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INTRODUCTION

Payer research provides essential insights that complement clinical development, commercialization and product launch by reflecting real-world decision-making processes and payer perspectives. It plays a vital role in uncovering factors influencing market access, pricing strategies, and reimbursement pathways; however, challenges remain in capturing accurate and actionable payer data efficiently and consistently. **Utilization of the PayerPro360 platform can overcome these challenges for real-time payer engagement. Key advantages of the platform include data accuracy, speed, and cost efficiency.**

OBJECTIVE

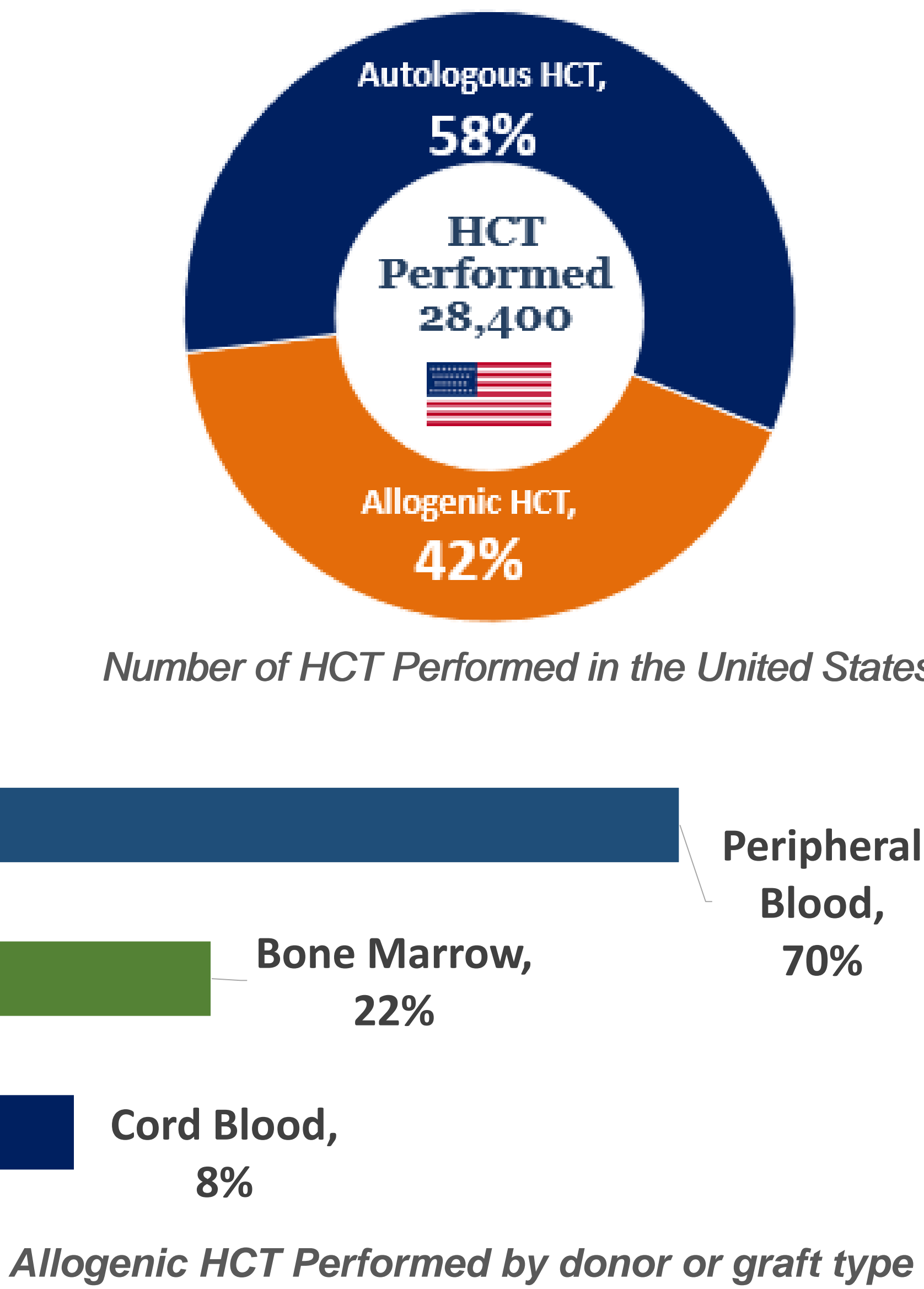
Hematopoietic cell transplantation (HCT) is a widely used procedure for acquired and congenital hematologic malignancies. Given the life-saving role of HCT but high morbidity due to complications, this research explores the patient burden of HCT in the United States.

METHOD



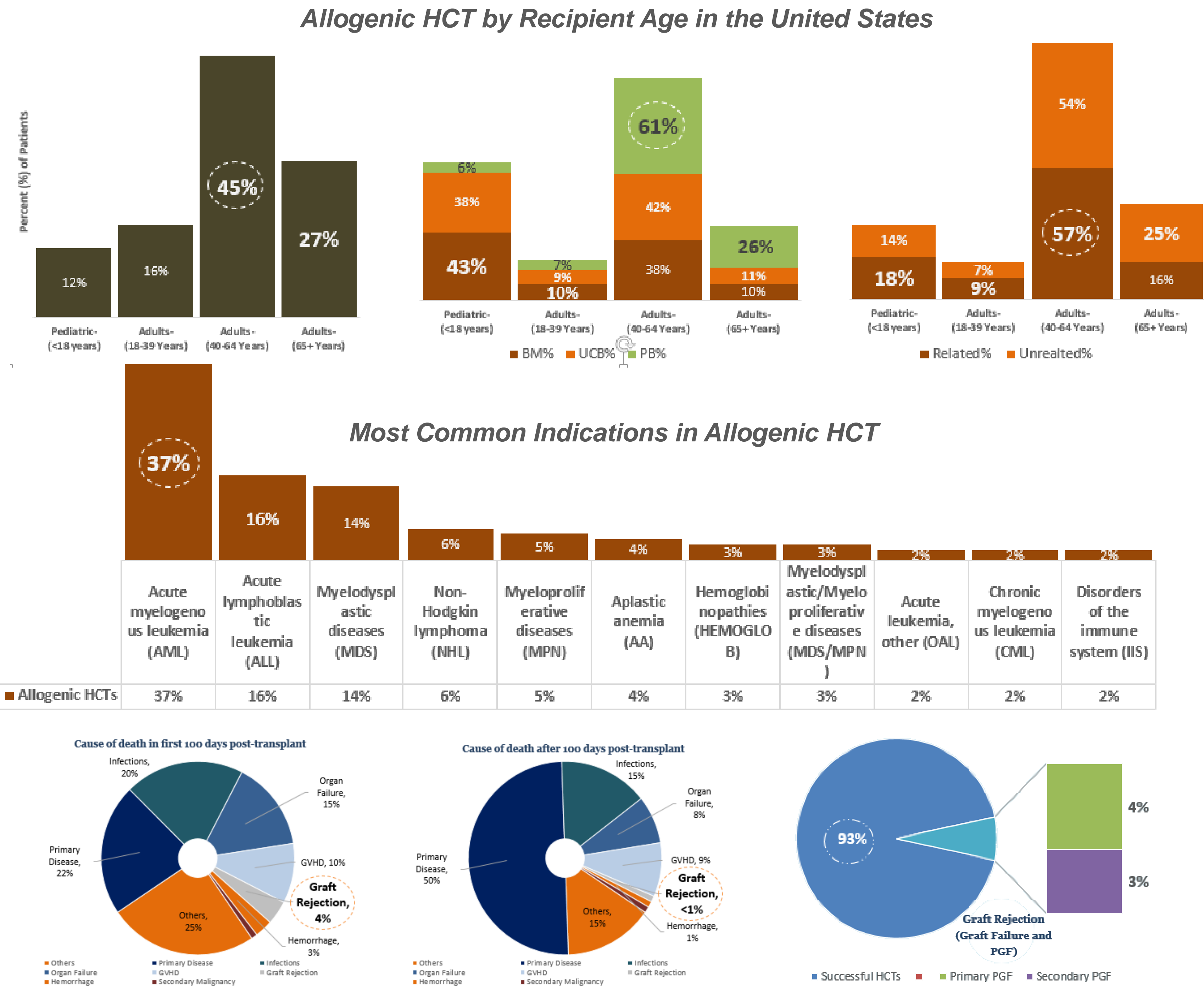
- The study utilized **eQuantX's PayerPro360 platform** for real-time and up-to-date data collection from payer research. The process involved the following stages:
- Payer Selection and Engagement:** Identified a representative sample of private and institutional payers, prioritizing those with relevant insights on HCT to ensure varied perspectives. Ten private and institutional payers in the United States were interviewed in 2022.
  - Survey and Questionnaire Design:** Developed targeted questions focusing on patient burden, reimbursement challenges, and coverage criteria, which were optimized for precise and actionable payer responses.
  - Direct Digital Engagement:** Used PayerPro360's automated interface to capture responses in real-time, minimizing delays and misinterpretations common in telephonic research.
  - Reporting and Strategic Recommendations:** Summarized findings after data analysis and insight extractions to evaluate the burden of HCT.

RESULTS



- In 2021, approximately 28,400 HCTs being performed, out of which about 42% (i.e., 11,786) were allogeneic HCTs
- Approx. 70% of the allogeneic HCT in the US showing trend toward the use of peripheral blood cells
- Haplo-related transplants often lead to high incidences of graft rejection and graft versus host disease (GVHD)
- About half of the Allo-HCT is performed in patients aged between 40-60 years
- About half of the Allo-HCT indication belongs to Leukemia-AML and ALL
- About half of the deaths in post-HCT patients are due to their primary disease and infection
- Incidence of poor graft function in Allo-HCT patient is 7%, leading to an incomplete recovery

"Approximately 28,000 HCTs were performed in the U.S., with around 42% being allogeneic HCTs. Notably, nearly three-fourths of these allogeneic transplants used peripheral blood cells, which has implications for both outcomes and risk factors. Most of these procedures are performed in patients over 40, primarily for leukemia indications.".....Senior Director, Pharmacy Strategy, Boston Medical Center



CONCLUSIONS

This study focuses on Hematopoietic Cell Transplantation (HCT) and involves a comprehensive analysis of overall patient burden, transplants by donor or graft type, and trends in donor types, with distinctions based on HLA-matching. The study also explores allogeneic HCT data segmented by recipient age, common indications for HCT, adult allogeneic HCT-related mortality, and cases involving graft failure, rejection, and poor graft function. In 2021, the transplant rates for overall HCT and allogeneic HCT in the U.S. were 843 per 10 million and 350 per 10 million population, respectively. GvHD and PGF are life-threatening complications post HCT, and primary PGF had a similar incidence as to secondary PGF.

PayerPro360 platform enables efficient payer research and deep-dive insights into HCT epidemiology data, enhancing understanding of HCT patient burden, supporting peak market share estimation, market assessment, and patient forecasting for various rare HCT indications.

REFERENCES

Payer-based primary market research for 10 private and institutional payers in the United States.

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