



Differentiation & Engagement Workstream - Focus on Tisseel

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Criteria Differentiation Assessment

Potential for differentiation:

Price

Price



Higher price of Tisseel vs competition

Product characteristics (1/3)

Indications (SmPC)



Depends on country specific SmPCs
Tisseel Broader Label may include: Improvement of hemostasis, Tissue sealing, Tissue Glue, Adhesion Prevention, Heparinized patients, Dura Sealing, Broad Indication/specific indication.

Synthetic Aprotinin
(fibrinolytic inhibitor)



Tisseel contains synthetic aprotinin for stabilized clot . It is only relevant if tisseel used as a sealant not hemostat. Linked to the indication. Tender scope matters: if one tender for fibrin glue, aprotinin matters. 2 vs 5 days difference of clot stability (Hedrich 2012). Synthetic vs bovine aprotinin

Fibrinogen
concentration



Highest concentration of fibrinogen = clot strength.
US: Tisseel has 67-106 mg/mL vs. Evicel has 50-90 mg/mL (Tisseel US PI 2014, Evicel 2011)
EU: Tisseel has 91 mg/mL vs. Evicel has 50-90 mg/mL (Tisseel 2015 SmPC, Evicel 2011)

Polymerisation speed



No proven difference with competition.

Component of bovine
origin










Only versus beriplast and bioglue (Tisseel SmPC)



Criteria Differentiation Assessment

Potential for differentiation:

Product characteristics (2/3)

Product expansion after application (swell)		Same as competition – REF Data on file (under adprom)
Time to swell		Same as competition
Reabsorption time		Clot lysis is slower with Tisseel vs. Evicel (Hedrich 2012- 2 vs. 5 days for Tisseel)
Volume / active volume		Same as competition
Storage conditions		<ul style="list-style-type: none"> - Lyo vs Evicel: Advantage storage room temperature vs freezer - Frozen vs Evicel : Disadvantage storage freezer vs fridge (evicel in freezer 2 y then fridge for 30 days) + Freezer need is different -18 degrees for Evicel vs -20 for Tisseel but Advantage at room temperature at defrost: tisseel 48-72 h vs 24h for evicel.
Shelf life		In freezer: 24 months for Tisseel vs 16months for Evicel
Presentations (range)		Same as competition



Criteria Differentiation Assessment

Potential for differentiation:

Prod. ch. (3/3)

Application devices
(open / MIS)



Broader range in numbers (specific MIS spray device) but no gaz free spray (evicel has airless spray accessory: no need of machine, safety. Depends on countries. Evicel has 1 regulator for both.

Reconstitution



Yes RTU vs not for Evicel. Tisseel - opened directly on sterile field vs. Evicel requires some reconstitution steps OFF sterile field

Packaging size



No

Coverage area



5 times bigger. If linked to HE. Consumption linked to coverage. Tisseel SmPC

Volume of evidence



Yes (country specific depending on RA: use of VH vs VHSD evidence + Lowe study). 40 years history and 4000 papers with Tisseel.

Efficacy



No head to head evidence (both Evicel and Tisseel have no H2H trial)*

Safety



No evidence*. Though Tisseel in use much longer than Evicel (approved June 2006 in US, not sure in EU);

Health Economics



No evidence *

Evidence

Baxter



No differentiation



Differentiation

* HEOR CE study
cardiac and general to
come

Criteria Differentiation Assessment

Potential for differentiation:

Services

In-servicing



Same as competition

Support in the field



Same as competition

Supply continuity



Same as competition

Technical assistance



Same as competition

Integrated offering



Offer 2 polymerization speed sealants (Tisseel and Artiss). Country specific

Number /type of applicators included



Same as competition

Temperature and stability during transport



Same as competition

Baxter



No differentiation



Differentiation

Criteria Differentiation Assessment

Potential for differentiation:

Others

Investment in the country



Depend on countries (manufacturing site, etc.)

Cost of urgent Delivery



Country specific

ATC code



Evicel has a different ATC code. Country specific on application (check beriplast)

Freezer requirements



Disadvantage (Temperature + need close to OR) See previous page

Time to table



Disadvantage (Defrost time) . This applies to whole prep time from pharmacy to sterile field (Tisseel takes longer vs. Evicel)





















Guarantee of replacement



100% guarantee of replacement of thawed product not use. Country specific.



Relevance of criteria

Criteria	Tisseel	Evicel	Beriplast	Raplixa
Indications				
Synthetic Aprotinin (fibrinolytic inhibitor)				
Fibrinogen concentration	  **			
Component of bovine origin				
Storage conditions For Tisseel Lyo				
Storage conditions For Tisseel Frozen				
Shelf life				
Reconstitution				
Coverage area				
Volume of evidence	  *			
Integrated offering				
Investment in the country				
Cost of urgent delivery				
ATC code				
Guarantee of replacement				
<div>  Significant differentiation Baxter </div> <div>  Slight differentiation </div> <div>  No differentiation </div>				
<div>*when use as sealant</div> <div>**Depends on country RA</div>				

References

- Tisseel SmPC
- Evicel SmPC
- Hedrich. J Biomed Mater Res B Appl Biomater. 2012
- Lowe. Cardiovasc Surg (Torino). 2007



- *Please state the range of procedures product is suitable for use in*
TISSEEL Lyo and Ready to use fibrin sealants (with over 33 years of clinical use and the broadest range of indications for a fibrin sealant).

TISSEEL is approved for supportive treatment where standard surgical techniques are insufficient- for improvement of hemostasis in all surgical settings to stop capillary bleeding.

TISSEEL is the only fibrin sealant that is approved in the UK for use in Hernia repair surgery as glue to fix the hernia mesh in place.
TISSEEL is also the only Fibrin Sealant that has UK approval as a sealant in Neurosurgery to seal the Dura, creating a water tight seal.

In addition to this TISSEEL has approval to seal surgical anastomoses in GI surgery, again it is the only Fibrin Sealant in the UK that is approved for this use.

- *Please illustrate robustness of products*
TISSEEL has been cited in over 3500 clinical studies with over 33 years of clinical use. Over 17.5 Million kits of TISSEEL have been sold world wide to date.
- *Identify proposed packaging of products*
TISSEEL Ready to Use
Both the Sealer Protein Solution and the Thrombin Solution are contained in

- *Please detail how the product avoids clogging at the tip*
TISSEEL Lyo, TISSEEL Ready to use are supplied with 2 plastic double chamber applicator tips, these tips have been designed to keep the two components of the product apart until they exit the applicator. All accessory tips supplied for the drip application of the Fibrin Sealant portfolio are double chamber.

During a spray application the EasySpray spray set can be used in conjunction with the Fibrin Sealants and the Easy spray device, this system once connected to a medical air supply (4/7 bar) permits a fine spray application of Fibrin Sealant and the device will evacuate all product from the tip between uses, this ensures that the device can be used multiple times during a single surgery.

For laparoscopic surgery Baxter supply the DuploSpray MIS device, this system once connected to a CO2 supply permits a fine spray application of Fibrin Sealant, this device will also evacuate all product from the tip between uses, this ensures that the device can be used multiple times during a single surgery.

- *Please state shelf life of product*
TISSEEL Lyo - 2 years
TISSEEL Ready to use - 2 years
- *Please state how the product should be stored*
TISSEEL Lyo

Tender example - Spain

FRAMEWORK AGREEMENT FOR THE PROVISION OF GEL SEALER

HEMOSTATICO FOR SERVICE Neurosurgery:

EVALUATION CRITERIA OF OFFERS:

A – Economic criteria. 30 points at 1 point per 0.5 % Discount to the tender base budget, for a total of 30 points will be obtained with a 15% discount on the basic budget

B – TECHNICAL EVALUATION CRITERIA: 30 points, with a threshold least 15 points. Product quality is scored up to 30 points can be:

- 0 points: Offers which do not have technical documentation sufficient, failure to submit samples or product offered is different requested or invalid.
- From 1-14 points: Products technically valid but not quality enough.
- 15 to 25 points: technically sound products quality appropriate.
- From 26 to 30 points: Products or preferential offers excellent quality.

ASPECTS TO BE EVALUATED IN THIS CRITERIA:

- Product efficacy: fast clotting demonstrated in studies 14 points
- Presentation: considering the optimal presentation for use more
- Product efficient packaging of 7.5 ml. 8 points
- Concentration of thrombin per milliliter: Additional values to 250 UI/ml.as minimum. 8 points