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*By, Dr. Randy Vogenberg*

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# **Unlock Competitive Advantage:** *Proactive Risk Management in the Age of Advanced Medical Therapies*

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EMPLOYER PROVIDER COUNCIL (EPC)

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# A Shift to Biological Therapies:



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## A NEW FOCUS

The pharmacy industry is increasingly focusing on biological therapies, with a significant rise in lipid nanoparticle (LNP) delivery systems.

[\(DELIVERING THE NEXT GENERATION OF BREAKTHROUGH GENOMIC MEDICINES\)](#)

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## LEVERAGING INNOVATION

This shift is leveraging the success of mRNA technology to innovate beyond infectious diseases, including applications in cancer and rare diseases.

[\(GLOBAL MEDICINE SPENDING TO REACH \\$2.3 TRILLION BY 2028 AS MORE PATIENTS GET ACCESS TO BETTER THERAPIES, SAYS IOVIA INSTITUTE REPORT\)](#)

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## A GROWING INVESTMENT

Despite the high cost of advanced therapies, ~1800 gene and modified cell therapy targets are currently in development pipelines, indicating a robust future.

[\(DELIVERING THE NEXT GENERATION OF BREAKTHROUGH GENOMIC MEDICINES\)](#)

# CAGT Market Size Grows at Alarming Rates

\*DATA FROM 1/2024

According to a recent report by Market.us, the Global Specialty Pharmaceutical Market size is expected to be worth around USD 1,532.8 Billion by 2033 from USD 68.3 Billion in 2023, growing at a CAGR of 36.5% during the forecast period from 2024 to 2033.

(Globe Newswire, Jan 2, 2024)

## US CAGT MANUFACTURING MARKET SIZE 2025-2033

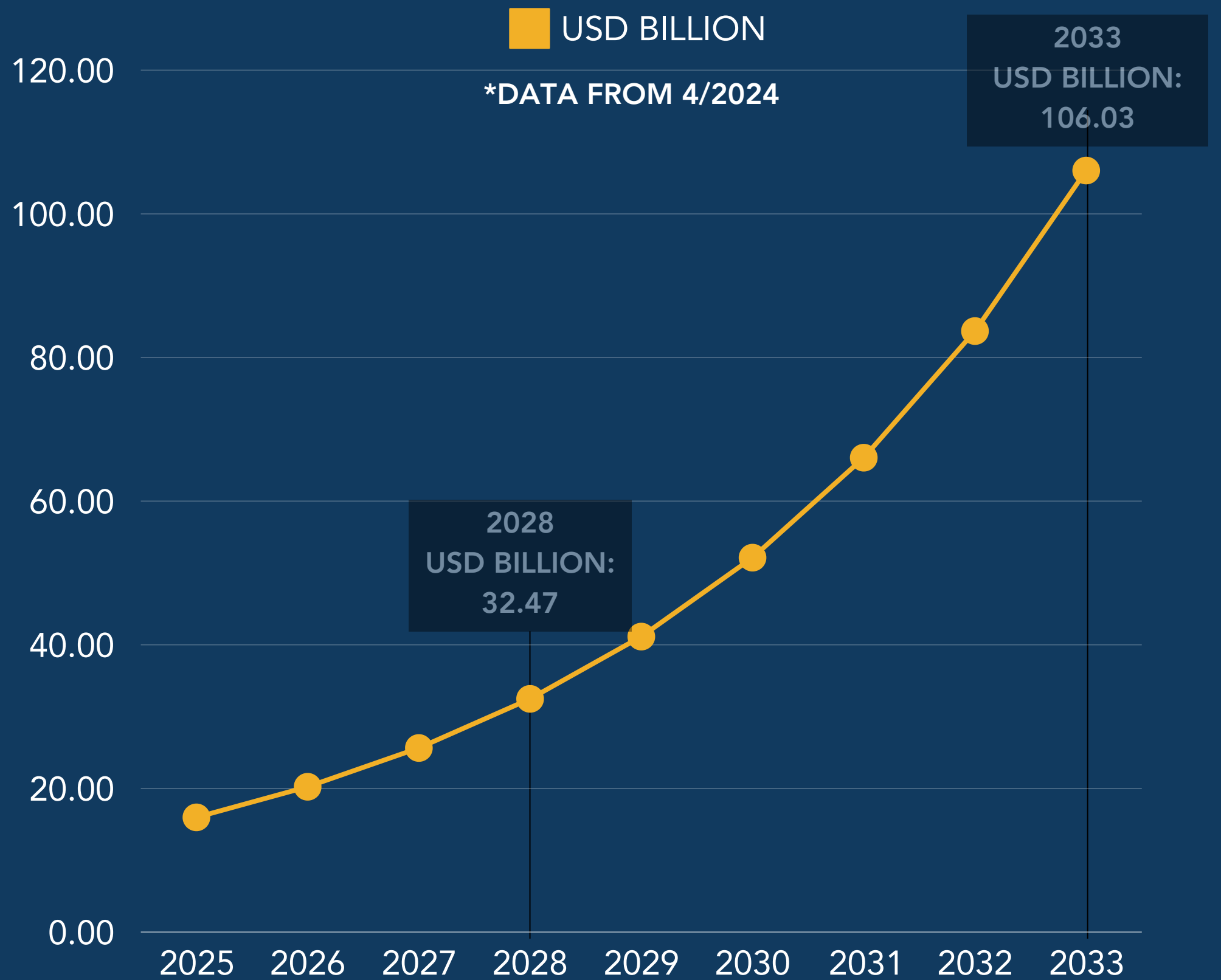


CHART SOURCE: NOVAONEADVISOR.COM, APRIL 2024

# Employer Preparedness

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## Benefits Spending

Employers spend significant amounts annually on healthcare benefits, with a large portion dedicated to specialty drugs like oncology treatments.

(How Can Employers Take a New Approach to Healthcare, Merck Case Study 2023)

02



## Waste Reduction

Merck identified \$12 million in potential waste in its health plan spending, emphasizing the importance of efficient resource utilization.

(How Can Employers Take a New Approach to Healthcare, Merck Case Study 2023)

03



## Equitable Access

Health inequities contribute to a significant productivity loss, estimated at \$42 billion annually in the US, with projections reaching \$1 trillion by 2040 if unaddressed. This underscores the financial imperative for employers to ensure equitable access to healthcare benefits.

[Employee Health Benefit \(EHB\) Trends Report 2024](#)

04



## Member Retention

Better health benefits are a key factor in employee retention, with 73% of employees indicating they would stay with their company if they had better health insurance options.

[Employee Health Benefit \(EHB\) Trends Report 2024](#)

# Industry Movement Towards Advanced Therapies (CAGT)

## 01 Data Utilization

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Robust data analytics are being used to identify high-value care opportunities and reduce inefficiencies in healthcare spending, particularly in managing specialty drugs. (How Can Employers Take a New Approach to Healthcare, Merck Case Study 2023)

## 02 Collaboration

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Effective management of advanced therapies requires collaboration between employers, healthcare providers, and pharmaceutical companies.

(Bend the Curve: A New Era for the Management of Specialty Pharmaceuticals, 2016)



## 03 Regulatory Navigation

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The pharmaceutical industry and employers must navigate complex regulatory environments to ensure compliance and optimize the delivery of gene and cell therapies. (Bend the Curve: A New Era for the Management of Specialty Pharmaceuticals, 2016)

## 04 Patient-Centered Care

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There is a growing emphasis on personalized care, with therapies tailored to individual genetic profiles, improving clinical outcomes and reducing overall healthcare costs. (Drugmakers push back on a clever tactic employers use to avoid paying for specialty medicines)

# Fostering Collaborations



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## Answer the Call

Enhanced benefit management and data gathering for oversight and accountability.

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## Collaboration

By working together, they can ensure equitable access to cutting-edge therapies, optimize healthcare costs, and improve patient outcomes. Fostering collaboration minimizes unforeseen roadblocks.

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## Pilot Program

EPC is a strategic council that specializes in real-time risk management for employers seeking to gain equitable member access to costly and advanced medical treatments.

# Thank You.

## Have a Question?



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