

Paying for Cures

Supplier Evaluation Template

Market solutions for supporting gene and cell therapy financing and access vary in their design. You should clearly understand and articulate your goals prior to assessing solution partners. To help you navigate through the details and logistics, we've put

together a list of questions to consider asking in any supplier assessment. Further information on this topic may be found in the research brief, *[How can self-insured employers prepare for the portfolio impact of highcost gene therapies coming to market?](#)*

Questions about the Organization

Provide the name and address of your organization, main contact for the product offering (include phone number and email address)

Describe the ownership of your organization, including any changes in the past year or any changes planned in the next two years

Is this product available in the US- all states and territories? Provide any other countries where this product is available.

Has your organization experienced any legal or regulatory violations in the last 3-5 years, including HIPAA breaches?

What is the breakdown of covered lives (number or percentage of total) in each of the following customer types: Medicaid, Medicare, commercial health plan, employer, drug manufacturer (developer), reinsurer, etc.

Questions about the Product

Provide Name and launch date of the product

Description of product, including therapies covered, whether ancillary costs are included, and/or any limitations

What challenges or payment problems does the product solve? (Ex: actuarial/ financial risk, performance risk, payment timing risk, cost of drug product, cost of ancillary services, contract administration, data tracking, COE access, patient access or patient care)

Provide details of the services provided by the product, if not provided already

Is the product or your organization accredited?

Will newly approved therapies automatically be included in your product offering?

Financial Questions

What is the cost of your product or service?

Describe the financial model of your product: performance-based contract, subscription model, warranty services, reinsurance carve out, payment plan

Provide billing and payment details including frequency and method

If your product offers a performance guarantee, provide all details of the performance guarantee, including but not limited to: guarantee criteria, time period, documentation requirements, payment or refund process, frequency of payment or refund, reconciliation process and audit activities

If your product is outcomes based or payment or refunds are dependent upon therapy success, provide details of the product including, but not limited to: type (milestone based, warranty, outcomes based annuity, etc.), contract criteria, time period, documentation requirements, payment or refund process, frequency of payment or refund, reconciliation process and audit activities

How are traditional pharmaceutical rebates impacted by your product?

Disclose any other fees, claw backs or retained shared savings in addition to cost of product

Questions to understand Patient Impact

What is the cost to the patient if any?

Describe any responsibilities required of the patient or caregiver?

Do you provide patient or caregiver education?

Describe your patient help center or customer service center; include hours of operation and languages supported

Describe how your product improves a patient's access to therapy

Describe how your product improves a patient's access to a Center of Excellence or provide details on any facility-based requirements

Questions to understand Provider Impact

What is the cost to the provider administering therapy or the facility where therapy is provided)

Describe any responsibilities required of the provider

Do you provide provider education?

Do you offer provider help services or call center; include hours of operation and types of services.

Are there any network limitations to your product?

Questions about the Client or Customer

Who are your target customers?

Are there any limitations on availability of product with regard to customer size, current relationship with your organization or any other organization, customer location, etc.

Describe your account management support provided to customers

Communications

Provide details on any communication provided by the organization to each of the stakeholders, include samples

Reporting

What reporting is provided to each of the stakeholders?

Provide a sample of each report available to stakeholders

Data management

What data tracking services are provided

How do they address patient mobility

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