

A Comparison of HEOR Research and Actuarial Analytics

ISPOR 2023, BOSTON

TUESDAY, 09 MAY, 10:15AM -11:15AM (SESSION 1527)

Faculty



Karl Gregor, PharmD, MS
Vice President
Pharmacy Advisory Services
Optum



David Myers, FSA, MAAA
Chief Financial Officer
Retiree Solutions
UnitedHealthcare



Kyle Null, PharmD, PhD
Senior Director
Outcomes Research and Data Science
Takeda Pharmaceuticals

Flow of the Discussion

- The Issue and Context – Karl (10 minutes)
- Issue Perspectives – David and Kyle (30 minutes)
 - Who are your audiences?
 - What questions are you answering?
 - What are the key endpoints that you consider?
 - What are your top few methods considerations?
 - What results do you report?
- Conclusion – Karl, David, Kyle (5 minutes)
- Q&A (10 +/- minutes)

Context

- Value-based insights must eventually be translated into Per-Member-Per-Month (PMPM) costs for the development of pharmacy and medical benefits.
- This business challenge should create a natural interface between HEOR and actuarial insights.
- Both disciplines answer important questions, but with different methodologies and perspectives.
- Without mutual understanding, these differences can be divisive.
- Mutual understanding could produce insights for which the sum is greater than the parts.
- Without a deliberately developed bridge, benefits decision-makers may lack guidance in applying the respective insights.

The Issue

- HEOR informs the value (i.e., the benefit gained for the cost) of alternative health care treatment options.
- Actuaries address future financial risks and opportunities in the context of affordability (i.e., what it will cost).
- Together, it may be possible that the disciplines can play a highly complementary role in influencing pharmacy and medical drug coverage.
- The disciplines differ in professional culture, training, methods, and value drivers.
- Given the above, can the two disciplines find opportunities to integrate, or at least produce aligned insights?

Perspectives on the Issue



David Myers, FSA, MAAA
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Perspectives

Question	David (Actuary)	Kyle (HEOR)
Your Audience(s)?		
Their Question(s)?		
Your Endpoint(s)?		
Your Method(s)?		
Your Results Reporting?		

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Moving Forward ...

Mutual understanding could produce insights for which the sum is greater than the parts.

- Karl – consider costing methodology and scale?
- Kyle – “David, what do you want from me?”
- David – “David, what do you want from me?”

Q & A