# Pay-for-Performance Measures Face Skepticism

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SAN FRANCISCO — Pay for performance "is a great idea in theory," but so far it has failed to work effectively in the private sector, Eric B. Larson, M.D., said during the annual meeting of the American College of Physicians.

Word on the street is it's a disaster," mostly because insurance companies have their own sets of performance measures, he said. That leaves physicians with the task of juggling compliance with multiple requirements in their state or community, Dr. Larson, immediate past chairman of the ACP's board of regents, said at a press briefing on policy developments.

A newly formed "ambulatory care quality alliance" between the ACP, the American Academy of Family Physicians, America's Health Insurance Plans, and the Agency for Healthcare Research and Quality "will help rationalize the performance measures movement," Dr. Larson said.

John Tooker, M.D., ACP executive vice president, said that the goal of the alliance will be to get the Centers for Medicare and Medicaid Services, health plans, and other stakeholders "on the same page with one set of measures" that will work effectively without overburdening

The college wants to ensure that "such measures do not punish physicians, but rather provide clear incentives for im-

provement," ACP President Andy Hedberg, M.D., said at the briefing.

Dr. Larson noted that conflicting performance measures are especially burdensome for small practices dealing with multiple insurance companies that use different performance measures.

The situation becomes especially complicated if a patient is covered by more than one plan and the physician has to send in performance measures to qualify for payment for each of the plans. "This is causing people to spend inordinate amounts of time doing things that are best done electronically," he said. And, as many speakers noted during the meeting, the vast majority of physicians are not yet using electronic medical records.

As a result, physicians in various insurance markets around the country are beg-

'Word on the street is it's a disaster,' mostly because insurance companies have their own sets of performance measures.

ging plans to leave them alone. Dr. Larson said.

Other physicians at the meeting expressed misgivings about pay for mance, including Daniel Levy, M.D., who said that performance measures tend

to penalize physicians who take care of the poorest and sickest patients.

The practices with the best statistics on performance measurement tend to be practices with "the youngest, the whitest, the wealthiest patients," said Dr. Levy, who attended a session on performance measurement. Meanwhile, "doctors who treat sick people are getting kicked in the teeth. You cannot get good performance measures on people who make less than \$25,000 a year" and have a myriad of health problems, he remarked.

Pay for performance is a "double whammy" to physicians already dealing with a "terrible" reimbursement system, Dr. Levy added.

Pay for performance is just one application of performance measures, which also are intended to help physicians track their own progress in improving quality of care and provide publicly reported data that patients can use when choosing physicians.

The federal government has launched several pilots to test performance measures. In one, a 3-year demonstration project of small and medium practices in four states, primary care physicians are getting incentives for adopting information technology systems and for their results on clinical quality measures.

In another 3-year project, 10 large physician group practices are getting additional payments from CMS if they improve outcomes for Medicare beneficiaries.

The ACP and other medical organizations also are working with contractors on a third Medicare project that is using financial incentives and technology support to improve care for patients with diabetes or heart failure.



## CONTRAINDICATIONS

WARNINGS
Because sleep disturbances may be the presenting manifestation of a physical and/or specifiatric disorder, symptomatic treatment of insomnia should be initiated only after a careful evaluation of the patient. The failure of insomnia to remit after 7 to 10 days of treatment may indicate the presence of a primary psychiatric and/or medical ilineas that should be evaluated. Woverning of insomnia or the emergence of new thinking or behavior abnormalities maybe the consequence of an unrecognized psychiatric or physical disorder. Such findings have emerged during the course of treatment with sedative-hyponice drugs, including LUNESTA. Because some of the important adverse effects of LUNESTA appear to be dose-related, it is important to use the lowest possible effective dose, sepecially in the eletrly (see DOSAGE AND ADMINISTRATION in the Full Prescribing Information).

TARTION in the Full Prescribing Information.

A variety of abnormal thinking and behavior changes have been reported to occur in association with the use of sedative/hymotics. Some of these changes may be characterized by decreased inhibition (e.g., aggressiveness and extroversion that seem out of character), similar to fefects produced by alcohol and other CNS depressants. Other reported behavioral changes have included bizarre behavior, apitation, hallucinations, and depersonalization. Annessa and other neuropsychiatric symptoms may occur unpredictably. In primarily depressed patients, worsening of depression, including suicidal thinking, has been reported in association with the use of sedativerlymorities.

It can rarely be determined with certainty whether a particular instance of the abnormal behaviors issted above are drug-induced, spontaneous in origin, or a result of an underlying psychiatric or physical disorder. Nonetheless, the emergence of any new behavioral sign or symptom of concern requires careful and immediate evaluation.

behavioral sign or symptom of concern requires careful and immediate evaluation. Following rapid dose decrease or abrupt discontinuation of the use of setaltivelryonics, there have been reported of signs and symptoms similar to those associated with withdrawal from other CNS-depressant drugs (see DRUG ABUSE AND DEPENDENCE). LUNESTA like other hyponicis, has CVS-depressant affects. Because of the rapid onset of action, LUNESTA should only be ingested immediately prior to going to bed or after the patient has gone to bed and has experienced difficulty falling salsep. Patients receiving LUNESTA should be cautioned against engaging in hazardous occupations requiring complete mental alertness or motor coordination (e.g., operating machinery or driving a motor vehicle) after ingesting the drug, and be cautioned about potential impairment of the performance of such activities on the day following ingestion of LUNESTA. LUNESTA, like other hypnotics, may produce additive CNS-depressant effects when coadministered with other psychotropic medications, anticonvulsants, antihistamines, ethanol, and other drugs that themselves produce CNS depression, LUNESTA should not be taken with alcohol. Dose adjustment may be necessary when LUNESTA is administered with other CNS-depressant agents, because of the potentially additive effects.

PRECAUTIONS
General

Timing Of Drug Administration: LUNESTA should be taken immediately before bedtime Taking a sedative/hyponotic while still up and about may result in short-term memory impairment, hallucinations, impaired coordination, dizziness, and lightheadedness.

Use in The Elderly And/Dr Debilitated Patients: Impaired motor and/or cognitive performance after repeated exposure or unusual sensitivity to sedative/hyponiculariugs is a concern in the treatment of deflay had/or debilitated patients. The recommended starting dose of LUNESTA for these patients is 1 mg (see DOSAGE AND ADMINISTRATION in the Full Prescribing Information).

Use In Patients With Concomitant Illuess: Clinical experience with eszopiclone in patients with concomitant illuess is limited. Eszopiclone should be used with caution in patients with diseases or conditions hat could affect metabolism or hemodynamic

responses.

A study in healthy volunteers did not reveal respiratory-depressant effects at doses 2.5-fold higher (7 mg) than the recommended dose of eszopicione. Caution is advised, however, if LUNESTA is prescribed to patients with compromised respiratory function. The dose of LUNESTA should be reduced to 1 mg in patients with severe hepatic impairment, because systemic exposure is doubled in such subjects. No dose adjustment appears necessary for subjects with mild or moderate hepatic impairment. No dose adjustment appears necessary in subjects with any degree of renal impairment, since less than 10% of eszopicione is excreted unchanged in the urine.

since less than 10% of eszopicione is secréted unchanged in the urine. The dose of LUNESTA should be reduced in patients who are administered potent inhibitors of CYP3A4, such as ketoconazole, while taking LUNESTA. Downward dose adjustment is also recommended when LUNESTA is administered with agents having known CNS-depressant effects.

Use In Patients With Depression: Sedative/hypnotic drugs should be administered with caution to patients exhibiting signs and symptoms of depression. Suicidal tendencies may be present in such patients, and protective measures may be required. Intentional overdose is more common in this group of patients: therefore, the least amount of drug that is feasible should be prescribed for the patient at any one time. Information For Patients: Patient Information is printed in the complete prescribing information.

Laboratory Tests: There are no specific laboratory tests recommended

Ethanol. An additive effect on psychomotor performance was seen with coadministra-tion of eszopiclone and ethanol 0.70 g/kg for up to 4 hours after ethanol administration. Paraxetine: Coadministration of single doses of eszopiclone 3 mg and paroxetine 20 mg daily for 7 days produced no pharmacokinetic or pharmacodynamic interaction.

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Olanzapine: Coadministration of eszopiclone 3 mg and olanzapine 10 mg produced a decrease in DSST scores. The interaction was pharmacodynamic; there was no alteration in the pharmacokinetics of either drug.

ation in the pharmacokinetics of either drug. Drugs That Inhibit CYP3A4 (Ketoconazale): CYP3A4 is a major metabolic pathway for elimination of eszopicione. The AUC of eszopicione was increased 2.2-fold by coad-ministration of ketoconazole, a potent inhibitor of CYP3A4, 400 mg daily for 5 days. C<sub>ma</sub> and f<sub>1,0</sub> were increased 1.4-fold and 1.3-fold, respectively. Other strong inhibitor

elimination of eszopicione. The AUC of eszopicione was nucesome at his control ministration of veneconazole, a parem highly or of CYPSA4 (A) on galaly for 5 days Cow and fully were increased 1.4 fold and 1.3-fold, respectively. Other strong inhibitors of CYPSA4 (e.g., traconazole, clarithronycin, nefazodone, troleandomycin, ritonavir, nelfinavir) would be expected to behav similarly.

Drugs That Induce CYPSA4 (Rifampicin): Racemic zopicione exposure was decreased 80% by concomitant use of infampicin, a potent inducer of CYPSA4. A similar effect would be expected with eszopicione is not highly bound to plasma proteins (52-56% bound); therefore, the disposition of eszopicione is not expected to be sensitive to alterations in protein binding. Administration of eszopicione 3 mg to a patient taking another drug that is highly protein-bound would not be expected to cause an alteration in the tree concentration of either drug.

Digoxir: A single dose of eszopicione 3 mg did not affect the pharmacokinetics of digoxir measured at steady state following dosing of 0.5 mg twice daily for one day and 0.25 mg daily for the next 6 days.

Warfann: Eszopicione & mg administered daily for 5 days did not affect the pharmacokinetics of (R)- or (S)-warfarin, nor were there any changes in the pharmacodynamic profile (prothrombin time) following a single 25-mg oral dose of warfarin.

Carcinogenesis: In a carcinogenicity study in Sprague-Dawley rats in which eszopicione was given by oral gavage, no increases in tumors were seen; plasma levels (AUC) of eszopicione at the highest dose used in his study (16 mg/kg/day) are estimated to be 80 (temates) and 20 (males) times those in humans receiving the maximum recommended human dose (MRHD). However, in a carcinogenicity study in

Sprague-Dawley rats in which racemic zopicione was given in the diet, and in which plasma levels of eszopicione were reached that were greater than those reached in the above study of eszopicione, an increase in mammary gland adenocarcinomas in females and an increase in thyroid gland follicular cell adenomas and carcinomas in females were seen at the highest dose of 100 mg/kg/day. Plasma levels of eszopicione at this dose are estimated to be 150 (females) and 70 (males) times those in humans receiving the MRHD. The mechanism for the increase in mammary adenocarcinomas is unknown. The increase in thyroid tumors is thought to be due to increased levels of TSH secondary to increased metabolism of circulating thyroid hormones, a mechanism that is not considered to be relevant to humans.

In a carcinogenicity study in B6CSF1 mice in which racemic zopicione was given in the diet, an increase in pulmonary carcinomas and carcinomas plus adenomas in females and an increase in skin fibromas and sarcomas in males were seen at the highest dose of 100 mg/kg/day, Plasma levels of eszopicione at this dose are estimated to be 8 (females) and 20 (males) times those in humans receiving the MRHD. The skin tumors were due to skin lesions induced by aggressive behavior, a mechanism that is not relevant to humane. A carcinogenicity study was also performed in which still the properties of the pro

copicione did not increase tumors in a p53 transgenic mouse bioassay at oral ses up to 300 mg/kg/day.

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Mutagenesis: Eszopicione was positive in the mouse lymphoma chromosomal aberration assay and produced an equivocal response in the Chinese hamster ovary cell chromosomal aberration assay, it was not mutagenic or clastogenic in the bacterial Arnes gene mutation assay, it an unscheduled DNA synthesis assay, or in an in vivo mouse bone marrow micronucleus assay.

(S)-N-desmethyl zopiclone, a metabolite of eszopiclone, was positive in the Chinese hamster ovary cell and human lymphocyte chromosomal aberration assays. It was negative in the bacterial Ames mutation assay, in an in vitro xP-postlabeling DNA adduct assay, and in an in vivo mouse bone marrow chromosomal aberration and micronucleus assay.

micronucleus assay. Impairment Of Fertility: Eszopicione was given by oral gavage to male rats at dose up to 45 mg/kg/day from 4 weeks premating through mating and to female rats at doses up to 180 mg/kg/day from 2 weeks premating through day 7 of pregnancy. An additional study was performed in which only females were treated, up to 180 mg/kg/day. Eszopicione decreased fertility, probably because of effects in both males and females, with no females becoming pregnant when both males and females, with no females becoming pregnant when both males and females were treated with the highest dose; the no-effect dose in both sexes was 5 mg/kg (16 tines the MRHD on a mg/m² basis). Other effects included increased preimplantation loss (no-effect dose 25 mg/kg), abnormal estrus cycles (no-effect dose 25 mg/kg), and decreases in sperm (number and motility and increases in morphologically abnormal sperm (no-effect dose 5 mg/kg).

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Pregnancy

Nursing Mothers: It is not known whether LUNESTA is excreted in human milk. Because many drugs are excreted in human milk, caution should be exercised when LUNESTA is administered to a nursing woman.

Pediatric Use: Safety and effectiveness of eszopiclone in children below the age of 18 have not been established.

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Geriatric Use: A total of 287 subjects in double-blind, parallel-group, placebo-controlled clinical trials who received eszopicione were 65 to 66 years of age. The overall pattern of adverse events for elderly subjects (median age — 71 years) in 2-west studies with nightlime dosing of 2 mg eszopicione was not different from that seen in younger adults. LUNESTA 2 mg exhibited significant reduction in sleep latency and improvement in sleep mantenance in the elderly population.

in younger adults. LUNESTA 2 mg exhibited significant reduction in sleep latency and improvement in sleep maintenance in the elderly population.

ADVERSE REACTIONS

The premarketing development program for LUNESTA included eszopicione exposures in patients and/or normal subjects from two different groups of studies: approximately 400 normal subjects in clinical pharmacologylyharmacolonetic studies, and approximately 1550 patients in placebo-controlled clinical effectiveness studies, corresponding to approximately 263 patient-exposure years. The conditions and duration of treatment with LUNESTA varied greatly and included (in overlapping categories) open-label and double-blind phases of studies, inpatients and outpatients, and short-term and longer-term exposure. Adverse reactions were assessed by collecting adverse events, results of physical examinations, vital signs, weights, laboratory analyses, and ECGs.

Adverse events during exposure were obtained primarily by general inquiry and recorded by clinical investigators using terminology of their own choosing. Consequently, it is not possible to provide a meaningful estimate of the proportion of individuals experiencing adverse events without first grouping similar types of events into a smaller number of standardized event the proportion of individuals who experienced, at least once, a treatment-emergent adverse event of the type listed. An event was considered treatment-emergent if it occurred for the first time or worsened while the patient was receiving therapy following baseline evaluation.

Adverse Events Resulting in Discontinuation of Treatment: In placebo-controlled, parallel-group clinical trials in the elderty, 3.8% of 208 patients who received Impl. LUNESTA discontinued the treatment due to an adverse event. In the 6-week parallel-group study in adults, no patients in the 3 mg arm discontinuation accurred at a rate of greater than 2%.

Adverse Events Disserved at an Incidence of 22% in Controlled trials. The following lists their encidence (% placeb

somnolence.

Adverse events that suggest a dose-response relationship in elderly adults include pain, dry mouth, and unpleasant taste, with this relationship again clearest for unpleasant taste. These figures cannot be used to predict the incidence of adverse events in the course of usual medical practice because patient characteristics and other factors may differ from those that prevailed in the clinical trials. Similarly, the cted frequencies cannot be compared with figures obtained from other clinical investigations involving different treatments, uses, and investigators.

The cited figures, however, do provide the prescribing physician with some basis for estimating the relative contributions of drug and non-drug factors to the adverse event incidence rate in the population studied.

Other Events Observed During The Premarketing Evaluation Of LUNESTA. Following is a list of modified COSTART terms that reflect treatment-emergent adverse events as defined in the introduction to the ADVERSE REACTIONS section and reported by approximately 1550 subjects treated with LUNESTA at Osses in the range of 1 to 3.5 mg/day during Phase 2 and 3 clinical trials throughout the United States and Canada. All reported events are included except those already listed here or listed elsewhere in labeling, minor events common in the general population, and events unlikely to be drug-related. Although the events reported occurred during treatment with LUNESTA, they were not necessarily caused by it. Events are islated in order of decreasing frequency according to the following definitions: frequent adverse events are those that occurred on one or more occasions in at least 17/100 patients; infrequent adverse events are those that occurred in lever than 17/100 patients, bender-specific events are categorized based on their incidence for the appropriate gender.

Frequent: chest pain, migraine, peripheral edema.

Infrequent: cane, agitation, allergic reaction, alopecia, amenorrhea, anemia, anorexia, apathy, arthritis, asthma, ataxia, breast engorgement, breast enlargement, breast enephasm, breast pain bronchitis, bursitis, cellutis, coholibihasis, conjunctivitis, contact dermatitis, cystitis, dry eyes, dry skin, dysprea, dysuria, eczema, ear pain monotional lability, opistasis, sice oderna, female lactation, devor halitosis, healst circle, lematuria, herria, hiccup, hostility, hypercholesteremia, hypertension, hypertonia, virunculosis, gastritis, gout, heaptilis, nepatome, sice officers, incompliant, breating, verigin, covertion, discorder (mainly swelling, stiffness, and pain), lidney calculus, kindey pan

reports of amnesia and hallucinations was observed for both LUNESTA and dizezpam. The clinical trial experience with LUNESTA revealed no evidence of a serious withdrawal syndrome. Nevertheless, the following adverse events included in DSM-IV criteria for uncomplicated sedative/hypnotic withdrawal were reported during clinical talls following placebo substitution occurring within 48 hours following the last LUNESTA treatment: anxiety, abnormal dreams, nausea, and upset stomach. These reported adverse events occurred at an incidence of 2% or less. Use of benzodiazepines and similar agents may lead to physical and psychological dependence. The risk of abuse and dependence increases with the dose and cutration of treatment and concomitant use of other psychoactive drugs. The risk is also greater for patients who have a history of alzohol or drug abuse or history of psychiatric disorders. These patients should be under careful surveillance when receiving LUNESTA or any other hypnotic.

Tolerance: Some loss of efficacy to the hypnotic effect of benzodiazepines and benzo diazepine-like agents may develop after repeated use of these drugs for a few weeks

OVERDOSAGE
There is limited premarketing clinical experience with the effects of an overdosage of LUNESTA. In clinical trials with eszopicione, one case of overdose with up to 36 mg of eszopicione was reported in which the subject fully recovered. Individuals have fully recovered from racemic oxpicione overdoses up to 340 mg (56 times the maximum recommended dose of eszopicione).

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Signs And Symptoms: Signs and symptoms of overdose effects of CNS depressants can be expected to present as exaggerations of the pharmacological effects noted in preclinical testing. Impairment of consciousness ranging from somnolence to come has been described. Rare individual instances of fatal outcomes following overdose with racemic zopicione have been reported in Europeen postmarketing reports, most often associated with overdose with other CNS-depressant agents.

Recommended Treatment General symptomatic and supportive measures should be administered as needed. Flumazenil may be useful. As in all cases of drug overdose, respiration, pulse, blood pressure, and other appropriate signs should be monitored and general supportive measures employed. Hypotension and CNS depression should be monitored and treated by appropriate medical intervention. The value of claipsis in the treatment of overdosage has not been determined.

Poison Control Center: As with the management of all overdosage, the possibility of multiple drug ingestion should be considered. The physician may wish to consider contacting a polson control center for up-to-date information on the management of hypoteic drug product overdosage.

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