



## 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 monthly 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), Alpharen (OPKO)

### Key Dates

- Report publishes on the last day of each quarter

### Deliverables

- PowerPoint report
- Frequency Tables & Summary Statistics
- On-site presentation

### Related Reports 2017

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

### Pricing

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