Pharma/Biotech GTN Summit

BENCHMARKING REPORT
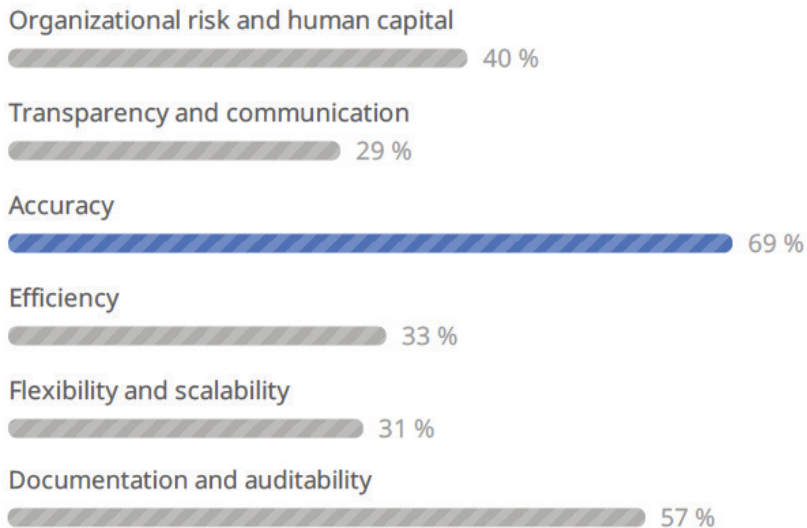
informa connect

Which best describes your current company?

Pre-Commercial, R&D
5 %

Early-Stage, Commercial Revenue
50 %

Mature, Multiple Brands/Products
40 %

Other
5 %
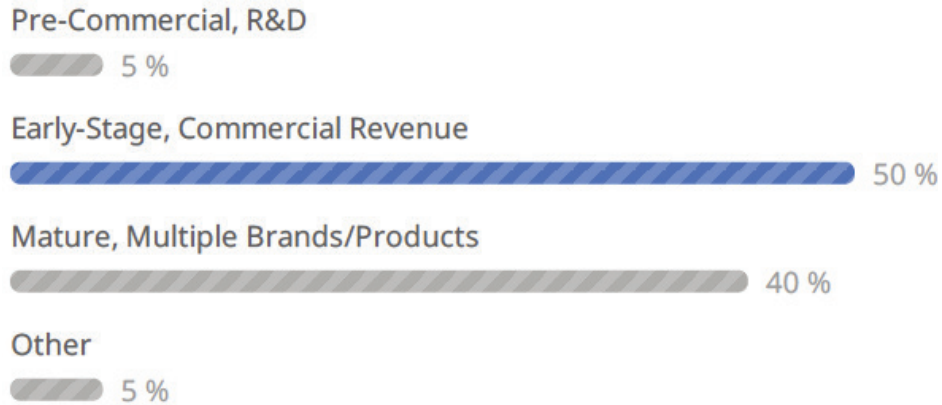
Which risk factor causes the most operational strain on gross-to-net estimation?

Documentation of calculations
5 %

Accessing data through disparate sources
42 %

Defining a methodology
18 %

Manual calculations in spreadsheets
34 %
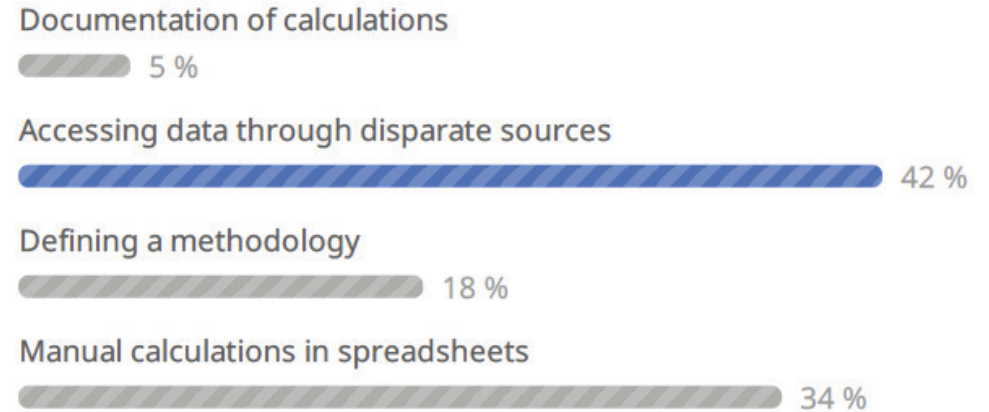
Please note your top 3 concerns related to the current gross-to-net forecasting auditability?

Organizational risk and human capital
40 %

Transparency and communication
29 %

Accuracy
69 %

Efficiency
33 %

Flexibility and scalability
31 %

Documentation and auditability
57 %

For Pre-Commercial Companies, what is the prevailing method used for forecasting GTN?

Top-Down Method
15 %

Bottom-Up Method
62 %

Mix/Hybrid Approach
23 %
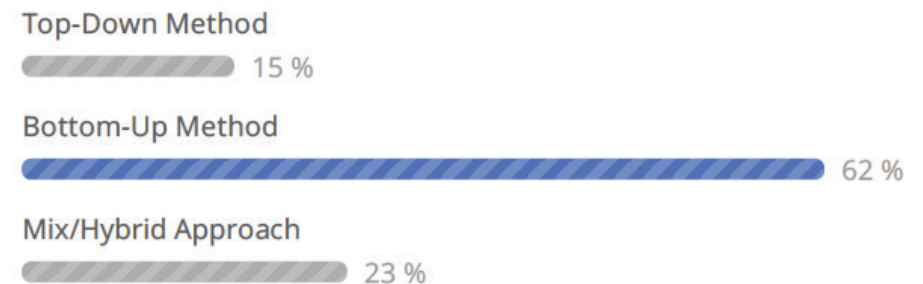
For Early-Stage Revenue Companies, what is the prevailing method used for forecasting GTN?

Top-Down Method

12 %

Bottom-Up Method

77 %

Mix/Hybrid Approach

12 %
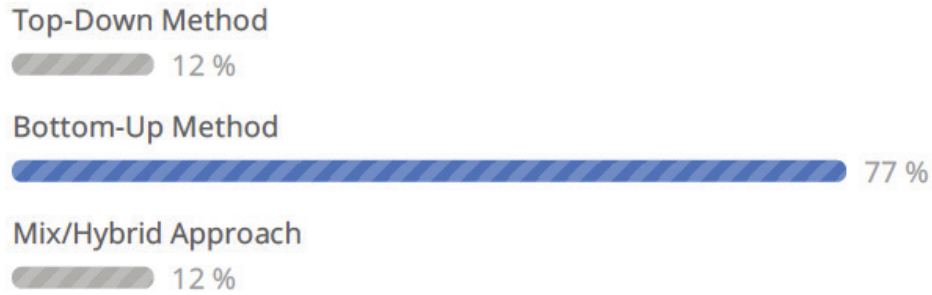
For Mature Companies, what is the prevailing method used for forecasting GTN?

Top-Down Method

13 %

Bottom-Up Method

61 %

Mix/Hybrid Approach

26 %
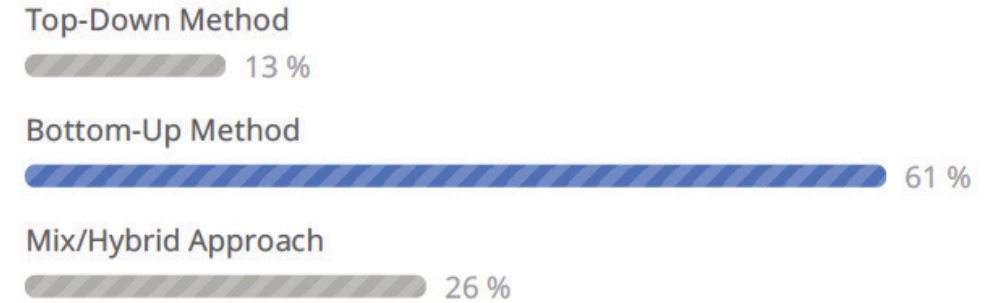
How often is your pipeline reserve adjusted?

Monthly

0 %

Quarterly

100 %

What is pipeline?

0 %

How do you estimate retail (non-wholesaler) inventory?

Assumption based

45 %

Ad-Hoc

11 %

Imputed

13 %

Other solutions

32 %

How do you estimate retail (non-wholesaler) inventory?

Assumption based
45 %

Ad-Hoc
11 %

Imputed
13 %

Other solutions
32 %
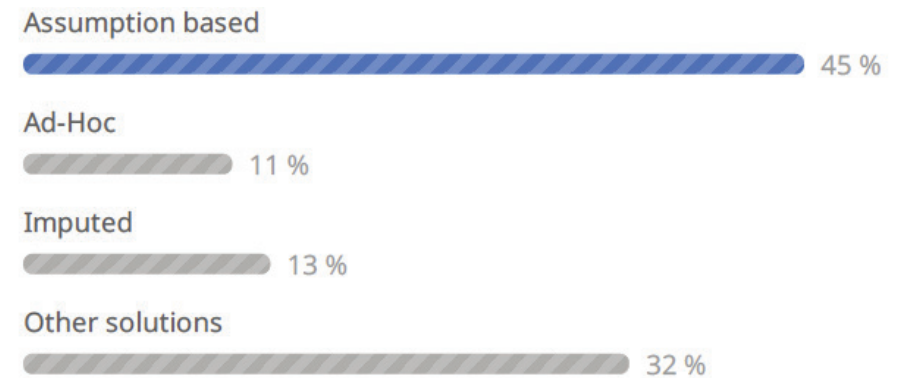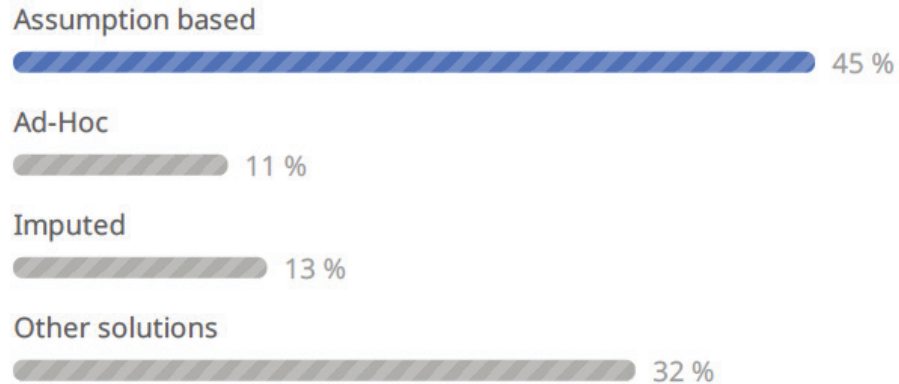
How do you approach Coverage Gap?

Recording the sales reduction in the period that you incurred?
38 %

Straight-line, "smoothing", approach through the year?
19 %

Hybrid/mix approach – Looking annually for reasonableness, as well as recording in the period
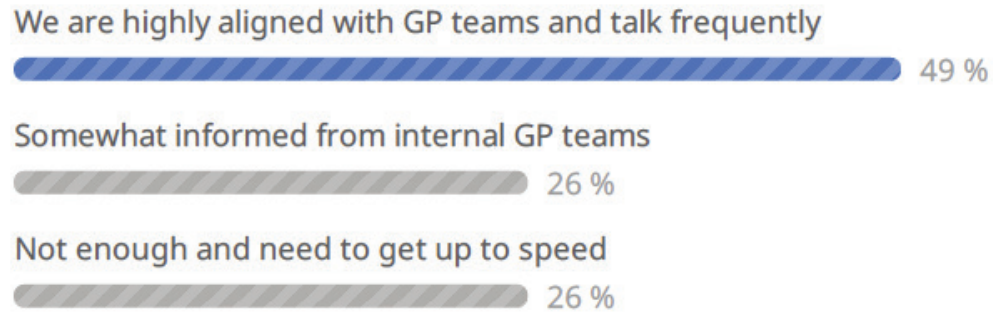43 %
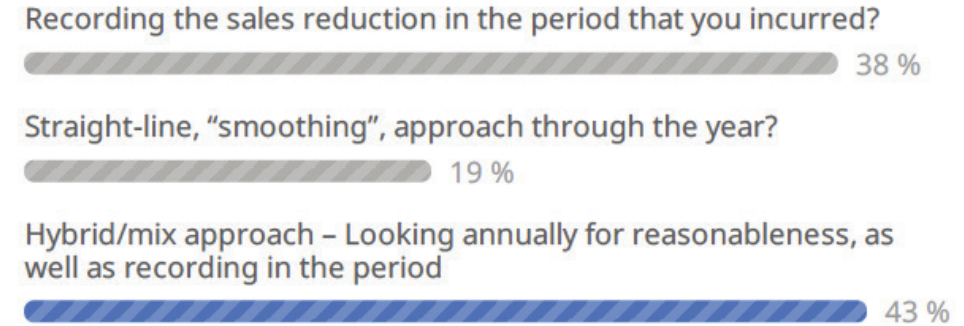
At launch, how often do you take into consideration the dating with batches at launch versus steady state?

Always – as a rule, shelf life is an input
46 %

Sometimes, but not consistent
19 %

Not at all, or unsure
35 %
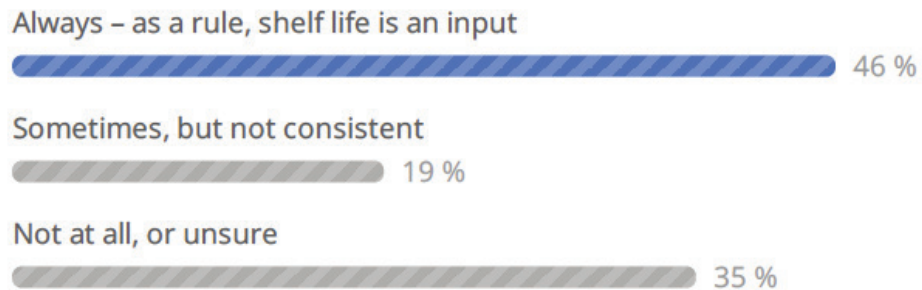
How often do you reset your returns rate?

Monthly
5 %

Quarterly
54 %

Twice per year
10 %

Annually
31 %
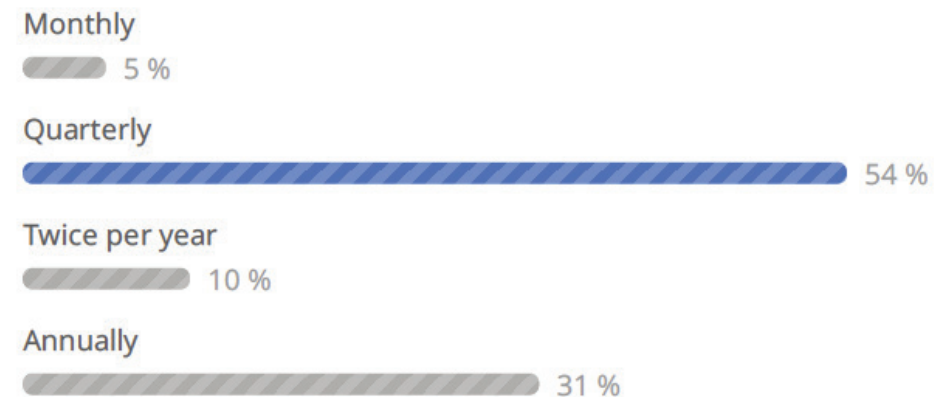
How do you gain information on market and government policy/intelligence?

We are highly aligned with GP teams and talk frequently

49 %

Somewhat informed from internal GP teams

26 %

Not enough and need to get up to speed

26 %

How far out is your future scenario planning for Medicaid and other policy issues?

One year

70 %

2-3 years

26 %

Long-term – 10 to 15 years

4 %