Payers are seeking more value-based and patient-centric information to better inform reimbursement and market-access decisions.

PROs provide important insight into the patient experience: PRO data are important through the drug development process including registration and postmarketing studies.

The patient perspective is important in market access in centralized markets and growing in importance in decentralized markets.

The quality of the PRO evidence is paramount to consideration. “Wear their shoes.” Understand each stakeholders’ individual needs in the various markets.

Tie PROs to “actionable” measures (e.g., symptom reduction, improvement in adherence and outcomes)

What do payers want?

What can payers do to enhance the evidence base?

What do payers think about PROs?

What might happen?

How can payers solve the problem?

PRO data can have a significant impact on prescribing.

Published, published, published

Partner and engage payers

"Wear their shoes." Understand each stakeholders’ individual needs in the various markets.

Tie PROs to “actionable” measures (e.g., symptom reduction, improvement in adherence and outcomes)

Tailor messages to the key audiences: payers, patients, prescribers, advocates

- Conduct stakeholder research with those audiences to understand needs
- Develop a robust PRO communication strategy
- Publish, publish, publish
- Provide field-based staff with data for direct-to-prescriber discussions

Payers speculate that PRO data will increase in importance over the next 5-10 years and could be a key differentiator for new therapies.

PRO data can be a key differentiator among therapeutic options.

Robustly developed and psychometrically evaluated PROs may provide relevant and important data to the decision-making process.

Payers recognize the increasing importance of PRO data but are not as familiar with these outcomes and research results.

If PRO data are not collected as part of the development program there will be no patient-centric data for pull-through strategies which can be integral to market access, particularly given regulatory hurdles to include PRO data in the label.

PRO data can have a significant impact on prescribing.

What can payers do to enhance the evidence base?

What do payers think about PROs?

What might happen?

How can payers solve the problem?

Knowledgebase

Key PRO questions drug developers need to ask

Understand the challenges and opportunities for supporting P&MA with Patient-Reported Outcomes (PRO) data

What do payers want?

How can PROs enhance the evidence base?

What do payers think about PROs?

What might happen?

How can you solve the problem?