### BHIVA AUTUMN CONFERENCE 2013

Including CHIVA Parallel Sessions



# Professor Rob Horne

## University of London

COMPETING INTEREST OF FINANCIAL VALUE > £1,000:				
Speaker Name	Statement			
Prof Rob Horne	Received lecture and consultancy fees from AbbVie, Boehringer Ingelheim, Bristol-Myers Squibb, Gilead Sciences, Glaxo-Smith Kline, Janssen and Merck, Sharp & Dome. He is a shareholder in Spoonful of Sugar.			
Date	November 2013			



### **Brian Gazzard Lectureship in HIV Medicine**

# Understanding patient beliefs and improving adherence

Rob Horne Professor of Behavioural Medicine UCL School of Pharmacy, University College, London

#### UCL SCHOOL OF PHARMACY BRUNSWICK SQUARE





### With thanks to:

## 

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## Behaviour is a rate-limiting step between effective treatments and health gain





Early testing
Prompt uptake
Optimal adherence

Optimum outcomes



### Is delayed ART uptake and nonadherence still an issue?



#### HPA (UK). (2012). *HIV in the UK: 2012 Report*

(2) Kober, C., Johnson, M., Fisher, M., Hill, T., Anderson J., Bansi L., *et al.* (2012). Non-uptake of highly active antiretroviral therapy among patients with a CD4 count < 350 cells/µL in the UK. *HIV Medicine*, *13*, 73-78.

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# <sup>•</sup>UCL

## Meta-analysis assessing effectiveness of interventions on adherence to ART (Simoni J et al, 2006)

CLINICAL TRIAL RESULTS

Efficacy of Interventions in Improving Highly Active Antiretroviral Therapy Adherence and HIV-1 RNA Viral Load

A Meta-Analytic Review of Randomized Controlled Trials

Jane M. Simoni, PhD,\* Cynthia R. Pearson, PhD,\* David W. Pantalone, MS,\* Gary Marks, PhD,† and Nicole Crepaz, PhD,†

Summary: Adherence to highly active antiretnoviral therapy. HU/ADS, interven (HART) is generally suboptimal, limiting the effectiveness of HART. This meta-analytis, review examined whether behavioral (J Acquir Imnume Defic Syndr 2006;43:S23–S35)

(HAART) is generally suboptimal, limiting the effectiveness of HAART. This meta-analytic review eximined whether behavioral interventions addressing HAART adhernes are successful in inrearising the likelihood of a patient attining 95% adhernes or an undetectable HIV-1 RNA strail load (VL). We sucched electronic tababases from Limatory 108 to Espetthere 2005, consulted with experts in the field, and hand sarehed reference sections from intervention with a total of 1839 participants) met the selection criteria of describing a randomized controlled trial among addits expating, a babavicani intervention with HAART adherence or VL as an outcome. Random-effects models indicated that across studies, participants in the intervention and were more likely than those in the control arm to achieve 90% adherence (odds studio (QR) = 1.05, 6%); confidence infects of 95% adherence in the effect was nearly significant for undetectable VL (QR = 1.25, 95%). In mostl (SR = 7.16, 90%). No differe attractions or validos (e.st, study, study). The intervention effect for 95% adherence was significantly stronger in studies that used recall periods of 2 weeks or important factors we cherweak hum, watowa IAAART adherence intervention strategies were shown to be successful, but more intervention strategies were shown to not emportant intervention components and the best methods for implementing therein intervention strategies were shown to not efficiencies.

Highly active antiretroviral therapy (HAART) has demonstrated remetable success in subhiting HV viral replication and reducing morbidity, mortality, and overall health care costs for HV-positive persons.<sup>10</sup> Optimal results of HAART, however, are most common at high levels of difference. As adherence decreases, HIV-I RAV viral load (VL) and the risk of progression to AIDS generally increase,<sup>13</sup> as does the likelhood of generaling drug-resistant strains of HIV<sup>6</sup> and of infecting others.<sup>3</sup> Despite these risks, nondherence to HAART is widespread in the United States and in Europe, with estimates of the percentage of prescribed dosses them ranging from 60% is of 70,<sup>16</sup>.<sup>44</sup> Centry, strategies for incommes more widely wantly needed capecially as HAART health care settines.

The literature on HAART adherence interventions has been reviewed sevend times. Earlier qualative eviews noted that reports were based primarily on small pilot and feasibility studies and, although innovative, offered few prescriptive guidelines with any empiric validity.<sup>11-37</sup> Later qualitative reviews highlighted the improved methodologic quality of the studies and noted considerable variation in sampling and assessment strategies, intervention components, and findings.<sup>11-33</sup> Recently, the first quantitative (ie, meta-sualytic) review of published HAART adherence interventions appaered.<sup>21</sup> That analysis, which combined data from randomised controlled trials (RCTs) and effects are (4 = 0.55, odds random (1 = 0.005) aggregated effects are (4 = 0.55, odds random (1 = 0.005) aggregated effects are (4 = 0.55, odds random (1 = 0.005) and trianger hand metaviti poor adherence had tranger effects than interventions not restricting eligibility.

The present meta-analytic review updates this prior work through September 2005 and extends it in several respects. We focused exclusively on findings from RCTs to determine effect sizes based on the interventions evaluated with the most

S23

/ Acquir Immune Defic Syndr • Volume 43, Supplement 1, December 1, 2006

From the "Department of Psychology, University of Wahlangton, Skatlin, WA, and Throisan of HWADS Preventing, Canton for Disease Control and Supported in party Noticeal Institutes of Hathin (NTI) grants to LA. Simoni (2 BO) MS (5986) and D. W. Patadone (71) MIT179) and an endowed Minetry Disease in Fellowships (2 - R. Penson. endowed) and the State of the State of the State of the Institute of the State of the State of the State of the Canter for Disease Control and Prevention, or at 6 NHL Requirite, Jane M. Simoni, JADL Department of Psychology, PO Jios 351525, washingtoned, www. State of the State State of The State State of The State State of The State State of The State State of The State State of The Sta

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- 1891 citations identified, <u>19</u> met eligibility criteria for meta-analyses (1999-2005)
- Four intervention categories: Education, "Interactive discussions", Behavioural strategies, External reminders
- Two standardised outcome measures used, percentage achieving:
- ≥95% adherence (18 studies)
- undetectable viral load (14 studies)

Simoni, J. M., Pearson, C. R., Pantalone, D. W., Marks, G., & Crepaz, N. (2006). Efficacy of interventions in improving highly active antiretroviral therapy adherence and HIV-1 RNA viral load: a meta-analytic review of randomized controlled trials. *JAIDS Journal of Acquired Immune Deficiency Syndromes*, *43*, S23-S35.



## Findings (Simoni et al., 2006)

Measure	Intervention	Control	Effect size
Adherence	62%	50%	OR = 1.50, 95% CI: 1.16 to 1.94; N=1633 (significant)
Undetectable viral load	62%	55%	OR = 1.25, 95% CI: 0.99 to 1.59; N=1247 (marginally significant)

- Only 37% of the interventions select for people with low adherence.
- Larger effect in studies using education on ART and interactive discussions
- Larger effect in studies with immediate post intervention follow up



# A systematic review of adherence-enhancing interventions for ART (Mathes et al., 2013)

- 21 RCTs measuring BOTH adherence and clinical outcomes (viral load and/or CD4 count)
- Meta-analysis was not conducted due to the diversity of existing interventions
- Out of 21, 19 trials were not significant or were conflicting for adherence and/or clinical outcomes
- Two trials showed significant effects
  - Motivational interviewing vs information
  - Family support system
- Limitations
  - Categorisation of studies (Educational, Behavioural, Psychosocial, and Mixed) was too broad and the review does not evaluate the components of effective interventions
  - Only included studies with both adherence and clinical outcomes which restricts the sample size
  - Does not consider differences in the interventions in terms of tailoring to the individual or the use of theory to guide the intervention design

Mathes, T., Pieper, D., Antoine, S. L., & Eikermann, M. (2013). Adherence-enhancing interventions for highly active antiretroviral therapy in HIV-infected patients–a systematic review. *HIV medicine*.



### **Perceptions and Practicalities Approach (PAPA)**



Horne R. Compliance, adherence and concordance. In *Pharmacy Practice*, 2001. Ed. by KMG Taylor & G Harding. London: Taylor & Francis Horne, R., Weinman, J., Barber, N., Elliott, R. A., & Morgan, M. (2005). *Concordance, Adherence and Compliance in Medicine Taking: A conceptual map and research priorities*. London: National Institute for Health Research (NIHR) Service Delivery and Organisation (SDO) Programme. http://www.sdo.nihr.ac.uk/sdo762004.html.



# **The Necessity-Concerns Framework**

Common-sense evaluations of prescribed medication influence our motivation to start and continue with treatment



#### **META-ANALYSIS<sup>1</sup>**

93 studies covering 24,864 patients across 18 countries 23 different long-term conditions Necessity OR = 1.918, p < 0.0001 Concerns OR = 0.476, p < 0.0001

<sup>1</sup>Horne, Chapman, Parham, Freemantle, Forbes & Cooper, (in press) *PLOS One*. Understanding patients' adherence-related beliefs about medicines prescribed for long-term conditions: a meta-analytic review of the Necessity-Concerns Framework.

## **UCL**

## **Beliefs about Medicines Questionnaire (BMQ)**

BMQ-\$11\_G8

© R Home University of Mighton 1996

Project Number ...

#### YOUR VIEWS ABOUT MEDICINES PRESCRIBED FOR YOU

· We would like to ask you about your personal views about medicines prescribed for you.

These are statements other people have made about their medicines.

• Please show how much you agree or disagree with them by ticking the appropriate box.

#### There are no right or wrong answers. We are interested in your personal views

	Views about MEDICINES PRESCRIBED FOR YOU:	Strongly Agree	Agree	Uncertain	Disagree	Strongly Disagree
851	My health, at present, depends on my medicines					
852	Having to take medicines worries me					
853	My life would be impossible without my medicines					
855	I sometimes worry about long-term effects of my medicines					
854	Without my medicines I would be very ill					
856	My medicines are a mystery to me					
857	My health in the future will depend on my medicines					
858	My medicines disrupt my life					
059	I sometimes worry about becoming too dependent on my medicines					
8510	My medicines protect me from becoming worse					
8511	These medicine give me unpleasant side effects					

### YOUR VIEWS ABOUT

• These are statements that other people have made about medicines in general.

Please show how much you agree or disagree with them by ticking the appropriate box

	Views about MEDICINES IN GENERAL	Strongly Agree	Agree	Uncertain	Disagree	Strongly Disagree
931	Doctors use too many medicines					
902	People who take medicines should stop their treatment for a while every new and again					
853	Most medicines are addictive					
934	Natural remedies are safer than medicines					
835	Medicines do more harm than good					
936	All medicines are poisons					
837	Doctors place too much trust on medicines					
931	If doctors had more time with patients they would prescribe fewer medicines					

### **Specific beliefs**

about medicines prescribed for a particular illness

### **General beliefs**

about medicines as a whole – pharmaceuticals as a class of treatment

Horne, R., Weinman, J. and Hankins, M. (1999) The Beliefs about Medicines Questionnaire: The development and evaluation of a new method for assessing the cognitive representation of medication. *Psychol Health*, 14, pp. 1-24.

# 

# Variations in ART Necessity beliefs

BMQ Specific Necessity Scores (Likert scale of 1–5, where 1 is low and 5 is high)



Scores of 5 indicate full endorsement by the patient of their personal need for ART to maintain health now and in the future

Scores < 5 indicate an element of doubts with doubt increasing as the scores get lower

Horne R., Cooper, V., Gellairty, G., Leake Date, H & Fisher M. (2007), JAIDS, 45:334-341.



# **Variations in ART Concerns**

### BMQ Specific Concerns Scores (Likert scale of 1–5, where 1 is low and 5 is high)



High scores = high CONCERN about ART

NB These concerns are 'pretreatment'

Over a third of the sample had strong concerns about ART

Horne R., Cooper, V., Gellairty, G., Leake Date, H & Fisher M. (2007), JAIDS, 45:334-341.



## **Concerns about HAART at time of treatment offer**



#### % agree/strongly agree

Data on file Study design and main findings published in:

Horne R., Cooper, V., Gellairty, G., Leake Date, H & Fisher M. (2007), Patient's perceptions of highly active antiretroviral therapy in relation to treatment uptake and adherence: the utility of the necessity concerns framework, *JAIDS*, 45:334-341.

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# **UCL**

### Medication beliefs and nonadherence: a hidden issue



- Doubts about medication and nonadherence are often hidden
- Clinicians assume 'not my patients'<sup>1</sup>
- Patients oftenreluctant to express doubts, concerns or nonadherence, because they fear this will be interpreted by the clinician as a 'doubt in them
- Patient may trust the clinician BUT not the treatment

1) National Institute for Health and Clinical Excellence (2009). Medicines Adherence: Involving patients in decisions about prescribed medicines and supporting adherence (CG76): NICE Guideline 76



# Baseline beliefs about ART independently predict uptake (N=136)



- Declining ART (n=38, 28%) was associated with:
  - Doubts about necessity (OR=7.41, CI=2.84–19.37, p<0.001)</li>
  - Concerns about potential adverse effects (OR=0.19, CI=0.07–0.48, p<0.001)</li>
- These relationships were independent of negative effect (depression) and clinical variables (CD4 count, viral load, years since HIV diagnosis)

Horne R., Cooper, V., Gellairty, G., Leake Date, H & Fisher M. (2007), Patient's perceptions of highly active antiretroviral therapy in relation to treatment uptake and adherence: the utility of the necessity concerns framework, *JAIDS*, 45:334-341.



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- These relationships were independent of negative effect (depression) and clinical variables (CD4 count, viral load, years since HIV diagnosis)



## ART adherence diminishes over time<sup>1, 2</sup> (N=120 UK patients accepting ART)



- There was a significant increase in the number of participants reporting low adherence over follow-up (Cochran Q=38.9, df=3, p<0.001)
- Patients in the low-adherence group were significantly less likely to have an undetectable viral load at 6 months (Chi square=10.9, df=1, p=0.001)

\* Low adherence = average self-reported (MASRI<sup>2</sup>) adherence <95% of prescribed dose over previous month and/or unilateral decision to Stop

#### 1. Horne R, et al. JAIDS 2007;45:334–341.

2. Walsh J., Mandalia S. & Gazzard, B. (2002). Responses to a one month self-report on adherence to antiretroviral therapy are consistent with electronic data and virological treatment outcome. *AIDS*; 16(2):269-277.



# ART adherence (6 and 12 months) predicted by baseline (pre-treatment) beliefs



- At 12 months, 44.4% of patients were classified as low adherence
- Low adherence predicted by BASELINE:
  - Doubts about necessity (F [1,115] = 7.7, p<0.01)</li>
  - Concerns about potential adverse effects

(F [1,115] = 8.4, p<0.005)

 These relationships remained significant after controlling for age, previous experience of ART and depression

# 

# Mean necessity belief scores for high- and low- adherence groups over 6 months of taking ART



Significant decline in ARTnecessity beliefs over time (F [3,74] = 7.5; p<0.001)

Significant interaction between necessity and adherence (F [1,76] = 5.8; p<0.01)

Relationships remained significant when controlling for depression and anxiety



# ARE THESE ISSUES RELEVANT NOW?.....





**NHS** National Institute for Health Research

RP PG 010910047

- <u>Supporting UP</u>take and <u>A</u>dherence to Highly Active Anti-Retroviral Therapy
- Applying the Medical Research Council guidance to evaluate an intervention to support uptake and adherence to antiretroviral therapy for HIV
- NIHR Funded 5 Workstreams programme

	WS	Study	Title
	1	1	Identifying new barriers to ART uptake and adherence
		2	Refining measures of perceptual and practical barriers to ART
		3	Development of intervention manuals and materials
	2	5	RCT to assess the efficacy of the intervention
	3	6	Assessment of cost utility and cost effectiveness of the interventions
Current	4	7	Preparing for NHS implementation
stage			



### Workstream 1: Exploring patients' beliefs about ART









## **Overview of the findings**



- The study findings support the Necessity-Concerns Framework, and provide additional insights about the experience of taking treatment.
- Many of the themes were common with our findings with previous qualitative work with Men who have sex with Men<sup>1</sup>.

<sup>1</sup>Cooper et al. (2010). Perceptions of HAART among gay men who declined a treatment offer: Preliminary results from an interview-based study. *AIDS Care, 14*(3), 319-328.



# Common-sense origins of medication necessity beliefs



# Treatment necessity: common coherence between representations of illness and treatment <sup>1, 2</sup>



- 1. Horne, R. & Weinman, J. (2002) Self-regulation and self-management in asthma: exploring the role of illness perceptions and treatment beliefs in explaining non-adherence to preventer medication, *Psychol Health*, 17:17–32.
- 2. Hall, S., Weinman, J., & Marteau, T. M. (2004). The motivating impact of informing women smokers of a link between smoking and cervical cancer: the role of coherence. *Health Psychology*, 23(4), 419-424.



## Judging personal need for maintenance treatment (MT) without symptoms



- Many patients do not have a clear 'common-sense' rationale for why MT is necessary...'no symptoms, no problem'
- Contrast between short- and long-term consequences

Horne R & Weinman J. *Psychol Health* 2002;17:17–32.

Halm, E. A., Mora, P., & Leventhal, H. (2006). *Chest, 129(3), 573-580* Leventhal H, et al. (1997) Illness representations: Theoretical foundations. In *Perceptions of health and illness: Current research and applications*. Edited by KJ Petrie & J Weinman. London: Harwood Academic



#### **Doubts about necessity:** Incongruous symptom experience and need for ART

Some patients' experiences (of feeling fine) did not match their common-sense beliefs about when ART would be necessary.

If you have headache you say let me take paracetamol to make the headache stop. And okay you are told you have HIV yeah? But you don't have symptoms, you are not sick from it and you are told "take medication". I don't have headache and they are giving me medication to stop the headache.



asymptomatic)

(M, 45, Zambian, symptomatic)

I think when I feel a little bit worse like I've got thrush on my throat or something, I'll go back and restart the medication.





# 

## Symptom experiences predict non-adherence to ART 1. Symptoms attributed to ART side effects



Patients' attributions that symptoms were due to ART between 1M month and 6M associated with lower adherence at 6M. (F(1,66)=4.1, p<0.05)

This was independent of adherence and 1M and 3M.

Increase in HIV-related symptoms associated with a decrease in necessity (r=-0.22, p<0.05)

80 HIV+ patients receiving antiretroviral treatment in Brighton, UK Cooper, V., Horne, R., Gellaitry, G., Hankins, M. & Fisher, M. (2009) *AIDS Care*, Apr 21 (4), 520-8.



# Symptom experiences and interpretations predict non-adherence to ART

2. Symptoms attributed to HIV



Patients' perceptions of improving symptoms attributed to HIV between baseline and 6M associated with higher adherence at 6M. (F(1,66) = 5.0, p < 0.05)

This was independent of adherence and 1M and 3M. Increase in HIV-related symptoms associated with a decrease in necessity (r=-0.22, p<0.05)

80 HIV+ patients receiving antiretroviral treatment in Brighton, UK Cooper, V., Horne, R., Gellaitry, G., Hankins, M. & Fisher, M. (2009) *AIDS Care*, Apr 21 (4), 520-8.

# ART CONCERNS PREDICT ART SIDE EFFECTS







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## Prescriptions



"I've been taking this medication for 50 years and I'm going to sue! The side effects made me wrinkled, fat and bald!"



# Pre-treatment concerns about ART predict side effects at 1, 3, 6 and 12 months



Horne R , Cooper V., Chapman, S. (2011). 6th International Conference on HIV Treatment and Prevention Adherence; Abstract 70058 . Number of symptoms rated by patient as moderate or severe ART-Concerns Dichotomized at scale midpoint ie, low = 1-3; high =  $\geq 3.01$ 



# Disease Prototypes and Stereotypes inform medication necessity beliefs

### **DISEASE PROTOTYPES**

- People have pre-existing models of common illnesses
- Influence how and when we act if experiencing symptoms or receiving health advice

### **DISEASE STEREOTYPES**

- What sort of person gets this disease?
- How much do I resemble them?





Horne, R., James, D., Weinman, J., Petrie, K. J. & Vincent R. (2000). *Heart*, 83, 388-393.



Prototypic and stereotypic ideas about illness may be mistaken BUT logical.

They influence the perceived salience of health messages. 'Does this apply to me'.....





# Additional insights: Difficulty in simultaneously accepting the diagnosis and ART

Patients commonly felt so overwhelmed by the diagnosis they found it difficult to simultaneously accept the diagnosis and commit to life-long treatment:

It was like having a death sentence hanging over you and the shock, the despair [...]what's the point of using it, the medication, because you're going to die. It's not curable, something will happen. It was a lot to cope with, with the scare, the futility.

(40, F, Nigerian, asymptomatic)









### Negotiating the role of God in treatment

ART highlights dilemmas regarding the role of God in treatment. Some patients doubted the necessity for ART, believing that only God could control one's life course:

You are just human beings, you are doctors, we are all created by God ... You cannot say when I will die, you can't because you did not create me, it is God that created me and He is the one who will say when I will die.

F, 29, Nigerian, symptomatic

This was particularly strengthened by having witnessed a testimony:

I have seen testimonies, I have seen people cured from prayer from a Nigerian man of God, they are made whole, they are healed (F, 42, Nigerian, symptomatic







# Common-sense origins of medication concerns



#### Additional insights: Risk of disclosure through visibility of ART

Patients felt that ART (often large and colourful), made their HIV status visible: The cost of status disclosure could have severe social and economic consequences including ostracism and homelessness:







Doubts about necessity and ART Concerns were often based on misconceptions eg :

(F, 46, DRC, symptomatic I find personally that if I can afford to eat well, I don't need to take medication. (French translation)

(M, 40, Ugandan, asymptomatic)



This new one are they reducing it now because you only take it once a day and I was saying, are they reducing it down because I'm taking it too long? I wonder if I'm going to dead soon because they're reducing it down.







## **Necessity-Concerns dilemma:**

### Balancing need and harm

### Misconceptions about the meaning of treatment and treatment changes



(M. 45. Zambian. symptomatic)







# Implications for interventions to support ART uptake and adherence



# Adherence support: the need for intelligent design at all three points of the triangle



Horne, R. & Clatworthy, J. (2010). Adherence to Advice and Treatment. In D. French, K. Vedhara, A.A Keptein, J. Weinman (Eds.), *Health Psychology* (pp. 175-188).



### **Considerations for intervention development**





## **The Perceptions and Practicalities Approach**



Feedback and review

Horne R. Compliance, adherence and concordance. In *Pharmacy Practice* 2001. Edited by KMG Taylor & G Harding. London: Taylor & Francis.



# Perceptions and Practicalities Approach to facilitate informed engagement with medication



### Perceptual

- Communicate a 'common-sense rationale' for why the treatment is needed – taking account of the patients perceptions of HIV and symptom expectations
- Elicit and address CONCERNS about potential adverse effects of the treatment – including support with side-effect management

### **Practical**

3. Make the regimen as convenient and easy to take as possible and address limitations in capacity and reources







#### **Kings college**



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PI: Prof. Jane Anderson

Pharmacist: *Richard Castles* 

PI: Dr. Stephen Kegg

Pharmacist: *Karen Buckberry* 

**Ancillary studies** 

 $\overline{A}$ 

Chelsea & Westminster

PI: *Dr. Mark Nelson* 





#### **Brighton**

Homerton

PI: *Prof. Martin Fisher Pharmacist: Heather Leake-Date* 

### **SUPA Intervention**







### Intervention



•Treatment support sessions will utilise a Cognitive Behavioural Therapy (CBT) approach.

•Sessions will communicate:

- 1) a rationale for the personal necessity of medication
- 2) elicit and address concerns (practical/physical/emotional/cognitive) about medication

3) problem-solve potential perceptual and practical barriers to adherence.

If patients delay/decline ART, they will remain in study. Treatment support will continue to focus on barriers to starting treatment, rather than provide ongoing support with adherence.

• MEMs will measure adherence rates





#### Intervention Primary outcomes:

- Proportion of months under follow-up where adherence ≥ 90%

#### Intervention Secondary

Outcomes:

At 12 months:

- Treatment failure
- Change in perceptual & practical barriers
- Disengagement in Care
- Ratings of depression / anxiety
- Referral out of intervention
- Health & Social Service Use
- QoL
- Rate of ARV switching



## **Take Home Messages**

In order to support uptake of and adherence to HAART, we need to tailor support to the needs of the individual addressing the perceptual and practical factors influencing motivation and ability to start and continue with treatment by:

- 1. Providing a 'common-sense' rationale for the necessity of ART, even in the absence of symptoms
- 2. Eliciting and addressing individual concerns about potential adverse effects of ART
- 3. Identifying and addressing relevant practical barriers to adherence

This approach is also relevant to co-infection, where uptake and adherence to treatment may also be a significant challenge



# Thank you for listening.....