## Regional Consultancy

### Latin America Countries where Services are Provided / Start Date

- **Arnold Consultancy & Technology**
  - Argentina, 2003
  - Brazil, 2000
  - Chile, 2005
  - Colombia, 2004
  - Mexico, 2006

- **Asia Bio**
  - Brazil, 2001
  - Chile, 2004
  - Ecuador, 2004
  - Mexico, 2004
  - Peru, 2012
  - Uruguay, 2012

- **Charles River Associates (CRA)**
  - Argentina, 2009
  - Brazil, 2006
  - Mexico, 2006
  - Venezuela, 2009

- **Curo Consulting Inc**
  - Argentina, 2013
  - Colombia, 2013
  - Mexico, 2012

- **Institute for Clinical Effectiveness and Health Policy (IECS)**
  - Argentina, 2000
  - Brazil, 2003
  - Chile, 2003
  - Colombia, 2005
  - Mexico, 2005
  - Peru, 2009
  - Uruguay, 2006
  - Venezuela, 2010

- **Links and Links S.A. de C.V.**
  - Argentina, 2007
  - Brazil, 2009
  - Chile, 2010
  - Colombia, 2007
  - Costa Rica, 2010
  - Ecuador, 2012
  - Mexico, 2002
  - Peru, 2010
  - Venezuela, 2007

**Services and Number of Studies/Projects Conducted**

- **Arnold Consultancy & Technology**
  - Health economic models
  - Outcomes research
  - Chart review
  - Dossier submission
  - 4-6 months

- **Asia Bio**
  - Market access
  - Burden of disease
  - Models & adoption
  - Local literature review
  - Interviews with local KOLs and other stakeholders
  - Data mining
  - Local databases access
  - Market behavior
  - Pricing and reimbursement
  - Documentation development (Brazil only)
  - More than 40 projects executed, mainly involving Brazil, Mexico and Colombia concurrently

- **Charles River Associates (CRA)**
  - Opportunity assessments (5)
  - Lifecycle planning (2)
  - Pricing and reimbursement studies (2)
  - HTA analyses (2)
  - Impact of indirect taxation (1)
  - Launch performance assessments

- **Curo Consulting Inc**
  - Oncology payer communication tools

**Collaborations (e.g., ISPOR Connections; HTA Alliance; Mod Society Partnership)**

- **Arnold Consultancy & Technology**
  - ISPOR
  - Local KOLs and stakeholders

- **Asia Bio**
  - ISPOR
  - Local KOLs and stakeholders

**Length of Studies / Projects**

- **Arnold Consultancy & Technology**
  - Model adaptation, 4 months
  - Other services, depending on the complexity requested by the client, varies from 1-3 months

**General Director**

- **Arnold Consultancy & Technology**
  - Renee JG Arnold

**Principal Researchers**

- **Arnold Consultancy & Technology**
  - Gabriela Tannus Branco de Araujo, MBA, MSc

**Contact Information**

- **Arnold Consultancy & Technology**
  - Telephone: +54-11-4267-4700
  - Email: arnoldinfo@arnoldllc.com

**Outstanding Achievements**

- **Arnold Consultancy & Technology**
  - Completed together with IMS Health: Hendriks et al. Burden of disease in patients with Morquio A Syndrome: Results from an international patient-reported outcomes study
  - Orphanet Journal of Rare Diseases 2014; 9:32 (performed in 6 countries, including Colombia and Brazil)

**Publications (References)**

- **Arnold Consultancy & Technology**
  - See "Outstanding Achievements" page listing further below

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## Curo Consulting Inc

- **Country**: Mexico
- **Year**: 2012

**Services**

- **Oncology payer communication tools**
  - Secretary de Salud
  - IMSS
  - ISSSTE
  - Sedena
  - Marina
  - Peruna
  - Public and private sector validation of value messaging and economic models

**Lengths of Studies / Projects**

- **4-6 months**

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## Institute for Clinical Effectiveness and Health Policy (IECS)

- **Country**: Argentina
- **Year**: 2000

**Services**

- **Economic evaluations**
  - Disease burden studies
  - Cost studies
  - Systematic reviews
  - Technical advisories

- **Systematic reviews**
  - HTA agencies
  - Medical societies
  - Government
  - Universities

**Lengths of Studies / Projects**

- **6-10 months**

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## Links and Links S.A. de C.V.

- **Country**: Mexico
- **Year**: 2002

**Services**

- **Epidemiological and systematic review studies**
  - 256
  - Costs and data input studies (90)
  - Pharmacoeconomic studies (119)
  - Database ad hoc project with Healthcare System Information (20)
  - Total Number of Studies: 474

**Publications (References)**

- **See "Outstanding Achievements" page listing further below

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## Regional Consultancy

### Latin America Consultancies for Latin America (updated July 2014)

<table>
<thead>
<tr>
<th>Country</th>
<th>Year</th>
<th>Services</th>
<th>Number of Studies</th>
<th>Contact Information</th>
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<tbody>
<tr>
<td>Argentina</td>
<td>2003</td>
<td>Health economic models</td>
<td>4-6 months</td>
<td>Renee JG Arnold, <a href="mailto:rjarnold@arnoldllc.com">rjarnold@arnoldllc.com</a></td>
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<tr>
<td>Brazil</td>
<td>2000</td>
<td>Outcomes research</td>
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<td>Chart review</td>
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<td>Colombia</td>
<td>2004</td>
<td>Dossier submission</td>
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<tr>
<td>Mexico</td>
<td>2006</td>
<td>Health economic models</td>
<td>4-6 months</td>
<td>Renee JG Arnold, <a href="mailto:rjarnold@arnoldllc.com">rjarnold@arnoldllc.com</a></td>
</tr>
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<td>Argentina</td>
<td>2009</td>
<td>Opportunity assessments (5)</td>
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<td>Brazil</td>
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<td>Cost studies</td>
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<td>2009</td>
<td>Technical advisories</td>
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**Publications (References)**

- **See "Outstanding Achievements" page listing further below

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## Contact Information

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<th>Email</th>
<th>Telephone</th>
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<tbody>
<tr>
<td><a href="mailto:lourdes.garcia@linksandlinks.com.mx">lourdes.garcia@linksandlinks.com.mx</a></td>
<td>+54-11-4267-4700</td>
</tr>
<tr>
<td><a href="mailto:arnoldinfo@arnoldllc.com">arnoldinfo@arnoldllc.com</a></td>
<td></td>
</tr>
<tr>
<td>Nationality/ Group</td>
<td>Regional Consultancy</td>
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<tr>
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<tr>
<td>MarketAccess Solutions</td>
<td>- Argentina, 2013 • Brazil, 2012 • Colombia, 2013 • Mexico, 2012 • Venezuela, 2013</td>
</tr>
<tr>
<td>Medaxial Inc.</td>
<td>- Argentina, 2011 • Brazil, 2011 • Chile, 2011 • Colombia, 2011 • Guatemala, 2011 • Mexico, 2011</td>
</tr>
<tr>
<td>RANDOM Foundation</td>
<td>- Chile, 2012 • Colombia, 2006 • Ecuador, 2009 • Guatemala, 2011 • Jamaica, 2013 • Panama, 2009 • Venezuela, 2012</td>
</tr>
<tr>
<td>Regional Consultancy</td>
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<tr>
<td>RTI Health Solutions (RTI-HS)</td>
<td>• Argentina, 2012 • Brazil • Ecuador, mid-1980s • El Salvador, mid-1980s • Guatemala, mid-1980s • Mexico, mid-1980s • Nicaragua, mid-1980s • Peru, mid-1980s • Trinidad and Tobago and others, mid-1980s</td>
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*Information provided by consultants*
<table>
<thead>
<tr>
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<th>Services</th>
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</table>
| RANDOM Foundation    | - Pharmacoeconomic breast cancer adaptation model  
|                      | - Pharmacoeconomic model design for therapy with Galvus® with analog insulin compared with monotherapy with only analog insulin for Diabetes Mellitus Type II in Colombia  
|                      | - Information gathering on macular degeneration age-related service health institutions in Colombia  
|                      | - Somatostatin Analogs Pharmacoeconomic Model brochure for hemophilia  
|                      | - Renal transplant budget impact  
|                      | - Pradaxa pharmacoeconomic model in anticoagulation of atrial fibrillation  
|                      | - Pradaxa pharmacoeconomic model in anticoagulation from hip and knee surgery  
|                      | - Development of a brochure on Somatostatin analogs in neuroendocrine tumors  
|                      | - Processing and analysis of information for a cost-effectiveness model for Diabetes Mellitus in CoreModel  
|                      | - Gathering and subsequent analysis of information for the cost-effectiveness model for deep brain stimulation (DBS) in patients with Parkinson’s disease in Colombia  
|                      | - Gathering and subsequent analysis of information for the cost-effectiveness therapy model for renal artery denervation (RDN) in patients with resistant hypertension in Colombia  
|                      | - Economic evaluation of treatment for knee osteoarthritis in relation to functional capacity in patients treated with Synvisc®  
|                      | - Adaptation and validation of a model for cost-effectiveness subcutaneous Abatacept in Colombia  
|                      | - Research poster designs on Information gathering for the RDN and TAVI models provided for the ISPOR Colombian Congress of Cardiology  
|                      | - Cost clinical study  
|                      | - Ezipla clinical study  
|                      | - Clinical study / Pricelae  
|                      | - Adaptation model of budget impact of Imfumab in melanoma management in Colombia  
|                      | - Adaptation and validation of a model for cost-effectiveness for subcutaneous Abatacept in Chile  
|                      | - Adaptation and validation of a model of cost-effectiveness for pneumococcal vaccine in Guatemala and the Dominican Republic  
|                      | - Adaptation model of cost-effectiveness and budget impact of Liraceld for the treatment of complicated skin infections and soft tissue in Chile and Colombia  
|                      | - Develop a White Paper that explains the economic impact and potential benefits associated with peritoneal dialysis compared to hemodialysis in Guatemala  

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<th>RTI Health Solutions (RTI-HS)</th>
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</table>
|                               | - Health-economic models  
|                               | - Literature reviews  
|                               | - Database analysis  
|                               | - Chart abstraction  
|                               | - Prospective observational studies/surveys  
|                               | - Payer research  
|                               | - HEOR and market access strategic plans  
|                               | - Visit www.rtihs.org for further information  
|                               | - RTI helps governments and local partners solve complex development challenges by applying its expertise in the fields of governance and stabilization, economic growth, education, health, environmental management, information and communication technology, and public-private partnerships  
|                               | - RTI maintains a regional office in San Salvador, El Salvador, which supports a variety of project activities throughout the region  
<p>|                               | - RTI’s clients include the U.S. Agency for International Development (USAID), the Inter-American Development Bank (IDB), the World Bank, other regional and international public- and private-sector organizations, and foundations |</p>
<table>
<thead>
<tr>
<th>Regional Consultancy</th>
<th>Outstanding Achievements*</th>
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</thead>
<tbody>
<tr>
<td>Axia.Bio</td>
<td>• Full understanding of opportunities and their significance in the region</td>
</tr>
<tr>
<td></td>
<td>• Ability to understand and respect the differences and culture of each country</td>
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<tr>
<td></td>
<td>• Regional representation at ISPOR meetings and other events</td>
</tr>
<tr>
<td></td>
<td>• Work with local colleagues to establish good research practices of HEOR in the region; translation of ISPOR books; coordination of the ISPOR Latin America Consortium Face-to-Face Meeting during the ISPOR 4th Latin America Conference, Buenos Aires, Argentina</td>
</tr>
<tr>
<td></td>
<td>• We are not only in the region, we “feel” the region and, thus, can help the client to obtain real figures and not a foreign interpretation of the reality</td>
</tr>
<tr>
<td>Charles River Associates (USA)</td>
<td>• $59 on “Globe 100” list of top-performing public companies in MA, USA</td>
</tr>
<tr>
<td></td>
<td>• Ranked by Capital as the #1 strategy consultancy in Germany for pharmaceuticals and health care</td>
</tr>
<tr>
<td>Links and Links S.A. de C.V.</td>
<td>• Successful communication with payers in Latin America ensuring optimal value communication strategy</td>
</tr>
<tr>
<td></td>
<td>• Green Ribbon finalist during the ISPOR 15th Annual International Meeting, CA, USA, “A Pharmacoeconomics Assessment of Sildenafil in the Management of Pulmonary Arterial Hypertension in Pediatrics: The Mexican Case”, May 2010</td>
</tr>
<tr>
<td></td>
<td>• National Award for the Best Pharmacoeconomics Study during the 5th National Forum of Health Technology in the category of Health Technology Assessment, “Cost-Effectiveness of Daptomycin for Prophylaxis and Management of Venous Thromboembolism Disease Associated with Hip Surgery in Adult Patients”, September 2009</td>
</tr>
<tr>
<td></td>
<td>• Targeted therapies were selected using MKTXS defined parameters to ensure insights relevant to the client’s pipeline</td>
</tr>
<tr>
<td></td>
<td>• Methodologies were developed specific to understanding the market dynamics for each country. Access was driven by self pay and patient assistance programs, therefore discussions with pharmacists and KOLs were key steps in the methodology</td>
</tr>
<tr>
<td></td>
<td>• Targeted therapies are available through the public and / or private system, requiring discussions with key stakeholders in both segments</td>
</tr>
<tr>
<td></td>
<td>• Market access insights</td>
</tr>
<tr>
<td></td>
<td>• Facilitated workshop where cross-country teams developed solutions for key access barriers</td>
</tr>
<tr>
<td></td>
<td>• Streamlined affiliates from a price to a value-based negotiation mindset</td>
</tr>
<tr>
<td></td>
<td>• Trained affiliates on a value proposition focused on low disease incidence and key performance and health economic outcomes that would overcome payer objections to the premium price</td>
</tr>
<tr>
<td></td>
<td>• Evidence development insights</td>
</tr>
<tr>
<td></td>
<td>• Consolidated value messages and evidence used across Latin America to those maximizing product value among payers</td>
</tr>
<tr>
<td></td>
<td>• Empowered affiliates in Latin America to “think like a payer” and helped build an “evidence development” roadmap to maximize access and grow sales within the Latin America market</td>
</tr>
<tr>
<td></td>
<td>• Insights from Thailand</td>
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<td></td>
<td>• Manufacturers need to consider price segmentation by the number of therapy doses (shared contribution model vs. fully reimbursement), rather than by ex-factory price</td>
</tr>
<tr>
<td></td>
<td>• CSMBS is an important target market</td>
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<tr>
<td></td>
<td>• Most high price therapies are reimbursement by the government, if deemed medically necessary by physician</td>
</tr>
<tr>
<td></td>
<td>• Induction in the CSMBS prior authorization list further reduces access barriers</td>
</tr>
<tr>
<td></td>
<td>• Access to 30-Baht and SSS patients is more complex</td>
</tr>
<tr>
<td></td>
<td>• Manufacturers have to consider patient assistance programs and innovative access schemes for market entry</td>
</tr>
</tbody>
</table>

**Random Foundation**

- ISPOR Best Podium Research Presentation Award: CV1 - A COST-UTILITY ANALYSIS OF PROPHYLACTIC THERAPY FOR VENOUS THROMBOEMBOLISM WITH DABIGATRAN ETIXILATE OR ENOXAPARIN, ISPOR 3rd Latin America Conference, Mexico 2011
- ISPOR Best Poster Research Presentation Award: P04A - COSTO-EFECTIVIDAD DE OCTREOTIDE COMPARADO CON TERAPIA DE SOPORTE USUAL PARA EL TRATAMIENTO DE TUMORES NEUROENDOCRINOS EN COLOMBIA, ISPOR 3rd Latin America Conference, Mexico 2011
- ISPOR Best Podium Research Presentation Award: CV1 - A COST-UTILITY ANALYSIS OF PROPHYLACTIC THERAPY FOR VENOUS THROMBOEMBOLISM WITH DABIGATRAN ETIXILATE OR ENOXAPARIN, ISPOR 3rd Latin America Conference, Mexico 2011

*Information provided by consultants*