

Beyond the Health Sector: *Embedding Labor Market Effects and Productivity in HTA*

Dan Ollendorf, PhD

Chief Scientific Officer and Director of HTA Methods & Engagement

Institute for Clinical and Economic Review

November 11, 2025



Disclosures

- Employee of ICER, which produces publicly-accessible reports on comparative effectiveness and value of new and established interventions
- Current member of Board of ISPOR, the professional society for health economics and outcomes research (HEOR) practitioners

HTA and the Societal Perspective

- *In deliberation*
 - Ethics-based process that adds considerations of equity, fairness, and implementation to evidence and analysis
 - Provides opportunity for multiple perspectives to discuss and debate
 - Allows for presentation of extenuating circumstances
- *In cost-effectiveness analysis*
 - Inclusion of impacts on the patient beyond health (productivity, time seeking care, etc.)
 - Inclusion of health impacts on others (caregivers, family members)
 - Can be expressed as costs and/or quality-of-life effects
 - Relatively straightforward analytic exercise (when data available)

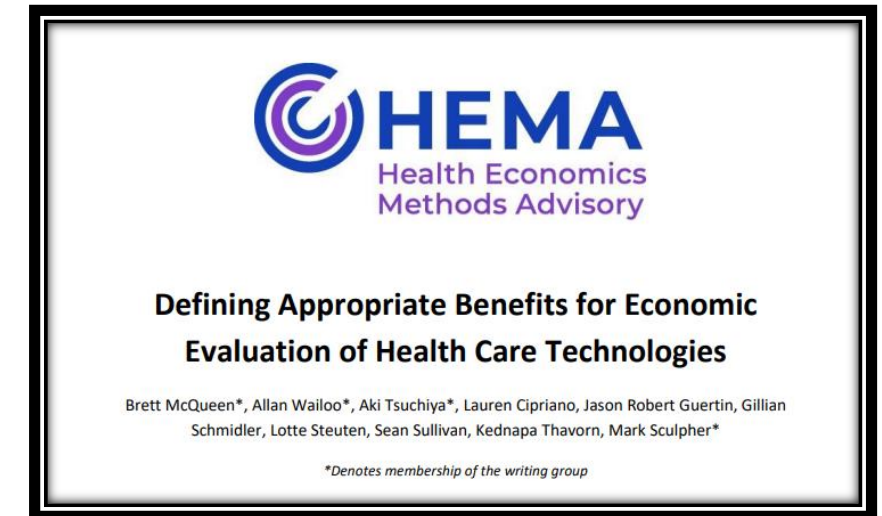
What Do the Experts Say?

- 2nd Panel:
 - Do both!
 - Use “impact inventory” to document the differences
- HTA bodies vary in their approach to societal CEA:
 - ZIN: reference case
 - ICER: can be reference case if data support it
 - Others: case-by-case



How did HEMA Weigh in?

- Health benefits can be counted regardless of who receives them, as long as:
 - They are relevant to the decision-maker
 - They can be measured appropriately
 - *Opportunity costs are reflected*
- Questions naturally raised regarding cross-sector tradeoffs and how to consider opportunity costs outside health



https://hemamethods.org/wp-content/uploads/2025/10/HEMA-Draft-Report_For-Publication_100925.pdf

Three Case Studies

- Spinal muscular atrophy (SMA)
 - Rapidly-fatal inherited disease (in most severe, infant-onset form)
 - Significant caregiver burden
 - Downstream impacts on education, productivity, etc.
- Multiple sclerosis (MS)
 - Disabling condition that typically strikes during prime working years
 - Potential for reduced work or early retirement, caregiver impacts
- Alzheimer's disease (AD)
 - Progressive neurodegenerative disease, primarily in older individuals
 - Caregiver impacts, significant social care system utilization

Our Panelists

HTA Perspective



Industry Perspective



Academic Perspective



Polling Question 1 (Multiple Choice)

Why is the societal perspective not more widely embraced?

- a) Data availability issues
- b) Ethical and tradeoff implications
- c) Worries about impact on technology pricing
- d) Distance from health system remit
- e) All of the above

Polling Question 2 (Single Choice)

Why is the first priority for making the societal perspective fit-for-purpose in HTA?

- a) Solving the opportunity cost-tradeoff conundrum
- b) Collecting better data on societal impacts
- c) Identifying the situations in which a societal perspective makes sense
- d) Nothing, we are more than ready now

Thank you!

dollendorf@icer.org

Questions?