

# Working together to help patients live healthier lives

## How the pharmaceutical industry and healthcare professionals collaborate

The pharmaceutical industry works with doctors, nurses, pharmacists and other healthcare professionals (HCPs) in a number of ways – primarily focused on the development and delivery of life-changing and life-saving medicines to improve treatment for patients, helping them live healthier lives.

A proportion of this work involves collaborating with HCPs whose extensive expertise and experience on the 'frontline' of patient care can support improvements in medicines. This includes activities like participation in advisory boards, speaking at or chairing meetings and working with and advising doctors and scientists in pharmaceutical companies.

Some of the collaboration involves sharing expertise and educating other HCPs on the latest developments so that they have the most up-to-date information when making treatment decisions with patients. This includes things like speaking at conferences and symposia, attending and contributing to national and international conferences and participating in medical education and training funded by pharmaceutical companies.

Industry also works with healthcare organisations (HCOs) – hospitals and GP surgeries, for example – by providing grants and donations that support activities which benefit the organisation, its staff, patients or their family and friends.

This might include funding to improve waiting areas and/or wards for groups of patients or their families to ensure their treatment experience is as positive as it can be at a difficult time, or the provision of medical equipment or books.

In addition, we sponsor events with healthcare organisations to support the provision of medical education to HCPs – keeping them up to date about the latest development and delivery of medicines.

The majority of pharmaceutical industry collaboration with HCPs involves working with doctors, nurses, pharmacists and healthcare organisations on clinical trials and other research activities to discover, develop and deliver effective medicines that make a difference.

We are committed to benefitting patients by operating in a professional, ethical and transparent way. We do this through the ABPI Code of Practice for the Pharmaceutical Industry, which amongst many other things, requires companies to disclose details of collaborations with HCPs and HCOs, particularly where there has been a transfer of value – payment or benefit in kind – related to the collaboration.

## Healthcare professionals' thoughts on disclosure

The vast majority of doctors, nurses, pharmacists and hospital specialists agree that payments from pharmaceutical companies to individual HCPs should be transparent.

A poll of more than 500 UK HCPs shows that 87% believe payments from pharmaceutical companies to individually named HCPs should be transparent, with around two thirds (64%) saying that this information should be publicly declared. A further two thirds (64%) believe this should be declared on a single, publicly searchable, central database.<sup>3</sup>



of HCPs agree that payments from pharmaceutical companies to individually named HCPs should be transparent.



agree that these payments to individually named HCPs should be declared on a single, publicly searchable central database.



believe disclosure of payments to individually named HCPs is unnecessary.



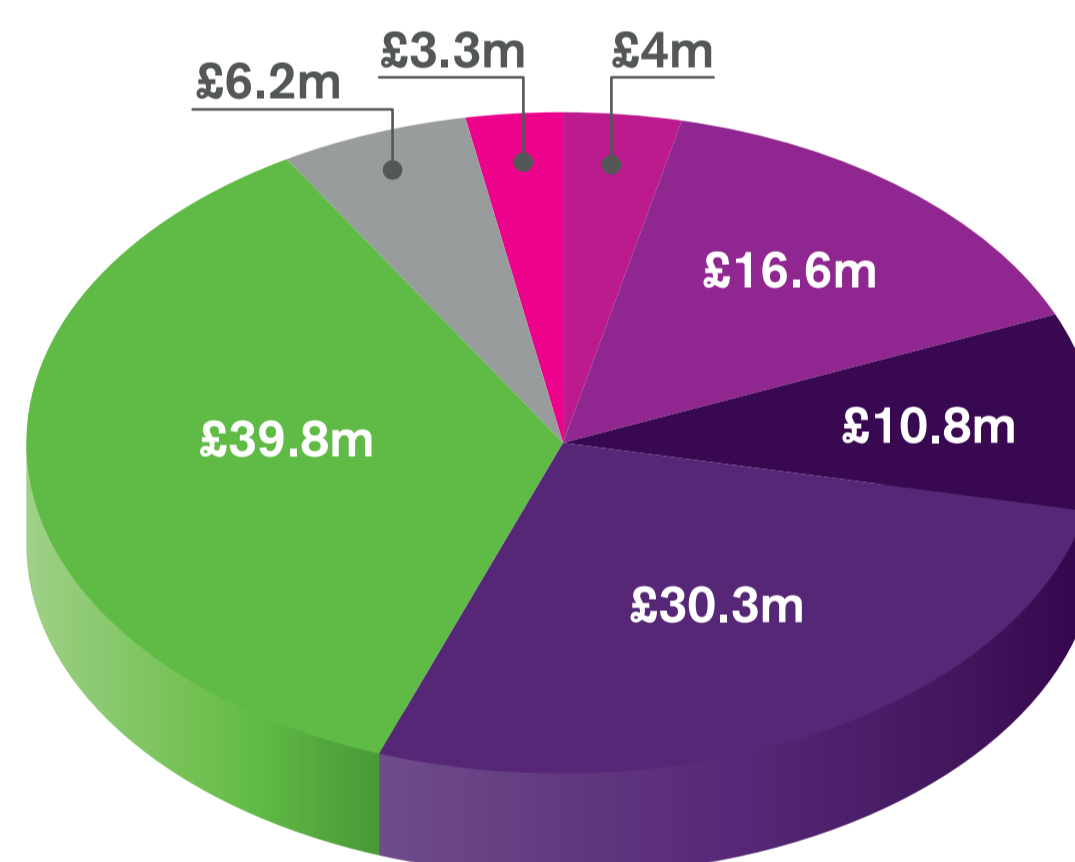
agree disclosure of payments will adversely affect medical innovation.

## Disclosure UK

In the UK, pharmaceutical companies detail their relationships with HCPs and HCOs through **Disclosure UK** an online database of transfers of value – payments and other benefits in kind – published annually.

**Disclosure UK** launched on 30 June 2016 and is part of a Europe-wide commitment to greater transparency by the pharmaceutical industry.

When it launched, the database showed that during 2015 industry had spent a total of £340.3m on working with HCPs and HCOs, of which £229.3m (67%) was for activities related to the research and development of medicines.

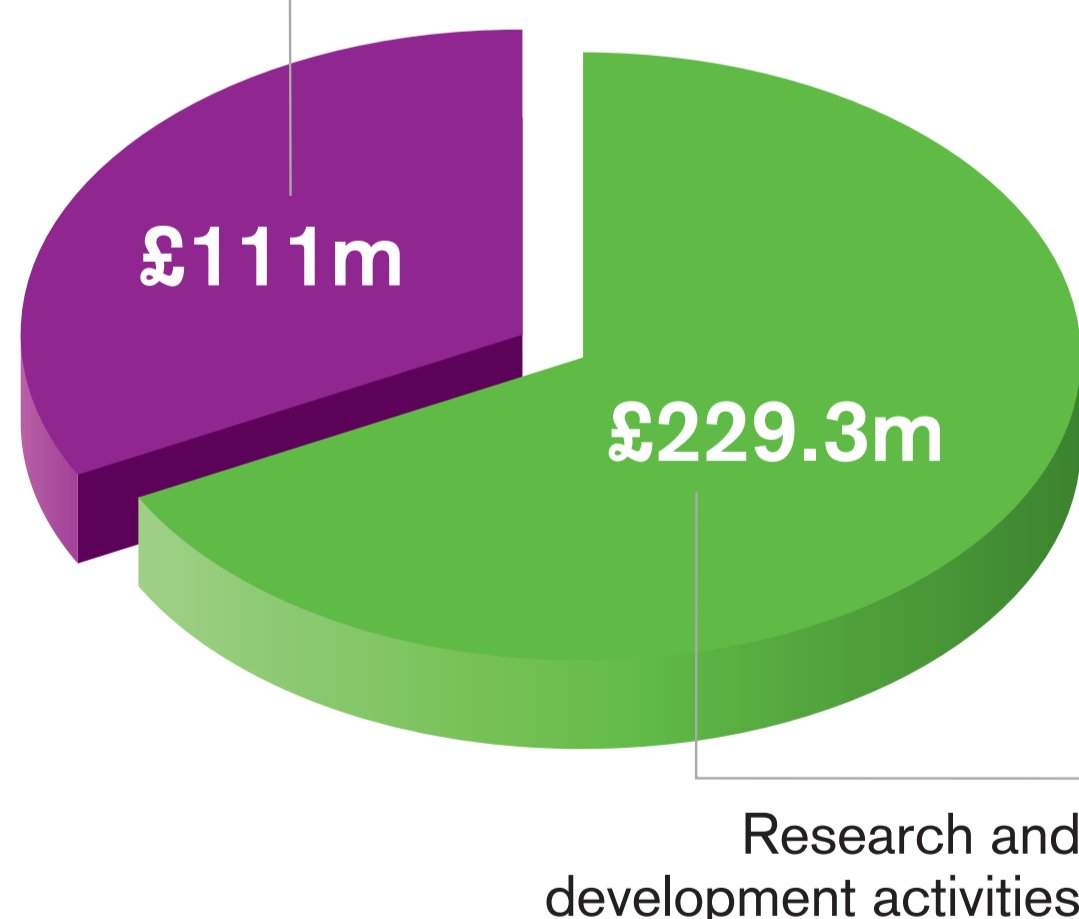


- Registration fees – £4m
- Sponsorship agreements with HCOs/3rd parties – £16.6m
- Travel and accommodation – £10.8m
- Donations and grants to HCOs – £30.3m
- Fees – £39.8m
- Related expenses agreed in the fee for services or consultancy contracts – £6.2m
- Joint working – £3.3m

Companies spent an estimated average of £1,550 per HCP and around £9,506 per HCO.

The average amount invested per company is around £3.1m. 84% of companies reported total investments of under £5 million. Companies that paid more than £5 million spent, on average, 71% on research activities.<sup>2</sup>

Other transfers of value



The remaining £111m (33%) of non-research and development activities is grouped into payments made to individual HCPs and HCOs.

These are as follows:

### References

- 1 <http://www.abpi.org.uk/our-work/disclosure/Pages/DocumentLibrary.aspx>, accessed September 2016
- 2 <http://www.abpi.org.uk/media-centre/newsreleases/2016/Pages/Pharmaceutical-industry-spends-%2%A3340.3m-on-working-in-partnership.aspx>, accessed September 2016
- 3 <http://www.comresglobal.com/polls/abpi-public-disclosure-of-payments-from-pharmaceutical-companies-to-hcps/>, accessed September 2016

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## The history of disclosure in the UK

The UK pharmaceutical industry has a long history of openness about its collaborations with HCPs, HCOs and patient organisations – dating back to the introduction of the first ABPI Code of Practice for the Pharmaceutical Industry, published in 1958.

