

Canadian Blood Services: Plasma Protein Products RFP Results, Transition Update and Discussion

CIPO Patient Events
Feb-Apr 2018; July 2018



Outline

Overview of our Plasma Protein Products

- Our business

Procurement strategy and outcomes

- Procurement approach used
- Current situation
- Summary of product changes
- Completed to date & next steps

Our Business

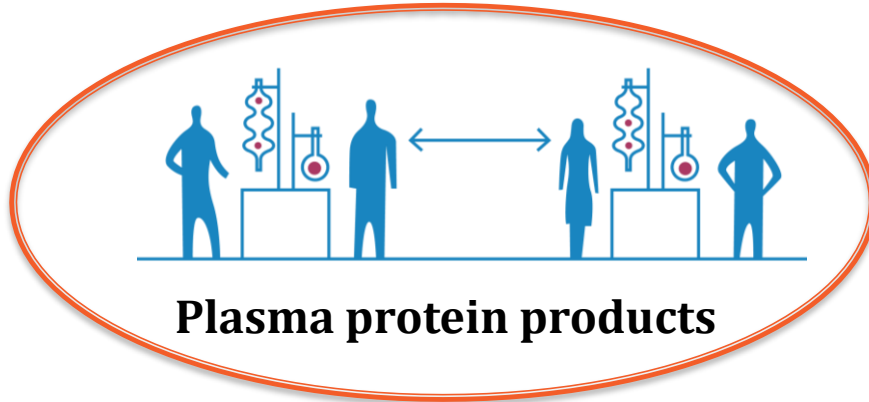


Our Business

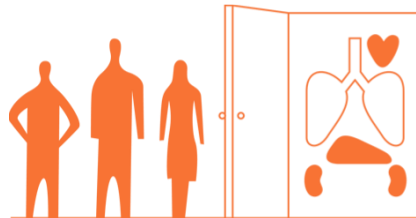
Products and Services



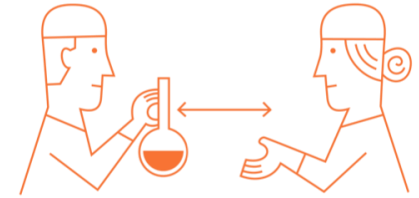
**Fresh blood
products**



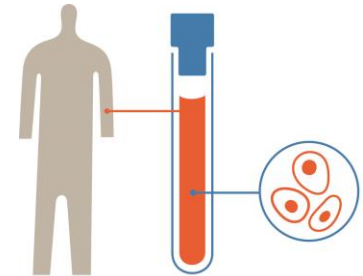
Plasma protein products



**Organ and tissue donation
and transplantation**



Diagnostic services



**Stem cells and
cord blood**

Plasma Protein Products

- Important set of drugs many of which are manufactured from plasma
- Vital for treatment of many rare diseases
 - Continued security of supply for these products is our main concern
- Made up of over 45 brands with annual costs ~\$740M
 - Ig is the largest category in this portfolio and is experiencing growth of about 8% per year

Procurement Strategy and Outcomes



Procurement Approach Used

- We need to procure these products for patients in a manner that brings in needed products considering multiple factors, particularly patient outcomes, efficacy and overall cost
- We follow an open and transparent process to allow suppliers to submit drugs for review and fairly assess product options
- This process involves healthcare professionals and patients in analysis of options and making recommendations
- Ultimately decisions on products chosen are made by CBS and endorsed or approved by our board of directors

Procurement Strategy and Outcomes

Procurement Approach Used – cont'd

- In this latest contracting exercise, we wanted to take advantage of newly available products and also create a competitive cost environment
- Making product changes is never a goal and we know it has an impact on patients and hospitals
- Such changes are therefore only made when truly necessary and are limited as much as is reasonably possible
- We look to suppliers to help support these transitions and offer patients and physicians a smooth transition

Procurement Strategy and Outcomes

Current situation

- The contract process for all our plasma products was completed in Fall 2017.
 - Allowed continued access to many important existing and new emerging products
 - Allowed substantial savings to be realized over a 3 year period ~\$455M in total.
- Product awards have been announced
 - change in product for Subcutaneous Ig and for Extended Half-Life Factor products.
 - change in volume mix for different brands of IVIG, phasing out of one IVIG brand.
- New contracts negotiated and finalized for 1 April 2018 effective date.
- Transition activities well underway for new and discontinued products.

Summary of Product Changes

Today's Product Mix		Future Product Mix	
Product	Size	Product	Size
Intravenous Immune Globulin		Intravenous Immune Globulin	
Gamunex, Grifols	2.5g, 5g, 10g, 20g	Gamunex, Grifols	2.5g, 5g, 10g, 20g
IVIgnex, Grifols	20g	IVIgnex Grifols	20g
Privigen, CSL Behring	<u>2.5g, 5g</u> , 10g, 20g, <u>40g</u>	Privigen CSL Behring	10g, 20g
Gammagard Liquid, Shire	5g, 10g	Gammagard Liquid, Shire	2.5g, 5g, 10g, 20g, 30g
<u>Panzyga, Octapharma</u>	<u>2.5g, 5g, 10g, 20g, 30g</u>		
Subcutaneous Immune Globulin		Subcutaneous Immune Globulin	
<u>Hizentra, CSL Behring</u> Commercial/Toll*	<u>1g, 2g, 4g, 10g</u>	Cuvitru, Shire	1g, 2g, 4g, 8g
Albumin		Albumin	
Plasbumin, Grifols Commercial	5% 50 mL, <u>250 mL</u> <u>25% 100 mL</u>	Plasbumin, Grifols Commercial	5% 50 mL
Albumin, Grifols Toll*	25% 100 mL	Albumin, Grifols Toll*	25% 100 mL
Alburex, CSL Behring Commercial/Toll*	5% 250 mL, 500 mL 25% 50 mL, 100 mL	Alburex, CSL Behring Commercial/Toll*	5% 250 mL, 500 mL 25% 50 mL, 100 mL

*Note: Toll – Plasma supplied by Canadian Blood Services

Summary of Product Changes

Today's Product Mix		Future Product Mix	
Product	Size	Product	Size
Recombinant factor VIII		Recombinant factor VIII	
Xyntha, Pfizer	250 IU, 500 IU, 1000 IU, 2,000 IU, 3000 IU	Xyntha, Pfizer	250 IU, 500 IU, 1000 IU, 2000 IU, 3000 IU
Nuwiq, Octapharma	250 IU, 500 IU, 1000 IU, 2000 IU	Nuwiq , Octapharma	250 IU, 500 IU, 1000 IU, 2000 IU
Kovaltry, Bayer	250 IU, 500 IU, 1000 IU, 2000 IU	Kovaltry, Bayer	250 IU, 500 IU, 1000 IU, 2000 IU
<u>Eloctate, Bioverativ (long-acting)</u>	<u>250 IU, 500 IU, 750 IU, 1000 IU, 1500 IU, 2000 IU, 3000 IU</u>	Adynovate, Shire (long-acting)	250 IU, 500 IU, 1000 IU, 2000 IU
Recombinant factor IX		Recombinant factor IX	
Benefix, Pfizer	500 IU, 1000 IU, 2000 IU, 3000 IU	Benefix, Pfizer	500 IU, 1000 IU, 2000 IU, 3000 IU
<u>Alprolix, Bioverativ (long-acting)</u>	<u>500 IU, 1000 IU, 2000 IU, 3000 IU</u>	Rebinyn , Novo Nordisk (long-acting)	500 IU, 1000 IU, 2000 IU

RFP Strategy and Outcomes

Completed to Date

- Communication of decisions, monthly newsletters, and issuance of FAQs
- Visited key hospitals impacted to discuss concerns and support transitioning
- Ensured specialized lab testing would be available to centers as required
- Transition planning meetings held with multiple stakeholders and vendors
- Numerous patient group meetings
- Inventory planning to support product transitions

Next Steps

- Continue to raise education and awareness around the decisions made and the transitions required
- Along with support from suppliers, work through product transitions with physicians and patients at a pace that they can support
- Continue to support user community, communicate product availability data
- Lessons learned from the process:
 - There is always room for process improvement, we will be reviewing our approach and will seek input from stakeholders on potential changes



Canadian Blood Services
it's in you to give