FRESH prespective

Client Success Stories
Compliance & Persistence Assessment

Business Situation

- The Client wanted to augment and enhance their understanding of drug uptake and utilization, seeking support in building a tool that would inform on Compliance and Persistence rates for various product analogs in a diverse group of specialty markets.

Approach & Methodology

- Foster Rosenblatt built a tool that leveraged patient claims data to inform product analog Compliance & Persistence rates; the tool enabled users to identify analogs based on 12 pre-defined product or market variables

- Compliance was evaluated in the claims data by measuring the Proportion of Days Covered (PDC) for patient-specific sequential claims that formed a course of treatment

- Persistence was evaluated as the total time (months and years) from the start of therapy until the end of therapy, for each patient-specific course of treatment

- The final Compliance Tool encompassed 31 specialty markets, providing Compliance & Persistence insights for 114 product analogs

Deliverables & Business Outcomes

- An Excel-based Compliance Tool was created and delivered to the client, that enabled users to filter and analyze results across 12 different indication- and product-specific characteristics

- A companion PowerPoint report summarizing the methodology and all assumptions used by the F|R team to analyze the patient claims data to arrive at Compliance & Persistence calculations

Outputs & Variables Overview

The Compliance Tool provides three primary output metrics, which can be analyzed across 3 market-level variables and 9 product-level variables

- The Compliance Tool provides 3 key output metrics:
  - Individual product compliance
  - Aggregate weighted indication-level compliance
  - Product persistence

- For the outputs, the associated sample size (N) of patient-treatment courses identified in the LAAD dataset is provided

- All outputs can subsequently be analyzed in sub-groups by applying filters across any of the 12 Market or Product Variables available in the tool; specific characteristics can be applied to identify the analogs most synonymous with the product of interest

Output Metric	Parameter
Product Compliance	6-month
	12-month
	18-month
Indication Compliance	6-month
	12-month
	18-month
Product Persistence	Months
	Years

Type of Variable	Parameter
Market Variables	Disease Mortality Level
	Disease Morbidity Level
	Disease Severity
Product Variables	Product Efficacy in Treating Disease
	Product Use Safety
	Product Tolerability
	Therapeutic Class
	Marketing Company
	Route of Administration
	Dosing Frequency
	Product Cost
	Product Market Access