

Disclosure of Payments to Individual Healthcare Professionals

What is healthcare professional (HCP*) disclosure?

Since 2012, pharmaceutical companies in the UK have disclosed the number of healthcare professionals they work with, the total amount paid for fees for service and sponsorship to attend educational meetings. Pharmaceutical companies will be required to disclose details of payments on an annual basis, with details of payments made in 2015 being published Thursday, 30th June 2016.

Why do HCPs want to work with Industry?

- The HCP has the opportunity to share skills, knowledge and resources with individuals from a company who are dedicated to a disease area
- The company can provide the funds for the expert to conduct educational meetings that the NHS may not be able to afford, and therefore improve clinical knowledge and patient care
- Within their role, in academia or the NHS, it is the experts responsibility to raise their profile and that of their institution, CCG or hospital, as a leading force in the medical care and research they provide.
- Transfer of knowledge around the world is a privilege and a responsibility. Experts from the UK may be asked to give presentations in other countries, with their time and travel funded by the company. This raises the profile of UK medicine and provides education in countries that may not have the same medical expertise.
- Funding from industry enables HCPs to attend medical and scientific congresses that could not be funded by the NHS. This Provides the opportunity for HCPs to collaborate/network with other international experts and bring new evidence and advances in medicine back to the UK, to clinical practice and in order to enhance the care of their patients

Why does the HCP need to be paid?

Training to become a doctor, nurse or pharmacist and an expert in a particular field of medicine takes many years and, to reach the top of the profession, requires dedication and sacrifice. Payment is therefore fair and appropriate for any work conducted. Advisors in any other industry e.g. lawyers or financial advisors charge for expert advice, and often, at levels much higher than those associated with any industry payments to HCPs

The interactions between the pharmaceutical industry and HCPs are regulated by a clear framework of standards and documented in a formal agreement. Within the boundaries of this framework, it is entirely appropriate for HCPs to be fairly compensated for their time and expertise.

Are doctors paid to talk about a company's medicine?

HCPs who are experts in their field can be reimbursed for their time to prepare and deliver educational meetings. This can include talks about a company's medicine or new evidence in the disease area. Such events provide HCPs with the opportunity to learn about the clinical evidence from a more experienced clinician and help to ensure the right patients get the right medicines and are monitored correctly. The NHS cannot afford to pay for education on all new products, or all new NICE recommendations, so the industry plays an important role in filling this gap. Any communication made about a prescription medicine is tightly regulated and must be evidence based, be fair, balanced and not over exaggerate the benefits of a medicine. Side effects must also be clearly communicated. Communications about a medicines can only be made in line with the approved medical use (the product indication). Often, the medicine is NICE approved with clear benefits for patients whilst also being considered a cost effective use of NHS resources.

After the many years of research and investment, we want to ensure our medicines are used appropriately and reach the patients who will benefit from them. This occurs through our work with healthcare professionals

Why does Servier work with healthcare professionals?

Innovation and collaboration are key to addressing some of the unprecedented challenges our healthcare system faces. At Servier, we work with leading national and international experts, qualified and experienced to provide advice to Servier and other HCPs. These experts have in-depth knowledge of the evidence for all medicines in their field, and have often been involved in the research of many medications, not just those of Servier.

Expert HCPs may be used as consultants, in the same way other bodies may require expert advice. This may be:

To provide advice

- HCPs may provide advice to Servier, for example, on how the company could support HCPs and patients in the appropriate use of a medicine

To educate

- We help to deliver educational meetings across the country so HCPs can keep their knowledge of new medicines and evidence up to date so that if a patient needs a medicine, their doctor will be familiar with how and when to prescribe it. Speakers will be reimbursed for their time and the preparation needed to deliver their presentations

To share knowledge

- We provide sponsorship for HCPs to attend national and international meetings. These meetings are where the latest evidence and research is presented and therefore allows the HCP to bring gain the most up to date knowledge and skills and bring them back to the UK to benefit patients. Support may be in terms of paying registration fees and the costs of accommodation and travel. Again, funding that may not be available via the NHS or institution.

Servier are proud to work with healthcare professionals and value the advice and knowledge they share with us. Such work enhances the care of patients around the world.

How do patients benefit from HCPs working with industry?

- It would be unfortunate if a patient was not prescribed a necessary medicine, a medicine that may improve their condition and daily life, because the company who developed it has not done all they can to support and educate doctors in how to use the medicine.
- There is a constant need for new medicines and for better treatments, at the same time these are wanted quickly. If the industry did not work with the clinicians who treat the patients, the medicine development process could be much longer and the resulting treatment may not truly meet the needs of the patient.
- Even once a medicine is available, it takes time for clinicians to become familiar with a new medicine. We feel it is our responsibility to support this education, to facilitate the transfer of experience from one clinician to another and to help ensure that the patients who need a medicine, will get it.
- Servier is proud to be able to support the transfer of knowledge around the world. In the UK we are fortunate to have world class experts in a variety of disease areas. We support the travel of experts to different countries, providing an opportunity for other countries (and patients) to benefit from the medical expertise we have in the UK.
- Local institutions and NHS centres do not have the funds to pay for their experts to travel around the world. We are able to provide support to attend medical congresses, where clinicians can learn about the latest research and learn new skills. This knowledge and these new skills can then be used to enhance patient care in the UK.

For further information on HCP payment disclosures or the ABPI Code of Practice please go to www.abpi.org.uk or email info@abpi.org.uk



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Servier Laboratories Ltd is a subsidiary of the French pharmaceutical company Les Laboratoires Servier.

As an independent research foundation of scientists, with no shareholders, revenue from the sales of our medicines is reinvested into research. Research is currently underway in the fields of oncology, cardiovascular disease, diabetes, neurology and rheumatology.

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