

Mining Stakeholder Insights on Access to Gene Therapies for Hemophilia

Situation:

Employer Perspective on Gene Therapy in Hemophilia

- High cost of hemophilia treatment is a significant cost driver for many employers, despite relatively low disease prevalence
- Precision's client sought to understand how a paradigm shift to a onetime gene therapy may impact employers

Task: Information gathering summit

- Precision recruited 10 participants representing employers, business group coalitions, and employer benefits consultants for an on-site meeting
- A session was developed and moderated by a Precision advisor with prior employer benefit experience to gain a deep understanding of:
 - Current employer views of gene therapy and hemophilia
 - Contracting and reimbursement opportunities
 - Manufacturer support of hemophilia management

Actions: Uncovering perceptions of a hard-to-reach stakeholder

- Precision reviewed employers' understanding of the current and future state of hemophilia treatment and gained understanding of employer concern around cost of gene therapy, durability of response, and employee mobility
- Precision discussed viewpoints on alternative contracting models to support sufficient patient access and explored nuances between employer stakeholders

Results: Thought leadership in gene therapy

Precision used the results of the summit to develop strategic recommendations on opportunities to engage employer groups, coalitions, and benefit consultants through gene therapy education and collaborative partnerships to promote buy-in of this stakeholder as new gene therapy comes to market

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PRECISION ADVANCE, a collection of interconnected services and complementary teams, uniquely focuses on the complexities of clinical, regulatory, manufacturing, and commercial needs to successfully bring a cell or gene therapies to market.

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