

MODULE 4:

Managing Patient Access to Therapy



REGENERON®

All trademarks are property of their respective owners.

© 2025 Regeneron Pharmaceuticals Inc. All rights reserved. 06/2025 US.OPH.25.06.0008



GET STARTED

Table of Contents

Buy & Bill Model >

Regeneron's Commitment >

Patient Financial Responsibility >

Working With Your Representative >

Knowledge Check >

<
BACK

Purpose of This Module

The purpose of this module is to highlight information on patient access to anti-VEGF therapies, including:

- Potential challenges with access and reimbursement
- Regeneron's commitment to supporting patients and providers
- Resources for providers and their eligible patients
- Approaches for liaising with your Regeneron representatives

How to Use This Guide

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



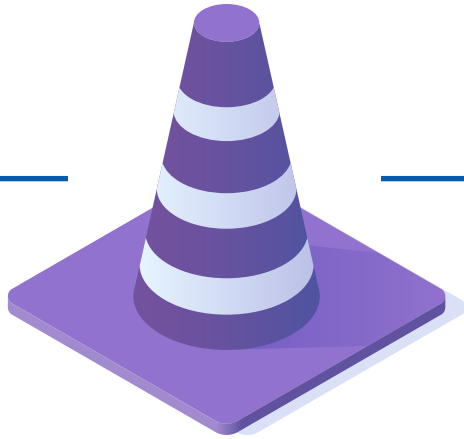
The Key icon provides you with a key takeaway.



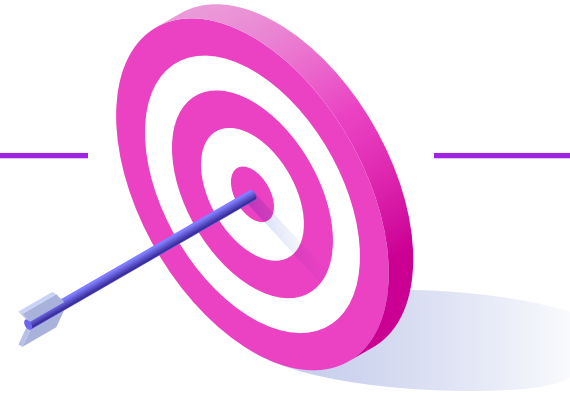
The Light Bulb icon alerts you to important insights.

>
NEXT

Helping to Ensure Patient Access to Anti-VEGF Therapy for Clinics Using the Buy & Bill Model¹⁻⁷



Barriers



Solutions



BACK



NEXT

VEGF = vascular endothelial growth factor.

1. ConnectiveRx. Buy and bill specialty drug challenges. Accessed May 25, 2025 <https://www.connectiverx.com/blog/pm360-buy-and-bill-specialty-drug-challenges>

2. Woodke J. How to avoid buy-and-bill drug mistakes. Coding Advisor. 2024;May/June suppl. Accessed May 25, 2025. https://assets.bmctoday.net/retinatoday/pdfs/0524RTBM_CodingAdvisor.pdf **3.** Parker J. The role of buy and bill in the specialty pharmacy landscape. September 6, 2024. Accessed May 25, 2025. <https://www.fishbowlinventory.com/blog/buy-and-bill-specialty-pharmacy>

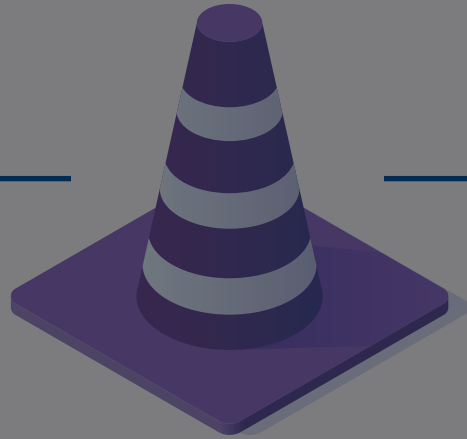
4. Kenney J, et al. Management of patient cost for wet age-related macular degeneration. February 16, 2022. Accessed May 26, 2025. **5.** Marediasoft. AOB in medical billing: understanding its importance and implications. Accessed July 15, 2025. <https://vocal.media/writers/aob-in-medical-billing-understanding-its-importance-and-implications>

6. Wonder Worth Solutions. Patient portals: a game-changer for DME providers and their patients. Accessed July 15, 2025. <https://wonderws.com/patient-portals-a-game-changer-for-dme-providers-and-their-patients/> **7.** American Society of Retina Specialists. Patient assistance programs. 2025. Accessed May 26, 2025. <https://www.asrs.org/patients/patient-assistance-resources>

8. NCDS Medical Billing. Unlocking billing efficiency: the power of patient education for healthcare success. Accessed July 15, 2025. <https://www.ncdsinc.com/unlocking-billing-efficiency-the-power-of-patient-education-for-healthcare-success/>

REGENERON®

Helping to Ensure Patient Access to Specialty Drugs for Clinics Using the Buy & Bill Model



Barriers

The buy & bill approach can present several barriers to access, but solutions are available to help minimize these challenges.¹

1. ConnectiveRx. Buy and bill specialty drug challenges. Accessed May 25, 2025 <https://www.connectiverx.com/blog/pm360-buy-and-bill-specialty-drug-challenges>



Solutions



BACK



NEXT

VEGF = vascular endothelial growth factor.

1. ConnectiveRx. Buy and bill specialty drug challenges. Accessed May 25, 2025 <https://www.connectiverx.com/blog/pm360-buy-and-bill-specialty-drug-challenges>

2. Woodke J. How to avoid buy-and-bill drug mistakes. Coding Advisor. 2024;May/June suppl. Accessed May 25, 2025. https://assets.bmctoday.net/retinatoday/pdfs/0524RTBM_CodingAdvisor.pdf **3.** Parker J. The role of buy and bill in the specialty pharmacy landscape. September 6, 2024. Accessed May 25, 2025. <https://www.fishbowlinventory.com/blog/buy-and-bill-specialty-pharmacy> **4.** Kenney J, et al. Management of patient cost for wet age-related macular degeneration. February 16, 2022. Accessed May 26, 2025. **5.** Marediasoft. AOB in medical billing: understanding its importance and implications. Accessed July 15, 2025. <https://vocal.media/writers/aob-in-medical-billing-understanding-its-importance-and-implications> **6.** Wonder Worth Solutions. Patient portals: a game-changer for DME providers and their patients. Accessed July 15, 2025. <https://wonderws.com/patient-portals-a-game-changer-for-dme-providers-and-their-patients/> **7.** American Society of Retina Specialists. Patient assistance programs. 2025. Accessed May 26, 2025. <https://www.asrs.org/patients/patient-assistance-resources> **8.** NCDS Medical Billing. Unlocking billing efficiency: the power of patient education for healthcare success. Accessed July 15, 2025. <https://www.ncdsinc.com/unlocking-billing-efficiency-the-power-of-patient-education-for-healthcare-success/>

REGENERON®

Helping to Ensure Patient Access to Anti-VEGF Therapy for Clinics Using the Buy & Bill Model¹⁻⁷



Barriers



Risk: Important to understand inventory cycle and the timeline of the process to determine benchmarks for things like: stock on hand, ordering strategy, claims submission cadence, follow-up, patient responsibility collection policies¹



Denials: Delay in cash flow that could pose a potential concern if the risk is not effectively managed²



Administrative: May need to consider other options to assist the management of claims and patient support such as technology³



Affordability: Developing processes for providing appropriate feedback and support to patients, front desk, clinical staff, and owners is essential⁴



BACK



NEXT

VEGF = vascular endothelial growth

1. ConnectiveRx. Buy and bill special

2. Woodke J. How to avoid buy-and-

pdfs/0524RTBM_CodingAdvisor.pdf

fishbowlinventory.com/blog/buy-and-bill-specialty-pharmacy 4. Kenney J, et al. Management of patient cost for wet age-related macular degeneration. February

16, 2022. Accessed May 26, 2025. 5. Marediasoft. AOB in medical billing: understanding its importance and implications. Accessed July 15, 2025. <https://vocal.media/writers/aob-in-medical-billing-understanding-its-importance-and-implications>

6. Wonder Worth Solutions. Patient portals: a game-changer for DME providers and their patients. Accessed July 15, 2025. <https://wonderws.com/patient-portals-a-game-changer-for-dme-providers-and-their-patients/>

7. American Society of Retina Specialists. Patient assistance programs. 2025. Accessed May 26, 2025. <https://www.asrs.org/patients/patient-assistance-resources>

8. NCDS Medical Billing. Unlocking billing efficiency: the power of patient education for healthcare success. Accessed July 15, 2025. <https://www.ncdsinc.com/unlocking-billing-efficiency-the-power-of-patient-education-for-healthcare-success/>

REGENERON®

Helping to Ensure Patient Access to Anti-VEGF Therapy for Clinics Using the Buy & Bill Model¹⁻⁷



Solutions



Greater Access to Specialty Pharmacies: Assignment of benefits (AOB) can facilitate coordination with specialty pharmacies, helping to ensure timely delivery of medications and reducing logistical hurdles. AOB also allows clinics to bill insurance companies directly, reducing the burden on patients to pay upfront and seek reimbursement later.⁵



Leveraging technology: Providing portal assistance allows patients and providers to track claims, verify insurance coverage, and communicate in real time about financial responsibilities. Integrating electronic prior-authorization systems and automated billing solutions can help reduce administrative burdens and enhance reimbursement timelines.⁶



Assistance programs: Practices can liaise with pharmaceutical manufacturers, nonprofit organizations, and patient advocacy groups to identify financial assistance programs that help bridge coverage gaps.⁷



Patient education: Clear communication about copays, deductibles, and out-of-pocket costs enables informed decision-making. Providing educational materials and offering one-on-one financial counseling can help patients navigate the complexities of their benefits and explore available assistance options.⁸



BACK



NEXT

VEGF = v

1. Conne

2. Wood

pdfs/05

fishbowl

16, 2022.

writers/c

their patients. Accessed July 15, 2025. <https://wonderws.com/patient-portals-a-game-changer-for-dme-providers-and-their-patients/> 7. American Society of Retina

Specialists. Patient assistance programs. 2025. Accessed May 26, 2025. <https://www.asrs.org/patients/patient-assistance-resources> 8. NCDS Medical Billing. Unlocking

billing efficiency: the power of patient education for healthcare success. Accessed July 15, 2025. [https://www.ncdsinc.com/unlocking-billing-efficiency-the-power-of-](https://www.ncdsinc.com/unlocking-billing-efficiency-the-power-of-patient-education-for-healthcare-success/)

[patient-education-for-healthcare-success/](https://www.ncdsinc.com/unlocking-billing-efficiency-the-power-of-patient-education-for-healthcare-success/)

REGENERON®

Providers Should Be Aware of Various Payer Utilization-management Strategies That May Impact Patient Access to Therapy¹⁻⁴

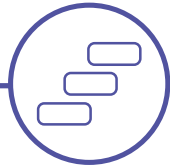


BACK



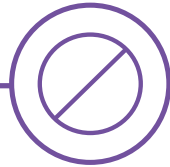
Prior Authorization¹

Requires providers to establish eligibility and obtain approval from payers before treatment is delivered to qualify for payment; can cause a delay in access to treatment



Step Therapy¹

Requires a trial of a less expensive agent or biosimilar before a reference or branded agent



NDC Blocks^{2,3}

Formulary exclusions preventing access to a specific drug or requiring cash payment



Quantity Limits⁴

A restriction on the number of doses that a payer will cover during a specific period of time, which sometimes creates barriers for patients who need additional doses due to medical necessity



Enhanced Reimbursement⁵

A mechanism to gain adoption of biosimilars through reduced pricing in the biosimilar compared to its reference product



NEXT

ASP = average sales price; NDC = National Drug Code.

¹. Turner A, et al. Impacts of prior authorization on health care costs and quality. November 2019. Accessed May 26, 2025. <https://www.nihcr.org/wp-content/uploads/Altarum-Prior-Authorization-Review-November-2019.pdf> ². Greenwalt L. Payer controls: goodbye, old assumptions for access and uptake. September 28, 2021. Accessed March 26, 2025. <https://www.iqvia.com/locations/united-states/blogs/2021/09/payer-controls-assumptions-for-access-and-uptake> ³. AmerisourceBergen. Skyrocketing growth in PBM formulary exclusions continues to raise concerns about patient access. May 2022. Accessed May 26, 2025. https://www.xcenda.com/-/media/assets/xcenda/english/content-assets/white-papers-issue-briefs-studies-pdf/xcenda_pbm_exclusion_may_2022.pdf ⁴. CoverRight. Quantity limit – understanding prescription medication restrictions. Accessed May 26, 2025. <https://coverright.com/knowledge/glossary/quantity-limit/> ⁵. Niyogi S, et al. Biosimilars in the U.S.: reimbursement and impacts to uptake. 2021. Accessed May 26, 2025. <https://adoptbiosimilars.org/wp-content/uploads/2023/06/biosimilars-in-the-us-reimbursement-and-impacts-to-uptake.pdf>

REGENERON®

Key Insurance Time Frames for Provider Awareness



Open Enrollment

Period during which patients may switch to a new plan or insurance type

Medicare¹

October 15 – December 7

Medicare Advantage¹

January 1 – March 31

[Health Insurance Marketplace²](#)

November 1 – January 15



Annual Reverification³

Period during which existing plans may change coverage for patients, potentially impacting current therapies

Requires providers to ensure or “reverify” that coverage for current therapy is not changed

Occurs January through March

Helpful Tips³

1. Get ahead: Make a habit of asking about any known insurance changes each November/December
2. Leverage resources: Consider manufacturer hubs and technology (eg, patient engagement software) for assistance
3. Communicate early and often: Make sure patients know of any potential issues and reach out to make a plan to mitigate potential care disruptions
4. Providers need to understand what insurance patients have and be prepared to discuss the difference between traditional Medicare and Medicare Advantage⁴

<
BACK

>
NEXT

1. Medicare.gov. Joining a plan. Accessed March 26, 2025. <https://www.medicare.gov/basics/get-started-with-medicare/get-more-coverage/joining-a-plan> 2. Centers for Medicare & Medicaid Services. A quick guide to the Health Insurance Marketplace. Accessed May 26, 2025. <https://www.healthcare.gov/quick-guide/one-page-guide-to-the-marketplace/> 3. Delatore M. 4 ways to support patients navigating annual benefits changes. Accessed July 15, 2025. <https://insights.covermymeds.com/healthcare-industry/patient-support-services/4-ways-to-support-patients-navigating-annual-benefits-changes> 4. Medicare.gov. Understanding Medicare Advantage plans. Accessed March 27, 2025. <https://www.medicare.gov/publications/i2026-understanding-medicare-advantage-plans.pdf> 5. Healthcare.gov. A quick guide to the Health Insurance Marketplace. Accessed July 15, 2025. <https://www.healthcare.gov/quick-guide/one-page-guide-to-the-marketplace/> 6. American Medical Association. Understanding the Affordable Care Act. Accessed July 15, 2025. <https://www.ama-assn.org/health-care-advocacy/access-care/understanding-affordable-care-act>

REGENERON®

Key Insurance Time Frames for Provider Awareness



BACK

The Health Insurance Marketplace refers to government-sponsored plans created by the Affordable Care Act. To be eligible for the Marketplace, patients must^{5,6}:

- Live in the United States (US)
- Be a US citizen or national or be a lawfully present noncitizen in the US
- Not be incarcerated
- Not be currently covered by employer plan, Medicare, Medicaid, or any other qualifying health coverage



Helpful Tips³

1. Get ahead: Make a habit of asking about any known insurance changes each November/December
2. Leverage resources: Consider manufacturer hubs and technology (eg, patient engagement software) for assistance
3. Communicate early and often: Make sure patients know of any potential issues and reach out to make a plan to mitigate potential care disruptions
4. Providers need to understand what insurance patients have and be prepared to discuss the difference between traditional Medicare and Medicare Advantage⁴



NEXT

1. Medicare.gov. Joining a plan. Accessed March 26, 2025. <https://www.medicare.gov/basics/get-started-with-medicare/get-more-coverage/joining-a-plan> 2. Centers for Medicare & Medicaid Services. A quick guide to the Health Insurance Marketplace. Accessed May 26, 2025. <https://www.healthcare.gov/quick-guide/one-page-guide-to-the-marketplace/> 3. Delatore M. 4 ways to support patients navigating annual benefits changes. Accessed July 15, 2025. <https://insights.covermymeds.com/healthcare-industry/patient-support-services/4-ways-to-support-patients-navigating-annual-benefits-changes> 4. Medicare.gov. Understanding Medicare Advantage plans. Accessed March 27, 2025. <https://www.medicare.gov/publications/i2026-understanding-medicare-advantage-plans.pdf> 5. Healthcare.gov. A quick guide to the Health Insurance Marketplace. Accessed July 15, 2025. <https://www.healthcare.gov/quick-guide/one-page-guide-to-the-marketplace/> 6. American Medical Association. Understanding the Affordable Care Act. Accessed July 15, 2025. <https://www.ama-assn.org/health-care-advocacy/access-care/understanding-affordable-care-act>

REGENERON®

Confidence in Patient Access to Therapy



Regeneron Patient Support Services



Commercial Copay Card Programs



Patient Assistance Programs



BACK

Regeneron's Commitment

Click on each icon to learn more about Regeneron's commitment to ophthalmology



NEXT



**Visionary
Leadership**

Revolutionizing the
clinical paradigm



**Enduring
Support**

Long-standing
partner in care



**Industry-leading
Education Programs**

Improving customer knowledge of the
evolving access landscape in ophthalmology

REGENERON®

Confidence in Patient Access to Therapy



Regeneron Patient Support Services



- **Two decades** of commitment to providers and patients worldwide
- **Over 20** large clinical trials and world-class novel platform technologies driving the future of new therapies
- **Growing ophthalmology pipeline** addressing multiple diseases with high unmet need for adults and children



Regeneron. Ophthalmology. Accessed July 15, 2025.

<https://www.regeneron.com/science/research-development/ophthalmology>



Patient Assistance Programs

Commitment

Regeneron's commitment to ophthalmology



Enduring Support

Long-standing partner in care



Industry-leading Education Programs

Improving customer knowledge of the evolving access landscape in ophthalmology

Visionary Leadership

Revolutionizing the clinical paradigm



BACK



NEXT

REGENERON®

Confidence in Patient Access to Therapy



Regeneron Patient Support Services



Commercial Copay Card Program



BACK

Regeneron

Click on each icon to learn more about



Visionary Leadership

Revolutionizing the clinical paradigm

- **Long-standing support** of patient advocacy groups and professional societies including ASRS and AAO¹
- **Deep commitment** to supporting provider education and tools to help address patient care²
- **Patient education** resources³

AAO = American Academy of Ophthalmology; ARVO = Association for Research in Vision and Ophthalmology; ASRS = American Society of Retina Specialists; CME = continuing medical education.

¹. Regeneron. Striving for impact through responsibility. Accessed July 15, 2025. <https://www.regeneron.com/stories/impact-responsibility> ². Regeneron. The future of medicine. Accessed July 15, 2025. <https://www.regeneron.com/about/grants> ³. EYLEA HD. Digital resource library. Accessed July 15, 2025. <https://www.eyleahd.com/resource-library>

Enduring Support

Long-standing partner in care

Industry-leading Education Programs

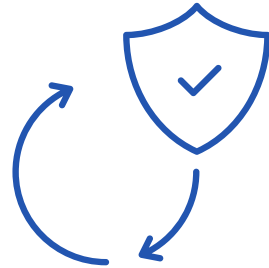
Improving customer knowledge of the evolving access landscape in ophthalmology

REGENERON[®]

Understanding Patient Financial Responsibility



Click each icon below to learn more



**Copay
Determination**



**Independent Charitable
Foundation Overview**



**Considerations for
Understanding Independent
Charitable Foundations**



BACK



NEXT

How Copays Are Determined for Anti-VEGF Therapy Based on Type of Insurance



Traditional Medicare (Part B)^{1,2}

- Covered under Medicare Part B, as anti-VEGF injections are considered outpatient treatments
- Patients typically pay 20% coinsurance after meeting the annual deductible of \$257; however, costs may be higher depending on your income.
- Medigap (Supplemental Insurance) may help cover out-of-pocket costs
 - Nationally ~84% of patients with Traditional Medicare also have Supplemental
- No annual out-of-pocket maximum

Medicare Advantage (Part C)³

- Coverage varies by plan and provider network
- Some plans may have fixed copays per injection, while others require coinsurance
- Prior authorization may be required for coverage
- Plans have a yearly limit on what patients pay for covered Part A and Part B services (with different limits for in-network and out-of-network services). Once a plan's limit is reached, patients pay nothing for covered services for the rest of the year.
 - Maximum Out-of-Pocket costs are capped at \$9,350 for in-network services, but individual plans may have lower limits

Commercial Insurance Plans⁴

- Some pharmaceutical companies offer commercial copay card programs that provide assistance for product-specific copays, coinsurance, and deductibles

VEGF = vascular endothelial growth factor.

1. healthgrades. Your guide to Medicare Part B costs. Accessed June 8, 2025. <https://resources.healthgrades.com/right-care/medicare/medicare-part-b-costs>

2. BlueCross BlueShield/Medigap (Medicare Supplement). Accessed June 8, 2025. <https://www.bcbs.com/explore-affordable-health-plans/medicare/medigap>

3. Medicare.gov. Understanding Medicare Advantage plans. Accessed June 8, 2025. [https://www.medicare.gov/publications/12026-understanding-medicare-](https://www.medicare.gov/publications/12026-understanding-medicare-advantage-plans.pdf)

[advantage-plans.pdf](https://www.medicare.gov/publications/12026-understanding-medicare-advantage-plans.pdf) **4.** Regeneron Pharmaceuticals, Inc. Financial support for EYLEA HD and EYLEA. Accessed June 8, 2025. <https://www.eyleahd.com/webruntime/org-asset/c9bdfd98cc/resource/081Dp000001qH15/EYLEA4U-Patient-Brochure.pdf>



BACK



NEXT

Understanding Patient Financial Responsibility



Independent Charitable Foundations for Specialty Drugs



Need for charitable assistance

- Patients enrolled in Medicare Part D and other federally funded insurance programs are ineligible for manufacturer assistance and may need support from independent charitable patient assistance foundations or other means¹
- Even with Medicare reforms, many adults still find it difficult to afford out-of-pocket drug costs¹

Independent foundations not always open

- While demand for charitable foundation support continues to grow, foundations are facing a number of macroeconomic challenges that can impact available funds, making it harder for patients to receive financial assistance²
- Patients who previously relied on foundation assistance may now face higher personal expenses, potentially delaying or foregoing treatment³

Restrictions on eligibility

- Some foundations have eligibility criteria that may limit access to financial aid for certain conditions or insurance types³

¹. PAN Foundation. The need for patient assistance programs. Accessed June 7, 2025. <https://www.panfoundation.org/the-need-for-patient-assistance-programs/> ². Atlas Health. New challenges faced by charitable copay assistance foundations. September 28, 2023. Accessed June 7, 2025. <https://atlas.health/blog/new-challenges-faced-by-charitable-copay-assistance-foundations> ³. PAN Foundation. What are charitable patient assistance foundations? Accessed June 7, 2025. <https://www.panfoundation.org/resources/patient-assistance-organizations>



BACK



NEXT

Understanding Patient Financial Responsibility



Gaps in Understanding Independent Charitable Foundations

Insurance type variability

- Patients may struggle to understand differences between commercial insurance, Medicare fee-for-service, and Medicare Advantage, leading to confusion about coverage and costs¹

Prior authorization complexity

- Government insurance programs like traditional Medicare, Medicare Advantage, and Medicaid have specific prior authorization rules that differ from private insurance plans. These regulations add another layer of complexity for providers and patients trying to access care²

Patient awareness of assistance programs is low

- A recent poll from the PAN Foundation found that nearly half (48%) of patients said their healthcare providers did not discuss financial assistance programs that could lower their treatment costs³

¹. Medicare.gov. Understanding Medicare Advantage plans. Accessed June 7, 2025. <https://www.medicare.gov/publications/12026-understanding-medicare-advantage-plans.pdf> ². Browning N. The billing bottleneck: how Medicare Advantage insurers use prior authorization. April 3, 2024. Accessed June 7, 2025. <https://idi.upenn.edu/our-work/research-updates/the-billing-bottleneck-how-medicare-advantage-insurers-use-prior-authorization/> ³. PAN Foundation. More conversations needed between patients and providers about healthcare access and affordability. May 30, 2025. Accessed June 7, 2025. <https://www.panfoundation.org/more-conversations-needed-between-patients-and-providers-about-healthcare-access-and-affordability/>



BACK



NEXT

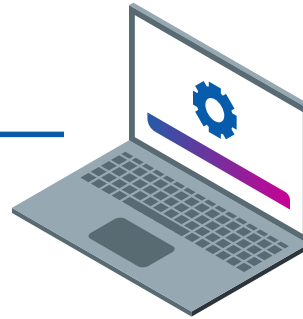
Confidence in Patient Support Services



Working With Your Regeneron Representative



Regeneron is committed to supporting patient access to therapy



Regeneron continues to provide information related to access and reimbursement



Reach out to your Regeneron contact for more information about patient access and treatment affordability



BACK



NEXT

Reimbursement Support



Regeneron supports access to therapies for patients and their providers¹

- Regeneron can help with:
 - Benefit verification/reverification
 - Prior authorization support
 - Patient Support Services Information



In-office support

- Your dedicated Reimbursement Business Manager and Medical Specialist are available to speak or meet with you in person when needed²



Eligible patients who need help paying for their out-of-pocket costs can also directly apply for assistance through independent charitable foundations^{3*}

- Charitable foundation information is available for eligible patients



BACK



NEXT

*Independent charitable foundations have their own rules for eligibility and benefits. Regeneron does not influence or control the operations of independent charitable foundations and cannot guarantee assistance will be provided.

¹. Regeneron. EYLEA Appointment and treatment tips. Accessed July 15, 2025. <https://eylea.us/s/appointment-and-treatment-tips> ². EYLEA4U: A comprehensive patient support program. ³. Financial Support for EYLEA HD and EYLEA. Accessed July 15, 2025. <https://www.eyleahd.com/webruntime/org-asset/felb7e3325/resource/081Dp000001qHI5/EYLEA4U-Patient-Brochure.pdf>

REGENERON®

Knowledge Check



<
BACK

What are significant barriers to patient access to anti-VEGF therapies?

- Lack of FDA approval for these treatments
- High cost
- Limited insurance coverage
- Ineffectiveness in treating retinal diseases
- Lack of clinical trials supporting their use

REVEAL ANSWER

Knowledge Check



Knowledge Check Answer



- The cost of anti-VEGF therapies and limited insurance coverage create significant barriers for patients in need of these treatments. Since these treatments often require repeated injections over months or years, the cumulative expense can be significant for patients.¹
- Efforts to address these barriers include patient assistance programs and financial support initiatives offered by pharmaceutical companies and charitable organizations. These programs aim to help reduce the financial burden for eligible patients.¹

VEGF = vascular endothelial growth factor.

1. Rocha J, et al. Trends, geographical variation and factors associated with the use of anti-VEGF intravitreal injections in Portugal (2013–2018): a retrospective analysis of administrative data. *BMJ Open*. 2022;12:e055478. doi:10.1136/bmjopen-2021-055478



BACK