BioTrends RESEARCH GROUP
A Decision Resources Group Company

REPORT OVERVIEW

# TreatmentTrends®: Chronic Kidney Disease (US)

*TreatmentTrends® are syndicated report series that provide longitudinal information on market dynamics. They provide insight into practice patterns, attitudes and perceptions, and current and projected use of various products. This first-time BioTrends report will provide key details on how U.S. patients in all Stages of Chronic Kidney Disease (CKD) are managed: early disease (Stage 1 and 2), mid-stage disease (Stage 3) and late-stage disease (Stage 4 and 5 not on dialysis). Two waves of the study will publish in 2012 in order to observe changing trends.*

## SAMPLE FRAME AND METHODOLOGY

60 minute online quantitative survey with several open-ended questions for qualitative feedback completed by 250 US physicians:

- 100 Nephrologists,
- 100 Primary Care Physicians, and
- 50 Endocrinologists

Screening Criteria:

- In practice between 2 and 30 years
- Over 50% of time spent on patient care
- For nephrologists: minimum of 100 CKD-ND patients under management, with at least 50 patients in each Stage of CKD
- For endocrinologists and PCPs: have treated at least 200 total patients per month and a minimum of 50 CKD-ND patients under management

### Related 2012 Reports

TreatmentTrends®: US Nephrology

ChartTrends®: CKD-ND

ChartTrends®: Dialysis

## PROJECT OBJECTIVES

- Understand the CKD patient population
  - How many patients in each CKD Stage are the physician specialties treating?
  - What referral patterns exist and what are the specialties' perceptions of these referral patterns?
- Understand the diagnosis and standard of care for patients with CKD and how therapy decisions differ based on early, mid or late disease
  - What are the current screening protocols (including labs) and diagnosis patterns?
  - What is the frequency of treatment for related diseases by physician specialty: diabetes, congestive heart failure, hypertension, cholesterolemia, obesity, anemia, bone and mineral metabolism disruptions, hyperkalemia, hypernatremia?
  - What are preferred first-line agents and drug combinations?
  - What triggers treatment?
- Understand the satisfaction with current treatment, challenges with treatment, and the unmet needs in the management of CKD
  - Specifically, how might developmental agents (eg. Reata's bardoxolone, HIF-PH inhibitors, etc.) be used in these patient populations?

## DELIVERABLES

- Final report in PowerPoint format
- Complete set of frequency tables, summary statistics, and cross tabulations
- Proprietary slide deck and frequency tables
  - Clients purchasing prior to fielding will have the opportunity to include up to three proprietary questions in each wave
  - Responses to proprietary questions will be provided only to those sponsors and will not be included in the syndicated version of the report but provided under separate cover

## REPORT DATES

| Wave | Date comments/ proprietary questions are due | Field date | Publication date |
|---|---|---|---|
| 1 | May 11, 2012 | May 26, 2012 | June 30, 2012 |
| 2 | October 29, 2012 | November 10, 2012 | December 30, 2012 |

*For more information, please contact Anne Marie Ryberg, Nephrology Therapeutic Class Director, at (781) 993-2658 or aryberg@bio-trends.com*

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WAVE I REPORT OVERVIEW

# TREATMENTTRENDS®: CHRONIC KIDNEY DISEASE (US)

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