapy



PURCHASERS

Aligns pharmaceutical expenditures with clinical benefit



MANUFACTURERS

Enhances reimbursement for designated therapies