

# 3<sup>rd</sup> International Conference and Exhibition on **Biowaivers, Biologics & Biosimilars**

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### **Increasing access with biosimilars**

Access is a function of accessibility (or reach), availability, acceptability (quality) and affordability. Developed nations have most dimensions addressed, leaving scope for improvement on affordability (yes, even where insurance exists) while developing nations face challenges along all dimensions

Drugs enter the Access Ecosystem only on availability and affordability – ie

- Are the drugs required to treat patients available where and when patients need them?
- Are the drugs affordable to the entire population?

When we look at India today, even if biosimilars were to be easily available and somewhat affordable, we need to ask ourselves:

- How do we make sure there are enough physicians and paramedical staff to diagnose and treat patients with biologicals?
- How do we make sure that patients are getting the right treatments at the right time in the correct doses?
- How do we make sure that biologicals reach patients/hospitals where used/administered?
- How do we ensure that they are stored correctly through out their journey from the distributor to the end patient?
- Are we truly bring them within the reach of many and not just beyond the privileged few?
- What are the measures we have in place to make sure that the drugs are safe for patients to use?

Only if we are addressing these questions will the true value of biosimilars be fully realised

### **Biography**

Steven Lehrer is a proven business leader having 25 years of experience in commercializing multiple life science technologies. During this period, he started and built businesses in both small and large companies. Steve has extensive international experience in leading businesses, creating alliances / partnerships in several world areas. After having completed his bachelors in Science from University of Maryland, Steve went on to earn an MBA from the renowned Harvard School of Business. Steve has worked in Proctor and Gamble, McKinsey and Monsanto during the initial years of his career before embarking onto a career helping set up and build business in biotechnology for numerous organisations across the globe.

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