

KEY STAKEHOLDERS PERCEPTIONS OF HEOR USAGE IN LEBANON

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OBJECTIVE

Health Economics and Outcomes Research (HEOR) can provide information to help healthcare payers determine reimbursement decisions.¹ However, in countries with a short history of developing HEOR such as Lebanon, the status of HEOR use by payers is largely unknown. The main objective of this study was to understand the current use of HEOR data by Lebanese payers in their decision-making process.

METHOD

A survey on Lebanese payers' utilization of HEOR was conducted in the Lebanese Society of Pharmacoeconomics and Outcomes Research (LSPOR) Educational Workshop on February 23rd & 24th, 2018 (<https://www.ispor.org/RegionalChapters>) and attended by a multidisciplinary audience including pharmaceutical industries, academics, reimbursement bodies and regulatory authorities. The anonymous survey was composed of five close ended questions. The questions were mainly to assess the respondents' perspectives regarding Lebanese payer utilization of HEOR.

SURVEY QUESTIONS

- How often do Lebanese payers use HEOR in their decision-making regarding drug/medical technology decisions?
 - Always
 - Frequently
 - Sometimes
 - Seldom
 - Never
- How often are the following HEOR studies utilized by Lebanese payer when making decisions regarding drug/medical technology?
 - Budget impact
 - Always
 - Frequently
 - Sometimes
 - Seldom
 - Never
 - Cost-effectiveness analysis
 - Always
 - Frequently
 - Sometimes
 - Seldom
 - Never
 - Outcomes research
 - Always
 - Frequently
 - Sometimes
 - Seldom
 - Never
 - Quality of Life
 - Always
 - Frequently
 - Sometimes
 - Seldom
 - Never
- How much impact does each of following type of HEOR information have on Lebanese payers when making decisions regarding drug/medical technology? (Rating each from 1 [very impactful] to 5 [not impactful])
 - Studies using only Lebanese patient clinical and cost data
 - Studies using foreign patient clinical data and Lebanese cost data
 - Studies from other MENA countries
 - Assessments from prominent international HTA agencies
 - International studies published in peer-reviewed journals
- What type of HEOR information is most often lacking and preventing HEOR utilization by Lebanese payer when making decisions regarding drug/medical technology? (Circle all that apply)
 - Lebanese clinical/outcomes data
 - Lebanese economic/cost data
 - Both Lebanese clinical/outcome and economic/cost data
 - Lebanese quality-of-life data
 - Other Lebanese data
 - None of the above

CONCLUSION

This study provides evidence to conclude that HEOR practice is used among Lebanese payers but not broadly. Moreover, access to HEOR data is needed in the MENA region, especially Lebanon.

RESULTS

Out of 140 attendees, 23 completed questionnaires. The majority of respondents (N=12; 57.1%) were representing pharmaceutical companies; mainly from the market access department (Figures 1 and 2).

Figure 1: Which institution do you represent? (N=23)

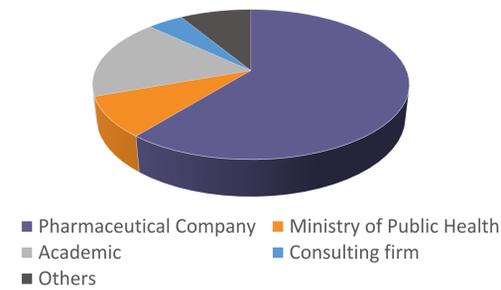
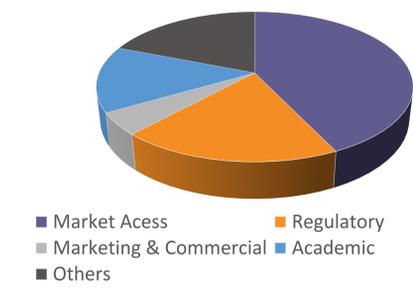


Figure 2: What is your role in the above selected institution? (N=21)



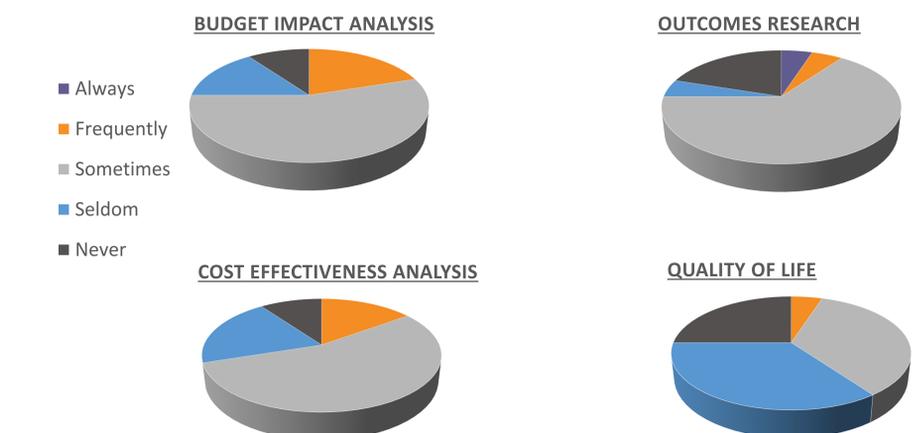
Only 14% of respondents (N=3) always/frequently use HEOR in their decision-making regarding drug/medical technology (Table 1). Around 70% (N=14) of the respondents believe Lebanese payers sometimes use HEOR in their decision-making regarding drug/medical technology, and 19% of respondents (N=4) seldom/never use HEOR.

Table 1: How often do Lebanese payers use HEOR in their decision-making regarding drug/medical technology decisions?

Always	Frequently	Sometimes	Seldom	Never
0	3	14	3	1

The respondents replied that Budget Impact Analysis, Outcomes Research and Cost Effectiveness Analysis HEOR studies with similar frequencies as part of drug/medical technology decision making with 55%, 65%, 55% respectively replying it is sometimes used (Figure 3) The Health-Related Quality of Life is not utilized or considered much in general.

Figure 3: How often are the following HEOR studies utilized by Lebanese payer when making decisions regarding drug/medical technology?



Studies using foreign patient clinical data and Lebanese cost data were ranked as the most impactful whereas studies from other MENA countries were least impactful when Lebanese payers make decisions regarding drug/medical technology. Large majorities responded that the lack of information regarding Lebanese economic/cost (95%) and clinical/outcomes (81%) data is preventing HEOR usage in decision-making (Table 2).

Table 2: What type of HEOR information is most often lacking and preventing HEOR utilization by Lebanese payer when making decisions regarding drug/medical technology? (% choosing answer)

Lebanese economic/cost data	Lebanese clinical/outcome data	Both Lebanese clinical/outcome and economic/cost data	Lebanese quality-of-life data	None of the above
95%	81%	76%	57%	5%

Reference:

1. Holtorf, A. et al. (2012). Current and Future Use of HEOR Data in Healthcare Decision-Making in the United States and in Emerging Markets. *American Health & Drug Benefits*, 5(7), pp.428-438. www.AHDBonline.com