



OF ACCESS





TENS OF MILLIONS OF AMERICANS ENTRUST THEIR HEALTH TO GENERICS AND BIOSIMILARS. THIS PUBLICATION INTRODUCES YOU TO SOME OF THEM.

Thanks to generic and biosimilar medicines, the U.S. health care system saved \$338 billion in 2020, and nearly \$2.4 trillion in the last decade. Generic medicines fill nine out of 10 prescriptions in the U.S. but are responsible for only 18% of the country's spending on drugs. While costly brand-name products account for the bulk of pharmaceutical spending, AAM member companies bring costs down. During a time when we all have gained a greater appreciation of health and health care, I am honored to take part in this work.

Physicians, pharmacists, patients and caregivers across the country trust generics and biosimilars. Here are their stories, in their own words—along with perspectives from health care professionals and the AAM team.



A handwritten signature in black ink that reads "Dan Leonard". The signature is fluid and cursive.

Dan Leonard
President & CEO, Association for Accessible Medicines

ACCESS IS OUR COMMITMENT

Fresenius Kabi's Shanu Khanuja understands the importance of health and health care. Her mother passed away in 2013, and four years later, after a routine mammogram, she received a diagnosis of stage 3 breast cancer. "Thanks to a good treatment plan that included generics, I am a survivor," she says. Both her parents are physicians, so health care has always been very close to home. Today she is part of the effort to bring biosimilars to the market for U.S. patients with cancer and other serious conditions. Some of those patients will receive the biosimilar that's based on the biologic drug that Khanuja took.

"These medicines truly make the difference between life and death. Patients, their families and their doctors are counting on the quality of the products my company manufactures," she says. "We take that commitment seriously, because we care, and because we are patients too."



SHANU KHANUJA
DIRECTOR, MARKETING EXCELLENCE
BIOSIMILARS AT FRESENIUS KABI



A woman with short, curly, light-colored hair is smiling warmly. She is wearing a teal quilted jacket with a small logo on the left chest and a matching teal knit hat. She is leaning her arms on a metal railing. The background is a blurred city street with multi-story buildings and a crowd of people.

“GENERIC'S KEEP MY
GREAT LIFE GOING.”

GENERICS PATIENT

K.C.

73 | Seattle, WA

HIGH BLOOD PRESSURE / HIGH CHOLESTEROL

On a birthday trip to Chicago, KC found herself in the emergency room with a diagnosis of “off the charts” high blood pressure. Her doctor prescribed a few generic medicines that help her manage her condition. “It’s just not an issue for me anymore,” KC says. “I’m on Medicare, and when I pick up my prescriptions, it doesn’t cost me anything. That’s a pretty good deal.”





ACCESS TO BIOSIMILARS IS WITHIN REACH

“At Kaiser Permanente, we review all the evidence to ensure that our patients have access to high-quality and safe therapeutics,” says Dr. Sameer Awsare, associate executive director for The Permanente Medical Group, where he oversees pharmacy, adult and family medicine and opioid initiatives, among other operations.

He observes that biosimilars have been thoroughly tested all over the world, including at Kaiser Permanente, and they work the same for the same kind of condition—whether it’s cancer, psoriasis, arthritis or a genetic disorder. “Outcomes are the same for patients taking brand-name biologics and biosimilars,” he says.

“Their safety is the same, too, so patients and physicians should feel comfortable using biosimilars. Furthermore, the evidence shows it’s absolutely safe for a patient to switch from a brand-name biologic to the biosimilar.”



DR. SAMEER AWSARE
ASSOCIATE EXECUTIVE DIRECTOR FOR
THE PERMANENTE MEDICAL GROUP



BIOSIMILARS PATIENT

EILEEN

28 | New York, NY

CROHN'S DISEASE

"I've been fighting Crohn's disease with a biologic medication for as long as I can remember. When I turned 26, I switched health care plans, and the biologic that I had been taking for years wasn't covered anymore, but my doctor knew of a biosimilar that would be. So we made the change, and now I don't pay anything for my infusions. I hope that others can have the same access and that more biosimilars will become available on insurance plans in the future. I can't imagine not having access."



“ I DON'T EVEN NEED TO WORRY ABOUT PAYING SINCE MY PLAN COVERS ALL OF THE COST OF THE INFUSIONS. ”



ACCESS MEANS HEALTH EQUITY

"Medical science has become increasingly disconnected from the promise of health equity in our country," says Linda Goler Blount, President and CEO of Black Women's Health Imperative. "How can patients be helped if they can't access, afford or understand how generic drugs or biosimilar drugs help them? Or worse yet, if they're forced to choose between an expensive name-brand medicine versus affording rent, food or heating their homes." The CEO of the winner of AAM's Champions of Access award adds, "This is a real-world dilemma facing many Black, poor and disenfranchised women in our nation. But there is a solution within reach."

"We can improve access to these safe, effective and affordable drugs. We can counter the misinformation, stigma and confusion around generics by simply educating doctors, pharmacists, policymakers and patients about the value of these medicines. And by informing them, we ensure better care and outcomes for breast and cervical cancers, diabetes, HIV/AIDS and other conditions disproportionately affecting Black women."



LINDA GOLER BLOUNT
PRESIDENT AND CEO OF BLACK
WOMEN'S HEALTH IMPERATIVE

GENERIC DRUG MAKERS DONATE ACCESS

"Three thousand times every single day a patient who lacks health care coverage receives a Dispensary of Hope prescription. A bottle slides across the counter and tears fill a patient's eyes because the amount due rings up as \$0.00. This miracle saves lives and delivers freedom for the uninsured and low-income in our nation.

Dispensary of Hope focuses on helping the most vulnerable, resulting in improved patient outcomes, as well as reductions in the number of hospitalizations and the overall cost of care. We couldn't do this without the generosity of generic drug manufacturers."



CHRISTOPHER PALOMBO
CEO, DISPENSARY OF HOPE







BIOSIMILARS PATIENT

GREG

37 | Los Angeles, CA

ULCERATIVE COLITIS

Steroids were not controlling Greg's ulcerative colitis, so his gastroenterologist put him on a biologic medication. After a while, his insurance plan recommended switching to a biosimilar—a safe, effective alternative to a brand-name biologic. "My doctor was on board," recalls Greg, a weight lifter and pizza fanatic. "I trust my doctor, so I switched to the biosimilar and it's been smooth sailing ever since."



PIZZA

**"I SWITCHED TO THE
BIOSIMILAR AND
IT'S BEEN SMOOTH
SAILING EVER SINCE."**



ACCESS AND THE SOCIAL DETERMINANTS OF HEALTH

The combined impact of the COVID-19 pandemic and the heightened awareness of racial injustice in our country have made it impossible to ignore health inequities faced by minority racial and ethnic populations. According to Brian Lehman, Director, Patient Advocacy and Strategic Alliances, at Sandoz, "We must acknowledge and confront the facts: the total cost of health care continues to steadily rise, and low-income workers—who are disproportionately persons of color or underinsured—often must choose between their health and other necessities."

Lehman says the entire health care ecosystem has a part to play in putting affordable treatments within reach of patients. "Along with federal and state policymakers, providers and payer and patient advocacy groups, the generics and biosimilars industry can advance access."



BRIAN LEHMAN
DIRECTOR, PATIENT ADVOCACY AND
STRATEGIC ALLIANCES AT SANDOZ INC

THE ALL ACCESS PODCAST: TUNE IN!

Only with access to prescription drugs can U.S. patients live life to their fullest potential. Tune in to hear how generic industry leaders and others are advancing the cause of patient access.

Visit [accessiblemeds.org](https://www.accessiblemeds.org) to discover the latest All Access podcasts.





AAM ALL ACCESS WITH VINITA GUPTA

"The first thing I say to anyone who wants to be part of our industry is that there are very few industries that let you do so much good while you are building value for yourself and for shareholders."

VINITA GUPTA, CEO, LUPIN



AAM ALL ACCESS WITH ROBERT POLLOCK

"The generics and biosimilars industry is saving people's lives by making products available so they can take them."

ROBERT POLLOCK, SENIOR ADVISOR, OUTSIDE DIRECTOR TO THE BOARD AT LACHMAN CONSULTANTS



AAM ALL ACCESS WITH AVIK ROY

"Where competition is allowed, we're actually very good at utilizing it to bring costs down."

AVIK ROY, PRESIDENT OF THE FOUNDATION FOR RESEARCH ON EQUAL OPPORTUNITY

AAM ALL ACCESS IS AVAILABLE ON YOUR FAVORITE PODCAST CHANNEL



THE AAM TEAM, ALL ABOUT ACCESS

"At AAM, we measure our impact by the lives we affect. And to do that, we have a strong team working hard every day for patient access to FDA-approved, affordable, effective generics and biosimilars."

JOANNE DUNCAN – CHIEF OPERATING OFFICER

"I wake up each morning thinking about how we can make an impact in the state and national conversations over how best to lower the cost of prescription drugs. To me, it's about making sure more and more policymakers understand that generic and biosimilar medicines are the prescription for savings. That's the point we're trying to drive home."

**ERIK KOMENDANT – SENIOR VICE PRESIDENT,
GOVERNMENT AFFAIRS**

"It's not us vs. them. Everybody wants patients to be able to afford their medicines. That common ground is the starting point."

**KATHERINE MICHELLE RAAB – VICE PRESIDENT, FEDERAL
GOVERNMENT AFFAIRS**

"Having seen communities where lack of access to prescription medicines and pharmaceutical care is impairing people's health, I truly believe in AAM's mission. I'm glad to be part of an established, reliable policy team that's making a difference."

MONÉT STANFORD – DIRECTOR, POLICY

"We're in a constantly changing landscape. Certainly, the way the government looks at the industry is changing. There is a growing understanding that the benefits of innovation have to be balanced with increased savings and access inherent in generic and biosimilar medicines."

JONATHAN KIMBALL – VICE PRESIDENT, TRADE & INTERNATIONAL AFFAIRS

"It's personally meaningful to educate legislators about the value proposition of generic prescription medicines."

PETER KELBEL – MANAGER, FEDERAL AFFAIRS

"Health is a blessing. AAM leadership never loses sight of its mission."

ASHLEE KOONCE – MANAGER, SCIENCES AND REGULATORY AFFAIRS

"I could plan events for anyone, but I stick with AAM because of its mission to make medicines more affordable and accessible."

JENNIFER SOUP – DIRECTOR, MEETINGS & MARKETING

"Each patient is unique. That's why our work matters. I was a practicing pharmacist for over 20 years and in my face-to-face interactions with patients I got to see the daily struggles they go through to get the medicines they need."

LISA PARKS – VICE PRESIDENT, SCIENCES & REGULATORY AFFAIRS

"A lot of people can't afford their medicine. Some companies offer patient-assistance programs, but not everybody fits those. Everyone should have access to the meds they need."

JEWEL SMITH – VICE PRESIDENT, MEMBERSHIP & OPERATIONS

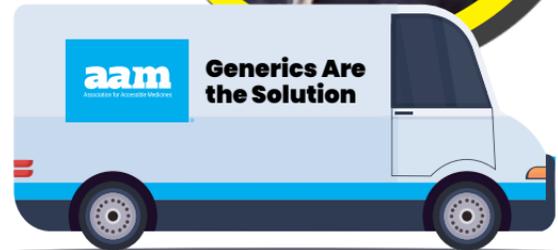
"As a cancer survivor, I know firsthand the importance of biologic and biosimilar medicines, and I firmly believe in increasing access to these life-saving therapies."

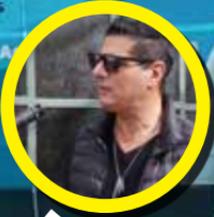
STEVEN SELDE – DIRECTOR, BIOSIMILARS COUNCIL

AAM JOURNEYS ACROSS THE COUNTRY SPEAKING WITH PATIENTS ABOUT THEIR GENERIC MEDICINES

The Generics Are the Solution tour is on the road listening to patients across the nation talk about how generics are essential to their health and their finances.

Learn more and where you can find us at [accessiblemeds.org](https://www.accessiblemeds.org). #GRxSolutionTour.





Generics
Are the Solution
TO HIGH DRUG PRICES

aam
American Association
of Medical Assistants

#GExSolutionTour | A

alist
American Association
of Medical Assistants

SHARE YOUR VOICE

Health care matters to us all. Medicines, whether you or a loved one take them, are essential to maintaining our health or treating an illness. AAM encourages patients like you to advocate at the federal and state level for accessible prescription drugs using the hashtag #VoicesOfAccess.

Your voice and your stories do make a difference to policymakers and regulators.

To share your story, visit:

ACCESSIBLEMEDS.ORG/SHARE-YOUR-STORY



**OR, SNAP
THIS CODE**





VOICES OF ACCESS



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