

# Best Practices in Cell & Gene Therapy

Costs continue to escalate at alarming rates for cell and gene therapies. Tokio Marine HCC – Stop Loss Group (TMHCC) offers a solution to manage these high cost events. TMHCC has partnered with Emerging Therapy Solutions (ETS) for a best in class service to positively impact the plan and patient.

## Step Down Deductible

When TMHCC stop loss policyholders use ETS's Programs of Excellence (POE) for gene therapy, they will benefit by receiving a 10% reduction in the specific deductible for the patient receiving gene therapy. ETS will also provide suggested language for incorporation of this program into the Plan Document.

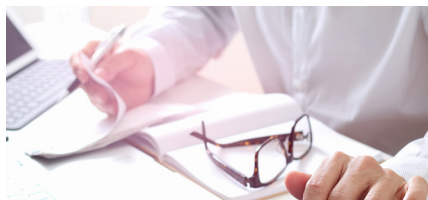
The 10% step down deductible has a minimum deduction of \$15,000 and a maximum of \$50,000 as demonstrated in the following examples:

- Policyholders with \$150,000 or less specific deductible would receive a \$15,000 reduction.
- Policyholders with a \$500,000 specific deductible or greater would receive a \$50,000 reduction.
- Policyholders with specific deductibles between the two examples above will receive a 10% reduction.



## Five ways ETS can add value for cell and gene therapies

- **Cell and Gene Therapy Utilization:** ETS will proactively monitor the patient and direct each one to the right treatment at the right time.
- **Networking and Contracting:** By using their POE, ETS clients have access to ETS rates for services delivered as part of the continuum of care.
- **Audit and Payment Accuracy:** ETS will audit and re-price all claims for payment.
- **Personalized Pathway:** Early patient identification allows ETS to maximize effect in both care management and quality of care throughout the specific treatment plan.
- **Direct to Manufacturer:** Participating in the ETS buying group can potentially eliminate administrative waste associated with buy and bill, PBM rebates, warranty programs and 340B discounts.



## Gene Therapy Treatments

### Zolgensma

- Average cost of episode - \$2.3 million
- Average cost of therapy - \$2.1 million
- Treats Spinal Muscular Atrophy in children under age 2
- FDA approval is broader in scope than clinical trials
- Estimated savings using ETS - \$140,000

### Luxturna

- Average cost of episode - \$965,000
- Average cost of therapy - \$850,000
- Treats inherited retinal disease gene mutation in the eyes
- Estimated savings using ETS - \$67,000

### Roctavian (Hemophilia A)

- Average cost of episode - \$3.2 million
- Average cost of therapy is unknown, but assumption is around \$3 million
- Estimated savings using ETS - \$153,000
- While a lot about this treatment is yet to be known, this therapy is expected to produce new claimants

ETS utilizes a per case fee of \$15,000 to \$20,000 for current gene therapy treatments (or episodes of care). These fees are eligible under the stop loss policy; however, most will be paid directly to ETS by TMHCC.

**Please visit our website at [tmhcc.com/life](https://tmhcc.com/life) or contact your regional marketing representative for more information.**