



Bone and Mineral Metabolism (US)

OVERVIEW

The management of hyperphosphatemia, secondary hyperparathyroidism and vitamin D deficiency are challenging conditions to manage in dialysis patients. These conditions are also highly prevalent in later-stage CKD-ND patients. Current therapeutic options have multiple limitations and are associated with poor adherence. Recent launches of iron-based, non-calcium phosphate binders have not measurably shifted the market.

This quarterly report series focuses on tracking key performance metrics for phosphate binders, calcimimetics and vitamin D agents in both the dialysis and CKD-ND settings. Emphasis is placed on recently launched products (Rayaldee and Parsabiv) and pipeline agents such as Amgen's Ardelyx's tenapanor. The rapid field-to insight turnaround, highly relevant content and unparalleled market understanding make **RealTime Dynamix™** an essential tool for companies with commercial products in the space, those that will soon be launching and those looking for business development opportunities in nephrology.

SAMPLE & METHODOLOGY

Each quarter, ~200 US nephrologists complete an online survey. The respondents are recruited from the Spherix Network, proprietary panel of over 900 US nephrologists. Recruiting is managed to capture a regionally and demographically representative sample.

KEY QUESTIONS ANSWERED

- How are the most recently launched agents Auryxia, Velphoro and Rayaldee being incorporated into clinical practice?
- How do treatment rates and approaches for hyperphosphatemia and SHPT differ between dialysis and CKD-ND patients?
- What are the differentiating characteristics of each brand?
- How is the use of CKD-MBD brands expected to shift in the near term?
- How do dialysis centers influence the use of certain products and how are formularies shifting for active vitamin D?
- How is Sensipar being used currently and how might this shift with the approval of etelcalcetide (Parsabiv)?
- What is the interest in tenapanor and how do US nephrologists plan to use this agent if approved?
- What are the current unmet needs in the market?

Products Profiled

Auryxia (Keryx) Fosrenol (Shire), Hectorol (Sanofi Renal), Parsabiv (Amgen), Renvela (Sanofi Renal), Sensipar (Amgen), Velphoro (Vifor FMC), Zemplar (AbbVie), Rayaldee (OPKO), Generics: calcitriol, calcium carbonate, calcium acetate

Pipeline drugs: Tenapanor (Ardelyx), Alphanren (OPKO)

Key Dates

- Q1 March
- Q2 June
- Q3 September
- Q4 December

Note: a three day embargo is placed on delivery to non-manufacturers allowing clients time to digest findings before public dissemination

Deliverables

- PowerPoint report
- Frequency Table & Summary Statistics
- On-site presentation
- Proprietary questions (for purchasers of the annual series)

Related Reports

- RealTime Dynamix™: Renal Anemia US
- RealTime Dynamix™: Bone and Mineral Metabolism EU5
- RealTime Dynamix™: Renal Dietitians US
- RealTime Dynamix™: Nurse Practitioners US
- RealWorld Dynamix™: Chronic Kidney Disease US
- RealWorld Dynamix™: Dialysis US

Pricing

- \$26,500 single quarterly wave
- \$89,500 annual series of four reports