

Case Study: Modelling Pharmaceutical Economic Contributions



Challenge: A client's curative therapy is effective and life changing for patients, but the high cost for the short treatment time created a gap between expected price and true value for external stakeholders

Developed a model to demonstrate the overall value added to patients and the economic impact on GDP, tax, and job creation and these affects applied to current and future policies

- Measured impact on state or congressional district level
- Measured number of jobs created in each industry
- Assessed impact of grants activities on local communities and at the national level

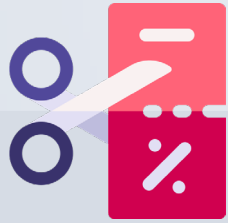


Impact: Resulted in government affairs discussions at the local, state, and federal level on job protection and creation within the pharmaceutical industry



Case Study: Novel finance modelling to address large seller penalties

Challenge



Challenge: In April 2016, the Japanese Central Social Insurance Medical Council (Chuikyo) slashed a client's price due to high sales in accordance with their "huge seller" [Kakudaisaisantei] price revisions, which resulted in billions of lost revenue

Solutions



Provided several potential approaches to mitigate future damage with both the **Ministry of Health Labor and Welfare (MHLW)** and the **Ministry of Finance (MOF)** that focused on:

- **Developing alternative modes of finance for curative therapies and estimating the potential budget impact to the Japanese government**
- **Modeling cost savings, budget impact and patient outcomes in a value-based model**

Impact



Impact: Allowed deeper more provocative discussions with **MHLW** which catalyzed greater thinking around use of **HTA** and incentives for curative treatments