

# MODULE 3:

## Considerations for the Use of Anti-VEGF Agents in the Retina Clinic



VEGF = vascular endothelial growth factor.

**REGENERON<sup>®</sup>**

All trademarks are property of their respective owners.

© 2025 Regeneron Pharmaceuticals Inc. All rights reserved. 06/2025 US.OPH.25.06.0007



**GET STARTED**

# Table of Contents

**Impacting Stakeholders** >

**Impacting Factors** >

**Important Steps** >

**Knowledge Check** >



BACK

## Purpose of This Module

This module highlights information related to the use of anti-VEGF therapies in the retina clinic, including

- Involvement of various stakeholders, including retina specialists and staff responsible for access to therapy
- Clinical and reimbursement considerations impacting therapy selection
- Important considerations for retina clinic decision-makers

## How to Use This Guide

You will find the icons as shown below throughout this module. These will help you navigate the material.



The Key icon provides you with a key takeaway.



The Light Bulb icon alerts you to important insights.



NEXT

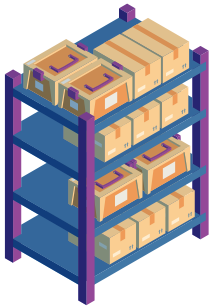
# Stakeholders Who Impact the Drug Acquisition and Reimbursement in the Retina Clinic



Click on the images to learn about each stakeholder's impact



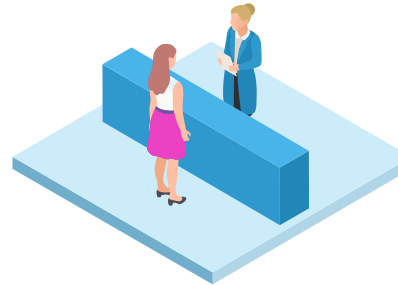
BACK



**Wholesalers**

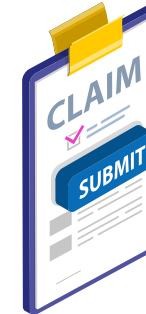


**Providers**



**Clinics**

Collect copay or coinsurance



**Clinics**

Submit claim



**Insurers**



NEXT

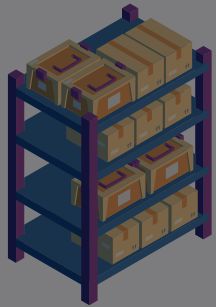
**Manufacturers may offer various support services for patients and providers to assist with actions such as completing benefit verifications, identifying copay amounts, and more**

# Stakeholders Who Impact the Distribution and Reimbursement in the Retina Clinic

Click on the images to learn more



BACK



**Wholesalers**



**Providers**



**Clinics**

Collect copay or coinsurance



**Clinics**

Submit claim



**Insurers**



NEXT

Awareness of the various stakeholders and processes involved from acquisition to reimbursement of anti-VEGF agents is important for understanding impact on retina clinics.<sup>1</sup>



VEGF = vascular endothelial growth factor.

1. Hernandez I, et al. *J Manag Care Spec Pharm*. 2024;30(1):99-106.

**Manufacturers may offer various support services for patients and providers to assist with actions such as completing benefit verifications, identifying copay amounts, and more**

Vertical alignment within wholesale distribution channels<sup>1</sup>

Examples

			
Manufacturer			
Wholesale distribution			
Specialty pharmacy			
GPO			

<sup>1</sup> Drug Channels. Vertical integration redux: how pharmaceutical wholesalers are transforming the buy-and-bill market. Accessed June 10, 2025. <https://www.drugchannels.net/2025/02/vertical-integration-redux-how.html>  
GPO = group purchasing organization  
Source: The 2024-25 Economic Report on Pharmaceutical Wholesalers and Specialty Distributors. Exhibit does not illustrate every subsidiary business operated by each company.

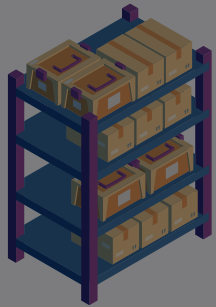
# Stakeholders Who Impact the Drug Acquisition and Reimbursement in the Retina Clinic



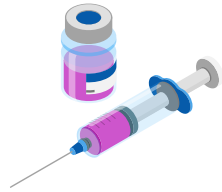
Click on the images to learn about each stakeholder's impact



BACK



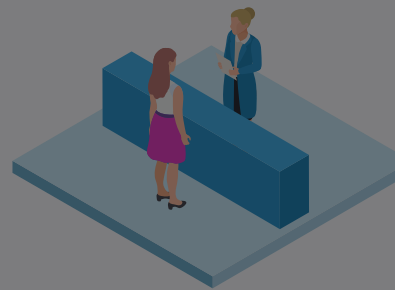
**Wholesalers**



Providers  
administer  
the drug to  
patients<sup>1</sup>

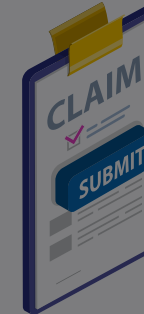


1. Hernandez I, et al. *J Manag Care Spec Pharm.* 2024;30(1):99-106.



**Clinics**

Collect copay or  
coinsurance



**Clinics**

Submit claim



**Insurers**



NEXT

**Manufacturers may offer various support services for patients and providers to assist with actions such as completing benefit verifications, identifying copay amounts, and more**

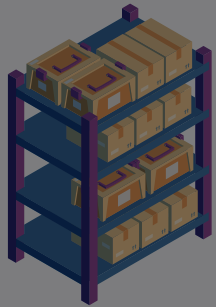
# Stakeholders Who Impact the Drug Acquisition and Reimbursement in the Retina Clinic



Click on the images to learn about each stakeholder's impact



BACK



**Wholesalers**

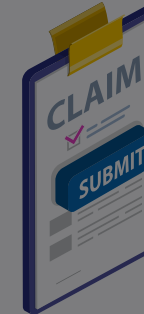


**Providers**

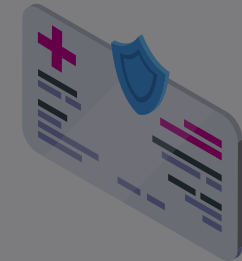
At the time of service or subsequent billing, the clinic collects patient copay or coinsurance as determined by the patient's benefit through their health insurer<sup>1</sup>



<sup>1</sup>. Hernandez I, et al. *J Manag Care Spec Pharm*. 2024;30(1):99-106.



**Clinics**  
Submit claim



**Insurers**



NEXT

**Manufacturers may offer various support services for patients and providers to assist with actions such as completing benefit verifications, identifying copay amounts, and more**

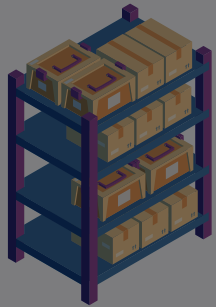
# Stakeholders Who Impact the Drug Acquisition and Reimbursement in the Retina Clinic



Click on the images to learn about each stakeholder's impact



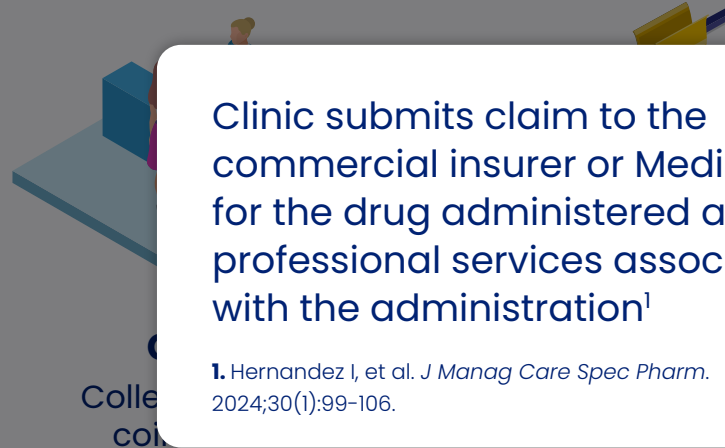
BACK



**Wholesalers**



**Providers**



Clinic submits claim to the commercial insurer or Medicare for the drug administered and professional services associated with the administration<sup>1</sup>

<sup>1</sup>. Hernandez I, et al. *J Manag Care Spec Pharm*. 2024;30(1):99-106.



**Insurers**

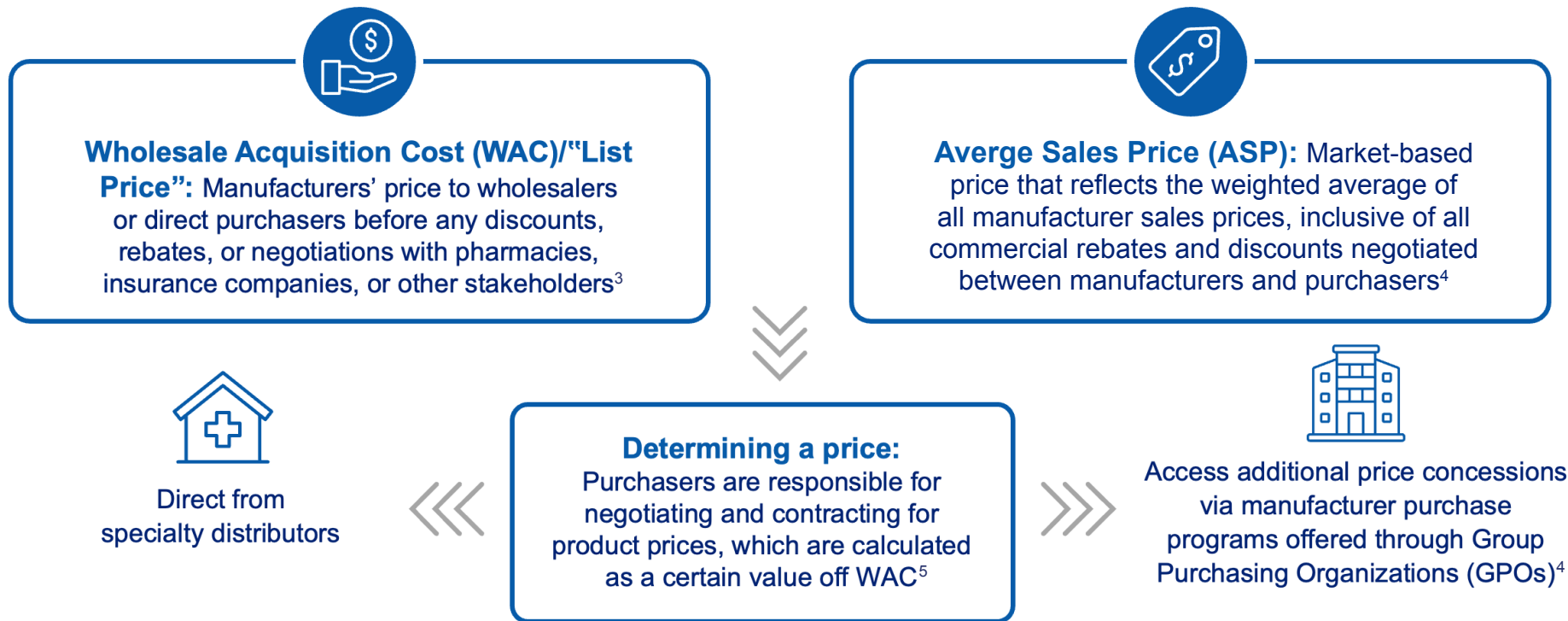


NEXT

**Manufacturers may offer various support services for patients and providers to assist with actions such as completing benefit verifications, identifying copay amounts, and more**



- ✓ Commercial insurers reimburse according to contract terms with individual clinics, which is average sales price (ASP) plus a negotiated percentage<sup>1</sup>
- ✓ Medicare typically reimburses based on ASP + 6%<sup>2</sup>



<sup>1</sup>. Hernandez I et al. *J Manag Care Spec Pharm*. 2024;30(1):99-106. <sup>2</sup>. Centers for Medicare & Medicaid Services. Medicare Part B Drug Average Sales Price. Accessed June 18, 2025. <https://www.cms.gov/medicare/payment/fee-for-service-providers/part-b-drugs/average-drug-sales-price#:~:text=Medicare%20pays%20most%20separately%20payable,submit%20sales%20data%2C%20including%20discounts> <sup>3</sup>. Smith Rx. AWP vs WAC: what's the difference? Accessed June 10, 2025. <https://www.smithrx.com/blog/awp-vs-wac-whats-the-difference> <sup>4</sup>. PhRMA. Follow the dollar part II. Accessed June 21, 2025. [https://cdn.aglty.io/phrma/global/blog/import/pdfs/2021-FTD-II-whitepaper\\_FINAL.pdf](https://cdn.aglty.io/phrma/global/blog/import/pdfs/2021-FTD-II-whitepaper_FINAL.pdf) <sup>5</sup>. The Actuary. What is the price anyway? Accessed June 10, 2025. <https://www.theactuarymagazine.org/what-is-the-price-anyway/>

# Factors Impacting Retina Clinic Use of Anti-VEGF Agents



## Clinical Considerations



Drug efficacy and safety and appropriateness for a particular patient are paramount factors that drive selection of an anti-VEGF agent<sup>1,2</sup>



While drug efficacy and safety are paramount for influencing choice of anti-VEGF agent, reimbursement—which depends on various factors—may be a secondary consideration for retina clinics<sup>1</sup>



BACK



NEXT

VEGF = vascular endothelial growth factor.

**1.** Yiu G, et al. *Clin Ophthalmol*. 2024;18:1679–1690. **2.** Mott M, et al. *Eyenet Magazine*. April 1, 2022. Accessed June 18 2025. <https://www.aao.org/eyenet/article/step-therapy-clinicians-concerns-and-challenges>

**REGENERON**®

# Factors Impacting Retina Clinic Use of Anti-VEGF Agents (cont'd)



BACK

## Reimbursement Considerations



The buy & bill drug acquisition model is where a provider purchases a drug from a specialty distributor, stores it, performs benefits verification to ensure a patient's insurance covers the treatment, and submits a reimbursement claim to a third-party payer after treatment administration; providers will often have to get a prior authorization from the payer before administering the medication<sup>1,2</sup>



Provider clinics may also be eligible for additional discounts through manufacturer purchase programs, as well as rebates through a GPO; any discounts on a product will lower ASP over time and may decrease future reimbursement<sup>3</sup>



The entrance of biosimilars may introduce new discount and rebate programs for providers and clinics; like branded agents over time as ASP declines<sup>4</sup>



Any discount that applies downward pressure on ASP will also result in reduced reimbursement from payers who are using an ASP reimbursement model<sup>5,6</sup>



NEXT

ASP = average sales price; GPO = group purchasing organization; VEGF = vascular endothelial growth factor.

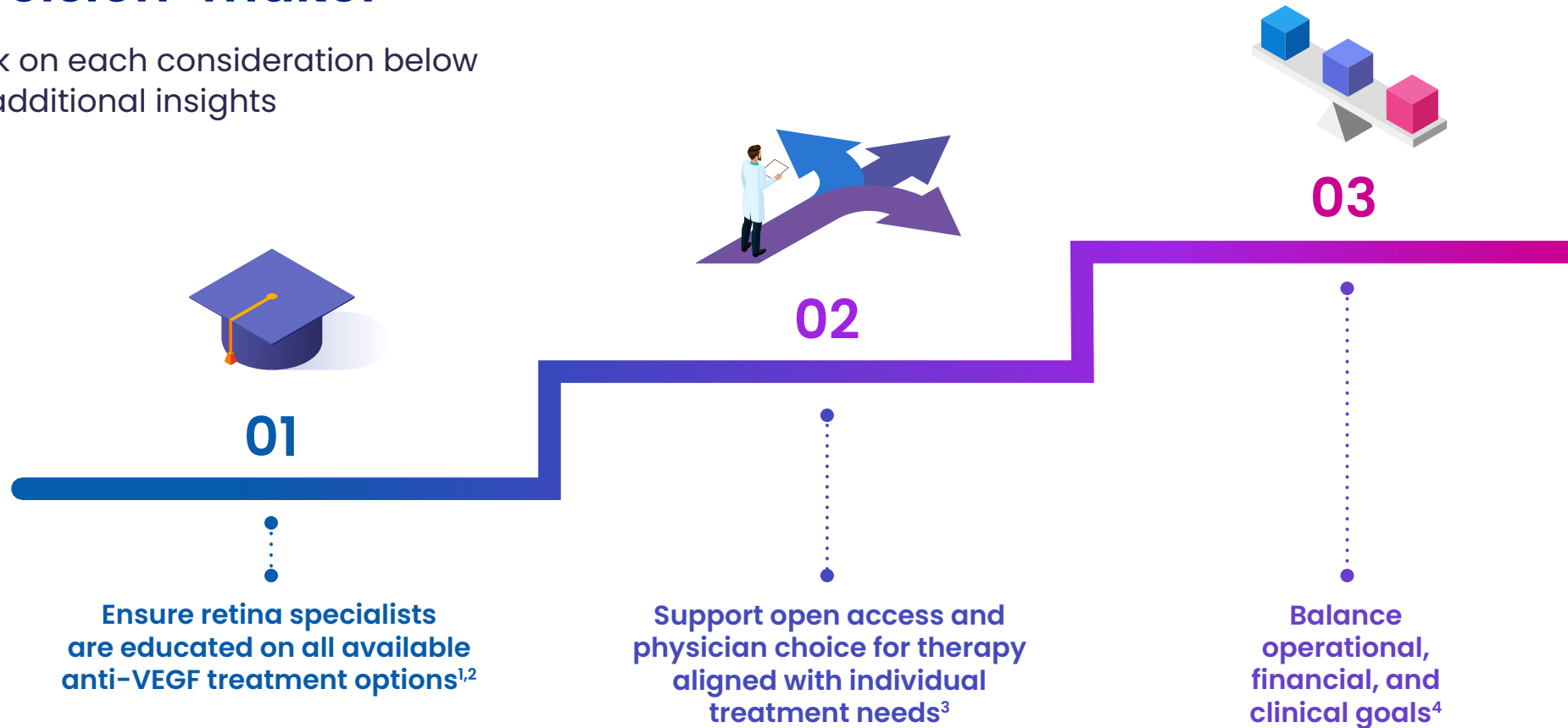
**1.** AdvancedMD. Drug acquisitions and understanding how it works. August 24, 2023. Accessed May 23, 2025. <https://www.advancedmd.com/blog/using-the-buy-and-bill-model-for-drug-acquisitions-and-understanding-how-it-works/> **2.** Accreditation Council for Medical Affairs. What is buy and bill? Everything you need to know. January 17, 2024. Accessed May 23, 2025. <https://www.priorauthtraining.org/what-is-buy-and-bill-everything-you-need-to-know/> **3.** Avalere. Commercial spillover impact of Part B negotiations on physicians. September 16, 2024. Accessed May 23, 2025. <https://avalere.com/insights/commercial-spillover-impact-of-part-b-negotiations-on-physicians>. **4.** CMS.gov Biosimilars FAQ. Accessed June 25, 2025. <https://www.cms.gov/files/document/biosimilar-faqs.pdf> **5.** Weidner S et al. *Evidence-Based Oncology*. 2012;27(4):SP156-SP160. **6.** Runner MM. The effect of biosimilars on clinical practice. *Retina Today*. May/June 2023. Accessed May 23, 2025. <https://retinatoday.com/articles/2023-may-june/the-effectof-biosimilars-on-clinical-practice>

# Important Considerations for the Retina Clinic Decision-maker

Click on each consideration below for additional insights



<  
BACK



>  
NEXT

VEGF = vascular endothelial growth factor.

**1.** Singh RP, et al. *BMC Ophthalmol.* 2023;22:23(1):285. **2.** Lindsley KB, et al. *JAMA Ophthalmol.* 2018;136(11):1217-1225. **3.** American Society of Retina Specialists. Physician choice of medication. Accessed June 18, 2025. <https://www.asrs.org/advocacy/physician-choice-of-medication> **4.** ShiftMed. Balancing financial stability and quality care: the new healthcare paradigm. Accessed June 25, 2025. <https://www.shiftmed.com/insights/knowledge-center/balancing-financial-stability-and-quality-care-the-new-healthcare-paradigm/>

**REGENERON®**

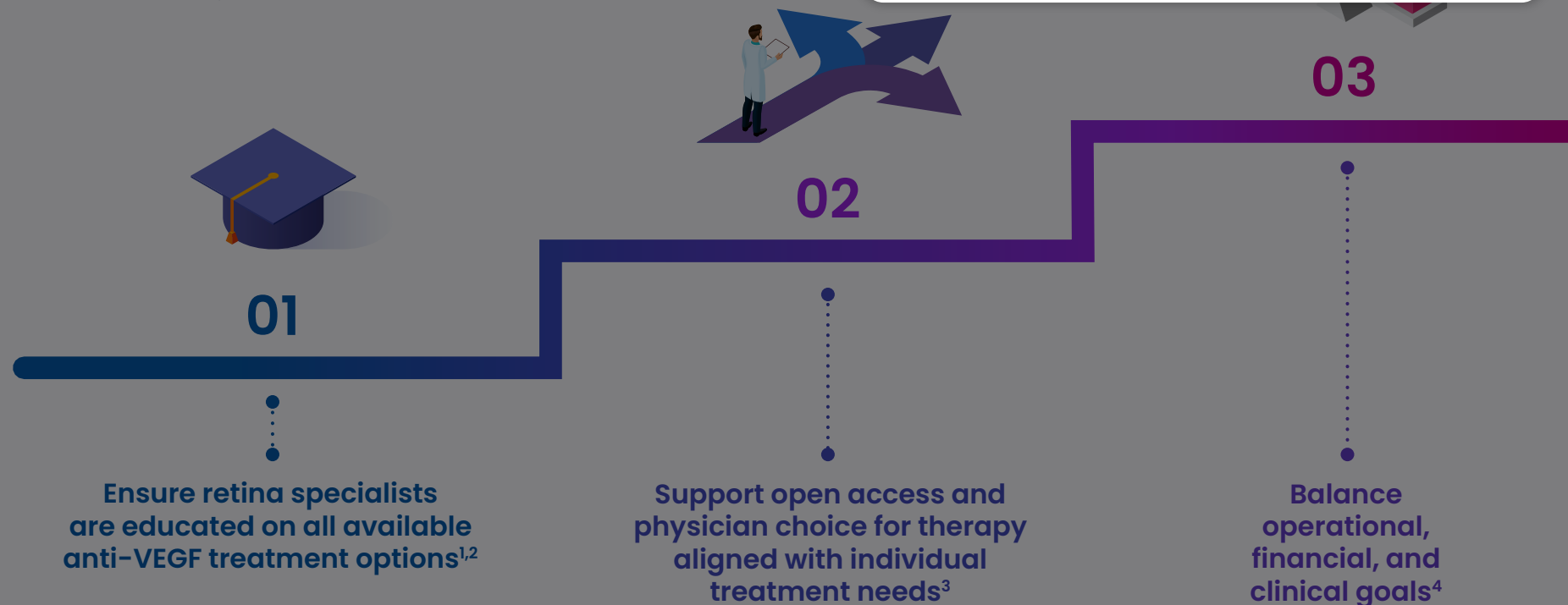
# Important Considerations for the Decision-maker

Click on each consideration below for additional insights

The retina clinic decision-maker has a number of considerations to help ensure effective and efficient oversight.



BACK



NEXT

VEGF = vascular endothelial growth factor.

**1.** Singh RP, et al. *BMC Ophthalmol.* 2023;22;23(1):285. **2.** Lindsley KB, et al. *JAMA Ophthalmol.* 2018;136(11):1217–1225. **3.** American Society of Retina Specialists. Physician choice of medication. Accessed June 18, 2025. <https://www.asrs.org/advocacy/physician-choice-of-medication> **4.** ShiftMed. Balancing financial stability and quality care: the new healthcare paradigm. Accessed June 25, 2025. <https://www.shiftmed.com/insights/knowledge-center/balancing-financial-stability-and-quality-care-the-new-healthcare-paradigm/>

**REGENERON®**

# Important Considerations for the Retina Clinic Decision-maker

Click on each consideration below for additional information



## Ensure retina specialists are educated on all available anti-VEGF treatments



- ✓ These practice gaps underscore the importance of providing ongoing medical education to retina specialists who care for patients with potentially vision-threatening retinal conditions<sup>1</sup>
- ✓ Clinical practice guidelines, perspectives of retina specialists, and patient preference surveys can be used to establish a priority-setting framework for the treatment of patients with AMD<sup>2</sup>
- ✓ Prioritizing key clinical objectives can help to best allocate clinic resources for safe and effective treatment of patients with AMD<sup>2</sup>

AMD = age-related macular degeneration; VEGF = vascular endothelial growth factor.

**1.** Singh RP, et al. *BMC Ophthalmol.* 2023;22;23(1):285. **2.** Lindsley KB, et al. *JAMA Ophthalmol.* 2018;136(11):1217-1225.



BACK



NEXT

VEGF = vascular endothelial growth factor.

**1.** Singh RP, et al. *BMC Ophthalmol.* 2023;22;23(1):285. **2.** Lindsley KB, et al. *JAMA Ophthalmol.* 2018;136(11):1217-1225. **3.** American Society of Retina Specialists. Physician choice of medication. Accessed June 18, 2025. <https://www.asrs.org/advocacy/physician-choice-of-medication> **4.** ShiftMed. Balancing financial stability and quality care: the new healthcare paradigm. Accessed June 25, 2025. <https://www.shiftmed.com/insights/knowledge-center/balancing-financial-stability-and-quality-care-the-new-healthcare-paradigm/>

**REGENERON®**




# Important Considerations for the Retina Clinic Decision-maker



Click on each icon  
for additional information

## Balance operational, financial, and clinical goals



-  An eye care practice brings together 2 key resources: a patient with a need, a provider to fill that need, and the staff, space, and equipment to successfully complete the visit. The percentage of time each of these resources are used in a point-of-care encounter is a measure of how effectively they are being utilized.<sup>1</sup>
-  While excellence in patient care is paramount, factors that relate to clinic efficiency must be considered, including patient flow, low waiting times, and an office that is adequately staffed with experienced technicians who are clear on their defined roles and responsibilities<sup>1,2</sup>
-  According to the American Academy of Ophthalmology, thriving retina clinics must also pay attention to reimbursement, with a focus on patients' coverage for available treatments, payer contract terms, managing prior authorization requirements, and reducing improper billing<sup>3</sup>

**1.** McCafferty D. Increase efficiency and profitability in your clinic. Accessed June 25, 2025. <https://ophthalmologymanagement.com/issues/2023/june/increase-efficiency-and-profitability-in-your-clinic/> **2.** ShiftMed. Balancing financial stability and quality care: the new healthcare paradigm. Accessed June 25, 2025. <https://www.shiftmed.com/insights/knowledge-center/balancing-financial-stability-and-quality-care-the-new-healthcare-paradigm/> **3.** American Academy of Ophthalmology. Refine your revenue cycle: three things that affect retina drug reimbursement. Accessed June 18, 2025. <https://www.aao.org/practice-management/news-detail/refine-your-revenue-cycle-three-things-that-affect>

VEGF = vascular endothelial growth factor.

**1.** Singh RP, et al. *BMC Ophthalmol.* 2023;22:23(1):285. **2.** Lindsley KB, et al. *JAMA Ophthalmol.* 2018;136(11):1217–1225. **3.** American Society of Retina Specialists. Physician choice of medication. Accessed June 18, 2025. <https://www.asrs.org/advocacy/physician-choice-of-medication> **4.** ShiftMed. Balancing financial stability and quality care: the new healthcare paradigm. Accessed June 25, 2025. <https://www.shiftmed.com/insights/knowledge-center/balancing-financial-stability-and-quality-care-the-new-healthcare-paradigm/>

**REGENERON®**



BACK



NEXT

# Knowledge Check



BACK

**What is one reimbursement consideration that factors into clinical decision-making at a retina clinic?**

- Payer coverage options
- Treatment adverse events
- Patient wait times in office

**REVEAL ANSWER**



# Knowledge Check



<  
BACK



## Knowledge Check Answer



- Payer coverage options<sup>1</sup>

1. Yiu G et al. *Clin Ophthalmol*. 2024;18:1679-1690.

● Patient wait times in office

[REVEAL ANSWER](#)