

Clinical Policy: Erlotinib (Tarceva)

Reference Number: CP.PHAR.74

Effective Date: 09.01.11

Last Review Date: 05.26

Line of Business: Commercial, HIM/ICHRA, Medicaid

[Revision Log](#)

See [Important Reminder](#) at the end of this policy for important regulatory and legal information.

Description

Erlotinib (Tarceva[®]) is a kinase inhibitor.

FDA Approved Indication(s)

Tarceva is indicated for the treatment of patients with:

- Metastatic non-small cell lung cancer (NSCLC) whose tumors have epidermal growth factor receptor (EGFR) exon 19 deletions or exon 21 (L858R) substitution mutations as detected by an FDA-approved test receiving first-line, maintenance, or second or greater line treatment after progression following at least one prior chemotherapy regimen.
- Locally advanced, unresectable, or metastatic pancreatic cancer, in combination with gemcitabine as first-line.

Limitation(s) of use:

- Safety and efficacy of Tarceva have not been established in patients with NSCLC whose tumors have other EGFR mutations.
- Tarceva is not recommended for use in combination with platinum-based chemotherapy.

Policy/Criteria

Provider must submit documentation (including such as office chart notes, lab results or other clinical information) supporting that member has met all approval criteria.

It is the policy of health plans affiliated with Centene Corporation[®] that Tarceva and erlotinib are **medically necessary** when the following criteria are met:

I. Initial Approval Criteria

A. Non-Small Cell Lung Cancer (must meet all):

1. Diagnosis of recurrent, advanced, or metastatic NSCLC;
2. Prescribed by or in consultation with an oncologist;
3. Age \geq 18 years;
4. Disease is positive for a sensitizing EGFR mutation (e.g., exon 19 deletion or insertion; exon 21 point mutation - L858R, L861Q; exon 18 point mutation - G719X; exon 20 point mutation - S768I);
5. Tarceva is prescribed in one of the following ways (a, b, or c):
 - a. As a single agent;
 - b. In combination with Cyramza[®];
 - c. In combination with bevacizumab and disease histology is non-squamous NSCLC;

6. For Tarceva requests, member must use generic erlotinib, unless contraindicated or clinically significant adverse effects are experienced;
7. Request meets one of the following (a or b):*
 - a. Dose does not exceed both (i and ii):
 - i. 450 mg per day;
 - ii. 3 tablets per day;
 - b. Dose is supported by practice guidelines or peer-reviewed literature for the relevant off-label use (*prescriber must submit supporting evidence*).

**Prescribed regimen must be FDA-approved or recommended by NCCN*

Approval duration:

Medicaid/HIM/ICHRA – 12 months

Commercial – 12 months or duration of request, whichever is less

B. Pancreatic Cancer (must meet all):

1. Diagnosis of locally advanced, unresectable, or metastatic pancreatic cancer;
2. Prescribed by or in consultation with an oncologist;
3. Age \geq 18 years;
4. Prescribed in combination with gemcitabine;
5. For Tarceva requests, member must use generic erlotinib, unless contraindicated or clinically significant adverse effects are experienced;
6. Request meets one of the following (a or b):*
 - a. Dose does not exceed both (i and ii):
 - i. 450 mg per day;
 - ii. 3 tablets per day;
 - b. Dose is supported by practice guidelines or peer-reviewed literature for the relevant off-label use (*prescriber must submit supporting evidence*).

**Prescribed regimen must be FDA-approved or recommended by NCCN*

Approval duration:

Medicaid/HIM/ICHRA – 12 months

Commercial – 12 months or duration of request, whichever is less

C. Bone Cancer (off-label) (must meet all):

1. Diagnosis of recurrent chordoma;
2. Prescribed by or in consultation with an oncologist;
3. Age \geq 18 years;
4. Prescribed as a single agent;
5. For Tarceva requests, member must use generic erlotinib, unless contraindicated or clinically significant adverse effects are experienced;
6. Dose is within FDA maximum limit for any FDA-approved indication or is supported by practice guidelines or peer-reviewed literature for the relevant off-label use (*prescriber must submit supporting evidence*).*

**Prescribed regimen must be FDA-approved or recommended by NCCN*

Approval duration:

Medicaid/HIM/ICHRA – 12 months

Commercial – 12 months or duration of request, whichever is less

D. Renal Cell Carcinoma (off-label) (must meet all):

1. Diagnosis of relapsed or stage IV (unresectable or metastatic) renal cell carcinoma;
2. Prescribed by or in consultation with an oncologist;
3. Age \geq 18 years;
4. Histology is non-clear cell;
5. Tarceva is prescribed in combination with bevacizumab;
6. For Tarceva requests, member must use generic erlotinib, unless contraindicated or clinically significant adverse effects are experienced;
7. Dose is within FDA maximum limit for any FDA-approved indication or is supported by practice guidelines or peer-reviewed literature for the relevant off-label use (*prescriber must submit supporting evidence*).

**Prescribed regimen must be FDA-approved or recommended by NCCN*

Approval duration:

Medicaid/HIM/ICHRA – 12 months

Commercial – 12 months or duration of request, whichever is less

E. Other diagnoses/indications (must meet 1 or 2):

1. If this drug has recently (within the last 6 months) undergone a label change (e.g., newly approved indication, age expansion, new dosing regimen) that is not yet reflected in this policy, refer to one of the following policies (a or b):
 - a. For drugs on the formulary (commercial, health insurance marketplace/ICHRA) or PDL (Medicaid), the no coverage criteria policy for the relevant line of business: CP.CPA.190 for commercial, HIM.PA.33 for health insurance marketplace/ICHRA, and CP.PMN.255 for Medicaid; or
 - b. For drugs NOT on the formulary (commercial, health insurance marketplace/ICHRA) or PDL (Medicaid), the non-formulary policy for the relevant line of business: CP.CPA.190 for commercial, HIM.PA.103 for health insurance marketplace/ICHRA, and CP.PMN.16 for Medicaid; or
2. If the requested use (e.g., diagnosis, age, dosing regimen) is NOT specifically listed under section III (Diagnoses/Indications for which coverage is NOT authorized) AND criterion 1 above does not apply, refer to the off-label use policy for the relevant line of business: CP.CPA.09 for commercial, HIM.PA.154 for health insurance marketplace/ICHRA, and CP.PMN.53 for Medicaid.

II. Continued Therapy

A. All Indications in Section I (must meet all):

1. Currently receiving medication via Centene benefit, or documentation supports that member is currently receiving Tarceva for a covered indication and has received this medication for at least 30 days;
2. Member is responding positively to therapy;
3. For Tarceva requests, member must use generic erlotinib, unless contraindicated or clinically significant adverse effects are experienced;
4. If request is for a dose increase, request meets one of the following (a or b):*
 - a. New dose does not exceed both (i and ii):
 - i. 450 mg per day;
 - ii. 3 tablets per day;

- b. New dose is supported by practice guidelines or peer-reviewed literature for the relevant off-label use (*prescriber must submit supporting evidence*).

**Prescribed regimen must be FDA-approved or recommended by NCCN*

Approval duration:

Medicaid/HIM/ICHRA – 12 months

Commercial – 12 months or duration of request, whichever is less

B. Other diagnoses/indications (must meet 1 or 2):

1. If this drug has recently (within the last 6 months) undergone a label change (e.g., newly approved indication, age expansion, new dosing regimen) that is not yet reflected in this policy, refer to one of the following policies (a or b):
 - a. For drugs on the formulary (commercial, health insurance marketplace/ICHRA) or PDL (Medicaid), the no coverage criteria policy for the relevant line of business: CP.CPA.190 for commercial, HIM.PA.33 for health insurance marketplace/ICHRA, and CP.PMN.255 for Medicaid; or
 - b. For drugs NOT on the formulary (commercial, health insurance marketplace/ICHRA) or PDL (Medicaid), the non-formulary policy for the relevant line of business: CP.CPA.190 for commercial, HIM.PA.103 for health insurance marketplace/ICHRA, and CP.PMN.16 for Medicaid; or
2. If the requested use (e.g., diagnosis, age, dosing regimen) is NOT specifically listed under section III (Diagnoses/Indications for which coverage is NOT authorized) AND criterion 1 above does not apply, refer to the off-label use policy for the relevant line of business: CP.CPA.09 for commercial, HIM.PA.154 for health insurance marketplace/ICHRA, and CP.PMN.53 for Medicaid.

III. Diagnoses/Indications for which coverage is NOT authorized:

- A. Non-FDA approved indications, which are not addressed in this policy, unless there is sufficient documentation of efficacy and safety according to the off label use policies – CP.CPA.09 for commercial, HIM.PA.154 for health insurance marketplace/ICHRA, and CP.PMN.53 for Medicaid or evidence of coverage documents.

IV. Appendices/General Information

Appendix A: Abbreviation/Acronym Key

FDA: Food and Drug Administration

EGFR: epidermal growth factor receptor

NSCLC: non-small cell lung cancer

Appendix B: Therapeutic Alternatives

Not applicable

Appendix C: Contraindications/Boxed Warnings

None reported

V. Dosage and Administration

| Indication | Dosing Regimen | Maximum Dose |
|------------|----------------|--------------|
| NSCLC | 150 mg PO QD | 450 mg/day |

| Indication | Dosing Regimen | Maximum Dose |
|-------------------|---|--------------|
| | Up to 300 mg/day with concurrent tobacco smoking Up to 450 mg/day if taken with a CYP3A4 inducer | |
| Pancreatic cancer | 100 mg PO QD Up to 300 mg/day with concurrent tobacco smoking Up to 450 mg/day if taken with a CYP3A4 inducer | 450 mg/day |

VI. Product Availability

Tablets: 25 mg, 100 mg, 150 mg

VII. References

1. Tarceva Prescribing Information. Northbrook, IL: OSI Pharmaceuticals LLC; October 2016. Available at https://www.accessdata.fda.gov/drugsatfda_docs/label/2016/021743s0251bl.pdf. Accessed January 13, 2026.
2. National Comprehensive Cancer Network Drugs and Biologics Compendium. Available at nccn.org. Accessed March 2, 2026.
3. National Comprehensive Cancer Network Guidelines. Kidney Cancer Version 1.2026. Available at: https://www.nccn.org/professionals/physician_gls/pdf/kidney.pdf. Accessed March 2, 2026.

| Reviews, Revisions, and Approvals | Date | P&T Approval Date |
|--|----------|-------------------|
| 2Q 2022 annual review: for bone cancer added single-agent therapy criterion per NCCN; WCG.CP.PHAR.74 was retired and initial approval duration was consolidated to 6 months; Commercial approval durations revised from “Length of Benefit” to “12 months or duration of request, whichever is less”; references reviewed and updated. | 02.18.22 | 05.22 |
| Template changes applied to other diagnoses/indications. | 10.12.22 | |
| 2Q 2023 annual review: corrected maximum dose quantity to 3 tablets, which corresponds with 450 mg; for kidney cancer, added criterion for Tarceva monotherapy or in combination with bevacizumab per NCCN Compendium; references reviewed and updated. | 02.09.23 | 05.23 |
| 2Q 2024 annual review: no significant changes; references reviewed and updated. | 01.12.24 | 05.24 |
| 2Q 2025 annual review: no significant changes; added erlotinib to the Policy/Criteria applicability section; references reviewed and updated. | 01.16.25 | 05.25 |
| 2Q 2026 annual review: for kidney cancer, removed single-agent therapy option per NCCN; revised initial approval durations for Medicaid/HIM to 12 months; references reviewed and updated. Added ICHRA line of business. | 04.09.26 | 05.26 |

Important Reminder

This clinical policy has been developed by appropriately experienced and licensed health care professionals based on a review and consideration of currently available generally accepted standards of medical practice; peer-reviewed medical literature; government agency/program approval status; evidence-based guidelines and positions of leading national health professional organizations; views of physicians practicing in relevant clinical areas affected by this clinical policy; and other available clinical information. The Health Plan makes no representations and accepts no liability with respect to the content of any external information used or relied upon in developing this clinical policy. This clinical policy is consistent with standards of medical practice current at the time that this clinical policy was approved. “Health Plan” means a health plan that has adopted this clinical policy and that is operated or administered, in whole or in part, by Centene Management Company, LLC, or any of such health plan’s affiliates, as applicable.

The purpose of this clinical policy is to provide a guide to medical necessity, which is a component of the guidelines used to assist in making coverage decisions and administering benefits. It does not constitute a contract or guarantee regarding payment or results. Coverage decisions and the administration of benefits are subject to all terms, conditions, exclusions, and limitations of the coverage documents (e.g., evidence of coverage, certificate of coverage, policy, contract of insurance, etc.), as well as to state and federal requirements and applicable Health Plan-level administrative policies and procedures.

This clinical policy is effective as of the date determined by the Health Plan. The date of posting may not be the effective date of this clinical policy. This clinical policy may be subject to applicable legal and regulatory requirements relating to provider notification. If there is a discrepancy between the effective date of this clinical policy and any applicable legal or regulatory requirement, the requirements of law and regulation shall govern. The Health Plan retains the right to change, amend or withdraw this clinical policy, and additional clinical policies may be developed and adopted as needed, at any time.

This clinical policy does not constitute medical advice, medical treatment, or medical care. It is not intended to dictate to providers how to practice medicine. Providers are expected to exercise professional medical judgment in providing the most appropriate care, and are solely responsible for the medical advice and treatment of members. This clinical policy is not intended to recommend treatment for members. Members should consult with their treating physician in connection with diagnosis and treatment decisions.

Providers referred to in this clinical policy are independent contractors who exercise independent judgment and over whom the Health Plan has no control or right of control. Providers are not agents or employees of the Health Plan.

This clinical policy is the property of the Health Plan. Unauthorized copying, use, and distribution of this clinical policy or any information contained herein are strictly prohibited. Providers, members, and their representatives are bound to the terms and conditions expressed herein through the terms of their contracts. Where no such contract exists, providers, members and their representatives agree to be bound by such terms and conditions by providing services to members and/or submitting claims for payment for such services.

Note:

For Medicaid members, when state Medicaid coverage provisions conflict with the coverage provisions in this clinical policy, state Medicaid coverage provisions take precedence. Please refer to the state Medicaid manual for any coverage provisions pertaining to this clinical policy.

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