

# The Time for Nurse Practitioner & Physician Assistant Engagement Is Now

The importance of Nurse Practitioners (NPs) and Physician Assistants (PAs) continues to grow. Below are some key areas of change and what they mean for the future of HCP engagement

## CONTEXT

As of April 2022, the United States had 355,000 licensed NPs and 118,599 PAs, close to the estimated number of PCPs in the country

473,599

NPs/PAs

494,821

PCPs

## DRIVERS

### 1. PRESCRIBING POWER

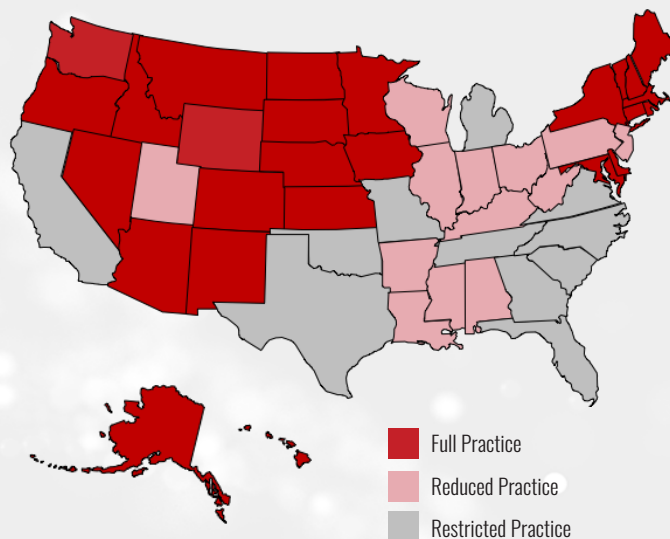
- More than half of US states/territories adopted **Full Practice Authority (FPA) legislation**, which enables NPs to provide the full scope of services they are educated and clinically trained to provide
- **13 states have Reduced Practice Authority**, in which laws reduce the ability of NPs to engage in at least one element of NP practice

### 2. PARTNERSHIPS WITH BIOPHARMA

- In July 2022, CMS started to publish open payments from NPs and PAs, as well as Clinical Nurse Specialists, Certified Registered Nurse Anesthetists, Anesthesiologist Assistants, and Certified Nurse-Midwives. This will provide information on current biopharma relationships and willingness to engage

### 3. GROWTH

- NPs and PAs are becoming increasingly **specialized**, and their numbers are expected to **grow steadily** – annual growth estimates from 2016-2030: NPs: 6.8%, PAs: 4.3%, and physicians: 1.1%



## IMPACT

Now, more than ever, it is critical to identify **NPs and PAs who are Clinical Leaders driving regional and local treatment practice**

## CASE STUDY

In one disease area, 81qd's PLEXUS Clinical Leader analysis found that close to **25% of Clinical Leaders** were NPs and PAs, but **only 50% of them were on the client's current target list** – a clear missed opportunity

% of Clinical Leaders Who Are NPs and PAs



% of NP and PA Clinical Leaders on Client's Current Target List



Source: Auerbach DI et al. *Health Aff (Millwood)*. 2020;39(2):273-279.

CMS, Centers for Medicare & Medicaid Services; HCP, health care professional; PCP, primary care provider.