

1 **Can medicines development improve outcomes in asthma and chronic obstructive**
2 **pulmonary disease management by driving effectiveness?**

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26

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28

29 **Availability of data and material**

30 Anonymized individual participant eCRF data from this study plus the annotated case report form,
31 protocol, reporting and analysis plan, data set specifications, raw dataset, analysis-ready dataset,
32 and clinical study report are available for research proposals approved by an independent review
33 committee. Proposals should be submitted to www.clinicalstudydatarequest.com. A data access
34 agreement will be required.

35 **Abstract**

36 Despite the availability of treatment guidelines and inhaled medications for asthma and chronic
37 obstructive pulmonary disease (COPD), much remains to be done to lessen the burden of these
38 respiratory diseases for patients. The challenge of selecting effective and efficacious drugs for
39 patients is a key focus area for healthcare professionals. Here we discuss the concept of “drivers of
40 effectiveness” — features of a medicine which may increase or decrease its effectiveness in the
41 presence of real-world factors — and highlight the importance of considering these drivers in the
42 early stages of drug development, and exploring their impact in carefully designed pragmatic trials.
43 Using the Salford Lung studies (SLS) in asthma and COPD as an illustrative example, we discuss
44 various features of the inhaled corticosteroid/long-acting β_2 -agonist combination, fluticasone
45 furoate/vilanterol (FF/VI), as potential drivers of effectiveness that may have contributed to the
46 improved patient outcomes observed with initiation of FF/VI versus continuation of usual care in the
47 UK primary care setting.

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51 **Keywords:** asthma, chronic obstructive pulmonary disease (COPD), disease management,
52 effectiveness, medicines development, outcomes, respiratory, Salford Lung Studies

53 **Background**

54 The worldwide burden of asthma and chronic obstructive pulmonary disease (COPD) remains high.
55 The global state of progress in improving health outcomes for patients with asthma has largely
56 plateaued and there has been little advancement towards helping a large proportion of patients
57 whose asthma remains uncontrolled [1,2]. Similarly, COPD continues to be associated with high
58 morbidity [3,4] and according to 2016 World Health Organization estimates, COPD was the third
59 leading cause of mortality worldwide [5]. Guidelines for the management of asthma and COPD have
60 existed for, and evolved over, many decades. Likewise, effective medicines for asthma and COPD
61 have been available for many years. Highly controlled efficacy studies, for example the Gaining
62 Optimal Asthma Control (GOAL) study [6], have demonstrated that good asthma control is possible
63 in the majority of patients. Despite these evidence-based guidelines and medicines with proven
64 efficacy in highly controlled clinical trials, we appear to be failing to make the headway we might
65 expect in lessening the burden of respiratory diseases for patients.

66 The reasons for poor asthma control and lack of progress in asthma care have been widely
67 described [1,2,7–10]. Haughney *et al* [10] have defined some of the obstacles to achieving good
68 asthma control (Box 1). Similar barriers have been described for COPD [3,11].

69

Box 1. Obstacles to achieving good asthma control
<ul style="list-style-type: none">• Wrong diagnosis• Incorrect choice of inhaler or poor technique• Lifestyle choices (e.g. smoking)• Co-morbidities (e.g. rhinitis, obesity)• Individual variation in response to treatment• Patient beliefs and adherence

70

71 While there is a strong evidence base supporting the efficacy of currently available
72 medicines for asthma and COPD, their prescription by clinicians and use by patients is suboptimal

73 and leaves many patients at risk due to poor disease control. **Incorrectly prescribed and poorly**
74 **utilized treatments are also costly and lead to inefficiency in healthcare systems.** The challenge of
75 selecting effective and efficacious drugs for patients is a key focus area for healthcare professionals.

76 **A medicine's efficacy is usually demonstrated under** near-ideal conditions in double-blind
77 randomized controlled trials [DBRCTs]) [12]; **such trials typically recruit highly selected patient**
78 **populations and operate under experimental, highly monitored and controlled conditions, which**
79 **may limit the generalizability of their findings to the broader disease population. Effectiveness can**
80 **be thought of as the interaction of a medicine's proven efficacy** with factors related to patients,
81 actual medication use, and healthcare systems, which results in the effects observed in patients in
82 the everyday clinical setting (Figure 1). Abenheim [13] has described the concept of “drivers of
83 effectiveness” — features of a medicine that may increase or decrease the effectiveness of that
84 medicine in the presence of real-world factors. These drivers of effectiveness encompass a range of
85 factors relating to the patient, the medicine, and the environment, including: (i) patient
86 acceptability, including perceived or real side effects and tolerability; (ii) the medicine's efficacy; (iii)
87 persistence of correct use of the medicine; (iv) adherence; and (v) affordability, cost-effectiveness
88 and economic factors, e.g. the price the patient may pay for medication and the patient's age. **Other**
89 **patient-related factors and factors relating to the healthcare system and medical practice, such as**
90 **such as vaccination programs, self-management plans in asthma or outreach teams in COPD, may**
91 **also impact a medicine's effectiveness and will clearly vary in different healthcare settings.**

92 Abenheim's team and the Innovative Medicines Initiative GetReal project have suggested
93 that drivers of effectiveness should be considered early in the drug development cycle [14,15] and
94 that their impact be explored in appropriately designed studies alongside traditional DBRCTs. **As**
95 **DBRCTs are deliberately designed to remove potential confounders, they are unlikely to allow**
96 **modifiers of effectiveness to be expressed. It is therefore important,** as part of clinical development,
97 that drugs are tested in their intended real-world setting, with minimal intervention (**i.e. mimicking**
98 **everyday clinical practice and preserving the usual behaviors of patients and healthcare**

99 professionals and closely as possible) in order to evaluate the medicine’s true effectiveness. The
100 inhaled corticosteroid (ICS)/long-acting β_2 -agonist (LABA) combination, fluticasone furoate/vilanterol
101 (FF/VI [Relvar]; GlaxoSmithKline plc.) was tested in a real-world effectiveness study program. The
102 Salford Lung Studies (SLS) in asthma and COPD evaluated the effectiveness and safety of initiating
103 once-daily inhaled FF/VI versus continuing usual maintenance inhaler therapy (usual care [UC]) in
104 the UK primary care setting. UC comprised a wide variety of inhaled and oral medicines as
105 prescribed by each individual general practitioner (GP) taking part in the study and was not
106 determined by protocol — a major difference compared with typical DBRCTs. The SLS designs and
107 results have been published previously [16–20]. These open-label, pragmatic, randomized,
108 controlled effectiveness trials demonstrated the benefits of initiating FF/VI versus continuing UC in
109 terms of their respective primary endpoints of improvements in asthma control and reduction in
110 COPD exacerbations [19,20]. The studies were designed to enable GPs to function as study
111 investigators, with changes in treatment during the study permitted based on their clinical opinions.

112 The results of the SLS raise the questions of what features were driving the improved
113 effectiveness observed for FF/VI versus UC, and how could those drivers of effectiveness help to
114 address some of the obstacles for improving care for patients with asthma and COPD?

115

116 **Potential drivers of effectiveness in asthma and COPD**

117 FF/VI delivered via the ELLIPTA dry powder inhaler was designed as an improvement over
118 fluticasone propionate/salmeterol delivered via the Diskus inhaler. An overview of factors thought
119 to be important in driving clinical effectiveness is presented in Figure 2. Various features of FF/VI
120 could potentially have improved effectiveness and patient outcomes with initiation of FF/VI versus
121 continuation of UC in the SLS, as discussed below.

122

123 **Once-daily dosing**

124 Patient adherence with inhaled medications for the treatment of asthma and COPD is low [21,22] for
125 reasons including patient beliefs, side effects, dosing frequency, and poor inhaler technique [21–23].
126 In studies of adherence in the real-world setting, adherence rates have been reported to be as low
127 as 10% and typically between 20–40% [24–28].

128 Once-daily treatment administration has the potential to encourage/increase adherence
129 compared with twice-daily administration, as evidenced in medications for asthma and other
130 indications [29–31]. FF/VI was the first once-daily inhaled ICS/LABA combination to be broadly
131 available worldwide. In the SLS, adherence was assessed using the Medication Adherence Report
132 Scale for Asthma (MARS-A) questionnaire and patients’ prescription records were accessed through
133 their electronic case report forms. The MARS-A was used to gather patients’ patterns of medication
134 use (e.g. “I only take it when I need it”), and the number of prescriptions issued was used to
135 estimate the proportion of days covered (PDC) by study medication as a surrogate for treatment
136 adherence. Both methods have their limitations: the MARS-A is a validated questionnaire to assess
137 self-reported adherence, but self-reported behavior does not always reflect actual behavior, such as
138 unintentional non-adherence. Furthermore, the measure captures patients’ general tendencies of
139 how they take their medication, not actual adherence *per se*. The use of prescribing data has
140 considerable limitations in assessing adherence, as it only records the number of prescriptions
141 issued, and not the number dispensed to, or actually used by, patients. Nevertheless, in SLS asthma,
142 the reported mean PDC was 82.3% for FF/VI and 78.2% for UC and in SLS COPD was 85.0% for FF/VI
143 and 82.4% for UC [32,33]. As planned, no statistical testing has been conducted on these data.
144 Further assessment of adherence to FF/VI through electronic monitoring devices will aid better
145 understanding of this driver of effectiveness [34–37].

146

147 **Rapid onset and long duration of action of the active molecules**

148 The rapid onset of action of a medication may result in a perceived benefit to the patient that may
149 encourage treatment adherence [38]. A longer duration of action beyond the licensed dosing

150 interval may mean that the medicine is more “forgiving” of the non-adherence commonly
151 encountered in everyday practice (including irregular dosing and use) [39,40]. The onset and
152 duration of action of FF/VI has been assessed in asthma. Studies evaluating the bronchodilator
153 effects of FF/VI using serial lung function measures in asthmatic patients have demonstrated an
154 onset of action as early as 15 minutes [41] and a 72-hour duration of bronchodilation after a single
155 dose [42]; slower in onset than formoterol (within minutes [43,44]) and longer in duration of action
156 than formoterol or salmeterol (at least 12 hours) [43–45]. Bardsley *et al* examined the duration of
157 airway anti-inflammatory action of FF/VI by serially measuring fractional exhaled nitric oxide (FeNO)
158 over a 14-day treatment period with FF/VI and over 21 days following cessation of therapy. Full
159 suppression of FeNO in asthma was estimated to last for up to 3 days, with effective suppression
160 continuing for up to 18 days, and improvements in forced expiratory volume in 1 second and peak
161 expiratory flow lasting for 3–4 days after cessation of treatment [46]. While there are limited
162 comparative data on the duration of anti-inflammatory action for ICS, separate studies in patients
163 treated with budesonide have reported FeNO return to baseline values within 7 days of cessation of
164 treatment [47].

165

166 **Device features and design**

167 Effective drug delivery systems enable the controlled introduction of a medicine into the body, while
168 also improving drug efficacy and safety [48]. The dosage form and device can directly impact on
169 treatment success and patient adherence [48]. Critical errors — those that can be defined as errors
170 resulting in limited or no medication being delivered to the lung — have been associated with major
171 impacts on respiratory symptoms and healthcare consumption [49,50]. The ELLIPTA inhaler has been
172 shown to be superior to other commonly used inhalers for the administration of ICS/LABA
173 medicines, in terms of patient preference for its design features of dose counter, ease of use, and
174 dosing regimen [51]. Furthermore, it has been shown that fewer patients make critical errors with
175 the ELLIPTA inhaler compared with a range of other ICS/LABA inhalers, and that the ELLIPTA inhaler

176 requires less teaching time than other inhalers [52]. In studies evaluating the dose delivery achieved
177 through ELLIPTA, patients received a dose close to the label claim with inspiratory flow rates of 30
178 L/min and above 30 L/min peak inspiratory flow rate. Furthermore, studies have shown that asthma
179 and COPD patients across a range of disease severities achieved a flow of 43 L/min or above [53]. In
180 everyday practice, a simple inhaler that requires less time to teach the correct technique, is easy to
181 use, has a low potential for patients to make critical errors, delivers adequate dose across a broad
182 range of inspiratory flow rates, and is preferred by patients, will be a positive driver of effectiveness
183 since there will be greater confidence that the medication has been optimally delivered.

184

185 **Tolerability**

186 A theoretical consequence of some drivers of effectiveness is that, while the likelihood of correct
187 and adequate dosing increases, the benefits in terms of positive outcomes might be outweighed by
188 an increased risk of side effects. Tolerability and adverse events reported in phase III clinical studies
189 of FF/VI in patients with asthma and COPD were similar to those seen with the fluticasone
190 propionate/salmeterol combination [54–56]. In the SLS, serious adverse event rates were very
191 similar for FF/VI and UC [19,20]. Modeling studies have suggested that FF may have a better
192 therapeutic index than other inhaled steroids [57].

193

194 **Discussion**

195 Asthma and COPD guidelines and regulatory and payer frameworks have long favoured DBRCTs as
196 constituting the highest level of evidence [3,58]. Although Cochrane highlighted the importance of
197 understanding the effectiveness of medicines back in 1972 [12], his enthusiasm has not been
198 broadly shared. Pragmatic real-world study designs have not been universally adopted and drug
199 development has instead continued to focus on evaluating efficacy within highly controlled trials in
200 highly selected patient populations. As a result, we are left struggling to assess the external validity
201 of the results of such studies and medicine development programs. As well designed effectiveness

202 studies are undervalued due to their pragmatic design features, the overriding focus on efficacy
203 evaluation is likely to have hampered the implementation of drivers of effectiveness early in drug
204 development processes.

205 The SLS were world-first, pragmatic, randomized, controlled trials conducted in the routine
206 UK clinical practice setting to evaluate a pre-licensed inhaled medicine [16]. The trials were open-
207 label to maintain their pragmatic design; however, this meant open-label for patients, GPs,
208 pharmacists, other healthcare providers, and most of the study team. This could have introduced
209 bias, particularly as FF/VI would have been either unlicensed or newly licensed while the studies
210 were ongoing. In an attempt to minimise this bias, sponsor study team members who were involved
211 in the development of the analysis plan and the actual data analyses were blinded to patients'
212 individual therapies up until the formal unblinding of the studies, which occurred after the databases
213 had been finalized. The SLS exemplify that by designing drivers of effectiveness into a medicine, the
214 medicine alone can improve patient outcomes compared to other medications in the same drug
215 class.

216 It is difficult to assess which components of the composite drivers of effectiveness play the
217 biggest part in improving patient outcomes. Moreover, these drivers are likely to reinforce one
218 another, whereby the physical features of the medicine are improving outcomes and, thus, patient-
219 perceived benefits, which in turn may enhance the belief that the medicine is making a difference.
220 For example, a longer duration of action of a medicine is likely to mitigate any sub-optimal
221 adherence, thus altering the impact of the latter on actual and perceived symptom control. Likewise,
222 an easy-to-use inhaler would enhance the likelihood that the medicine is inhaled correctly, which
223 would increase its effectiveness, as measured and as perceived by patients. We suggest that further
224 work in this field should be pursued for guiding drug developers to design better medicines. We also
225 suggest that regulators, guideline writers, and payers should seek to understand the now well-
226 established concept of effectiveness and build it into their frameworks.

227 Traditional DBRCTs are deliberately designed to remove potential confounders such as
228 device and patient preference, and thus are unlikely to allow modifiers of effectiveness to be
229 expressed. Such trials rely on highly selected patient populations chosen for their compliance with
230 treatment and study visits, who are typically socially stable, and have high adherence and near-
231 perfect inhaler technique; these patients are not representative of patients seen in everyday clinical
232 practice. Trials such as the SLS show that patients in primary care, recruited with minimal exclusion
233 criteria, can participate in a randomized controlled trial and yield data that complement the data
234 obtained in traditional efficacy DBRCTs.

235 Currently, we may be ignoring a crucial aspect of medicine assessment and, therefore,
236 denying patients the opportunity for more effective therapies, while also discouraging effectiveness
237 and patient-focused medicine development.

238

239 **Conclusions**

240 Evidence suggests that it is possible to design medicines to include a composite of features that can
241 drive effectiveness. Improving a medicine's effectiveness can provide a meaningful impact on
242 patient outcomes, which can be demonstrated through appropriately designed pragmatic clinical
243 trials. It is time to reconsider evidence hierarchies and bring more external validity to them. This is
244 ultimately likely to benefit patients through encouraging patient-focused drug development, which
245 includes consideration of the drivers of effectiveness and making more effective medicines available
246 to patients.

247

248

249 **List of abbreviations**

250 COPD: chronic obstructive pulmonary disease; DBRCTs: double-blind randomized controlled trials;
251 FeNO, forced exhaled nitric oxide; FF/VI: fluticasone furoate/vilanterol; GP, general practitioner; ICS:
252 inhaled corticosteroid; LABA: long-acting β_2 -agonist; MARS-A: Medication Adherence Report Scale
253 for Asthma; PDC: proportion of days covered; SLS: Salford Lung Studies; UC: usual care.

254

255 **Declarations**

256 **Ethics approval and consent to participate**

257 The Salford Lung Study protocols were approved by the National Research Ethics Service Committee
258 North West, Greater Manchester South (approval numbers 12/NW/0455 and 11/NW/0798). All
259 patients provided written informed consent for participation.

260

261 **Consent for publication**

262 All authors have contributed to the writing and/or critical review of this manuscript and all have
263 approved the final version for submission for publication.

264

265 **Availability of data and material**

266 Anonymized individual participant data from this study plus the annotated case report form,
267 protocol, reporting and analysis plan, data set specifications, raw dataset, analysis-ready dataset,
268 and clinical study report are available for research proposals approved by an independent review
269 committee. Proposals should be submitted to www.clinicalstudydatarequest.com. A data access
270 agreement will be required.

271

272 **Competing interests**

273 DAL, LY, HS, LJ, SC, and DP disclose employment with, and stock/share ownership in,
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284 **Author contributions**

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490 **Figure legends**

491

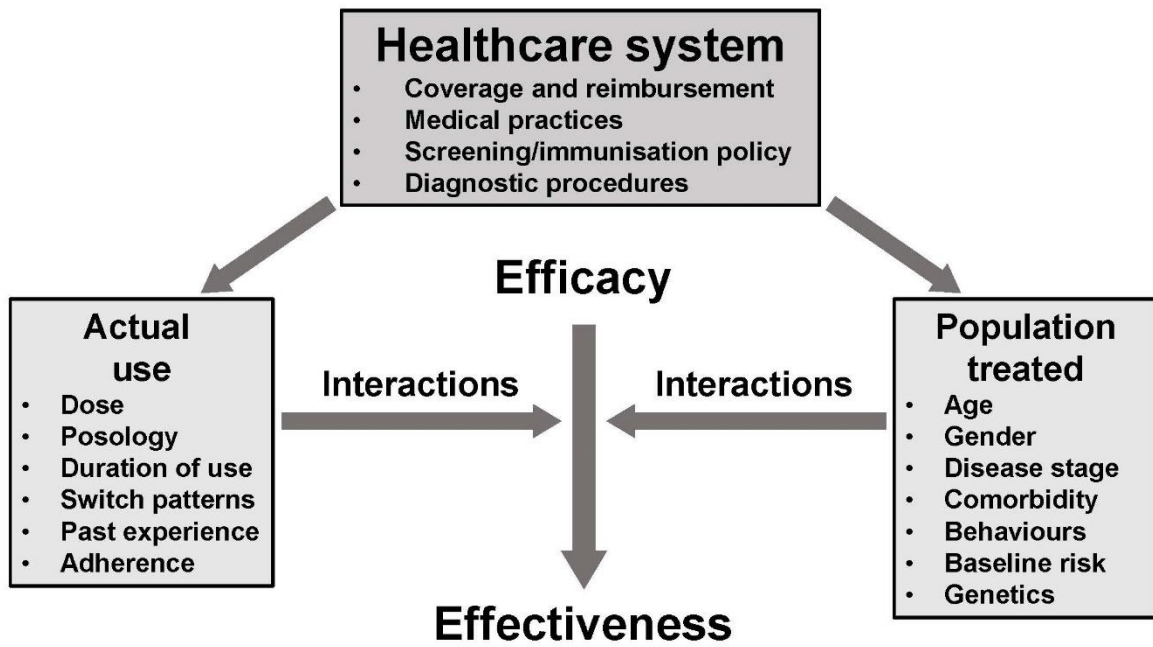
492 **Figure 1 Drug efficacy, factor interactions and effectiveness.**

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494 **Figure 2 Main drivers of clinical effectiveness.**

495 **Figures**

496 **Figure 1 Drug efficacy, factor interactions and effectiveness.**



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500 **Figure 2 Main drivers of clinical effectiveness.**



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