# Issues Panel: Health economists want to maximize QALYs, but do patients?

### ISPOR 2024 May 6, 2024

Moderator: Shelby Reed, PhD, Professor in Population Health Sciences at Duke University School of Medicine and Faculty at the Duke Clinical Research Institute

Panelist: Marco Boeri, PhD, Director of Preference Research at Open Health

Panelist: Juan Marcos Gonzalez, PhD, Associate Professor in Population Health Sciences at Duke University School of Medicine and Faculty at the Duke Clinical Research Institute

**Panelist: Brett Hauber,** PhD, Senior Director, Patient Preference Expert at Pfizer and Affiliate Associate Professor at the University of Washington School of Pharmacy

# What level of decision making?

- Population-level HTA decisions
  - Society and insurance beneficiaries bear costs through taxes and premiums
  - CEA objective: Maximize health outcomes and survival (i.e. QALYs) given a budget constraint

- Individual-level treatment decisions
  - Patients experience the health and non-health impacts of treatment
  - Utility maximization



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### ISPOR's Special Task Force on US Value Frameworks



Adapted from Lakdawalla et al.<sup>2</sup> QALY indicates quality-adjusted life-year.



# Why Don't Patients Always Choose What's Best for Them?

The Well-being Paradox

Monday, 6 May 2024



### Marco Boeri

Director of Preference Research and Scientific Office Lead for Patient Centered Outcomes OPEN Health HEOR & Market Access ISPOR 2024; May 5-8, 2024 - Atlanta, GA, USA



# The only true wisdom is in knowing you know nothing

Socrate

# Acknowledgements and disclaimers

- Financial disclosure:
  - No funding were obtained.

### • Disclaimer:

 The views and opinions expressed in this presentation (and all possible mistakes <sup>(i)</sup>) are those of the presenting author and do not necessarily represent those of the institution of affiliation.

### Introduction

The Well-being Paradox

- We assume that treatments aligned with preferences lead to **improved health outcomes and well-being**
- However, incorporating preferences in patientcentered care might conflict with cost effectiveness analysis, which aims to maximize gains in healthrelated quality-adjusted survival within a budget constraint.
  - Patients (and other stakeholders) might place a different value to treatment than regulators and society
  - The assumptions we make to elicit and explore preferences might not be aligned to how the patients (other stakeholders) think/act

Health Maximization	
	Patient choices Wellbeing

### Value is much more than just money...

- Cost effectiveness is a comparative approach to assess new technologies
  - Key outcome measure used is the quality adjusted life year (QALY)

"A measure of health outcome which assigns to each period of time a weight, ranging from 0 to 1, corresponding to the health-related quality of life during that period, where a weight of 1 corresponds to optimal health, and a weight of 0 corresponds to health state judged to be equivalent to death" (Gold et al 1996, p405)

- We can consider QALY the value we attach to a treatment or a device measure when we aim to maximize gains in health-related quality-adjusted survival within a budget constraint
  - In this sense QALY only measures the direct value under certain assumptions
  - Are we missing anything?



# Assumptions in preference elicitation

- Preference elicitation is based on random utility maximization (RUM) theory
  - RUM assumes that a person will select the treatment (device) that gives them the highest level of utility, given the other available options and the characteristics of each treatment (device). Patient are assumed to **maximize their utility**.
- However, individual choice behavior
  - Often involve complex decision-making process
  - is context-dependent (i.e., varying levels of interest in alternatives in different times)
  - reflects the influence of others, and the fact that the individual has
    - limited information
    - limited processing ability

# More to observe than just utility maximization

- RUM assumes fully compensatory decision-making (Swait and Adamowicz, 2001).
  - Compensatory rule: I selected the treatment that came out best when I balanced all efficacy, safety, tolerability and convenience attributes
  - Non-compensatory/semi-compensatory rule (conjunctive rule): I selected that has low risk of adverse event and is a pill
    - Compromise effect: Alternatives with an 'in-between' performance on all attributes, relative to the other alternatives in the choice set, are favoured by choice-makers over alternatives with a poor performance on some attributes and a strong performance on others (Chorus, C., Bierlaire, M., 2013).

Swait, J. and Adamowicz, W. (2001). The influence of task complexity on consumer choice: a latent class model of decision strategy switching, The Journal of Consumer Research 28(1): 135–148. Chorus, C., Bierlaire, M., 2013. An empirical comparison of travel choice models that capture preferences for compromise alternatives. Transportation

### Conclusion

- The Well-being Paradox highlights the disconnect between health and wellbeing in HEOR
  - Searching for better health outcomes might not result in higher well-being
  - Health is one component of well-being and could compete with non-health priorities.
- The link between value, preferences and behaviors is not always clear to researchers and practitioners
  - QALYs and the assumptions behind RUM theory might not capture the full picture
- Should/Can we capture and incorporate these different health behaviors and values in population-level decision making?
  - Not always possible or needed
  - Not always useful (the answers and the needs depend on the questions asked...)
  - It is important to be aware they exist!

### Thanks for your attention Any questions?

Marco Boeri@openhealthgroup.com

### Tradeoffs Reflect Rational Utility-Maximizing Behavior

### Brett Hauber, PhD

Senior Director, Patient Preference Global Medical Patient Impact Assessment Worldwide Medical and Safety Pfizer, Inc.

Affiliate Associate Professor CHOICE Institute University of Washington School of Pharmacy

ISPOR 2024, Atlanta Health Economists Want to Maximize QALYs, but Do Patients? 06 May 2024, 10:15AM-11:15AM EDT



### Take Your Medicine



### Don't Miss or Skip Doses



...If only it were that simple



### Medication Taking: An Economic Bad?

The process of acquiring and taking more is worse (or at least not better) and therefore yields disutility



Pill Burden

**Injection Aversion** 

Medication Management Prescription Acquisition

### Sub-Optimal Adherence is a Rational, Utility

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Epidemiology/Health Services/Psychosocial Research BRIEF REPORT

#### **Risking Health to Avoid Injections**

LUC SAURIOL<sup>2</sup>

BENEDICTE LESCRAUWAET

events per month) and the patient's cur-

rent level of glucose control.

Preferences of Canadians with type 2 diabetes

A. BRETT HAUBER, PHD F. REED JOHNSON, PHD

language surveys from other provinces. Patient characteristics are shown in Table 1. For determination of relative import tance weights, patient data were stratified

according to insulin use (naive versus ex

perienced), sex, and age (Table 1). The

largest importance weight (set to 1) was

for improving glucose control from "sub-

optimal" to "optimal" among patients

aged 18-44 years. For all patients (P =

0.0298), on average, and all subgroups,

proving glucose control from "poor" to

"suboptimal" was greater than the relative

control from "suboptimal" to "optimal" (P

values for the subgroups are as follows,

groups in Table 1: 0.0890, 0.1347,

0.2277, 0.3468, 0.5095, 0.6220, 0.1909,

nproved glycemic control reduces the pens were chosen over other methods of risk of long-term diabetes complica- subcutaneous insulin delivery because tions (1-3). However, subcutaneous they are the predominant method used in insulin injections represent a barrier to Canada (12). One alternative in each achieving "optimal" blood glucose levels, question was a constant reference condiparticularly among type 2 diabetic pa- tion. For patients using insulin, all attients (4). Indeed, some patients even tributes of the constant reference the relative importance weight for imdelay initiation of therapy to avoid injec- condition were set to the patient's current tions (5). This study used conjoint analy- treatment; for insulin-naïve patients, the sis to quantify the relative importance that reference condition represented standard importance weight for improving glucose Canadian patients with type 2 diabetes treatment for patients new to insulin (one place on short-term treatment outcomes injection per day of insulin plus oral anand on the frequency of insulin injections. tidiabetic agents and 1-2 hypoglycemic corresponding to the order of the sub-

RESEARCH DESIGN AND

METHODS — A total of 1,886 patients enrolled in a Canadian consumer panel (n = 70,000) were mailed a questionnaire. Study entry criteria were age ≥18 years and self-reported type 2 diabetes. The choice format conjoint question-

naire was designed to reveal the relative importance patients place on various health outcomes and treatment attributes associated with insulin therapy. This format offers advantages over other methods of quantifying health care preferences (6-11). The questions comprised 12 hypothetical treatment choices, including varying numbers of daily insulin inject

tions using an insulin pen (one to three **RESULTS** - We obtained and anainjections), levels of glucose control (opplasma glucose levels of 4-7, 7.1-10, and diabetic patients. Approximately half >10 mmol/l, respectively), HbA1c (A1C) (49.64%) of the mailed surveys were relevels <7, 7-8.4, and >8.4%), and num-turned. The sample included 179 Frenchbers of mild-to-moderate hypoglycemic language surveys, 45 English-language

Conditional logit analysis (13) was 0.0779, and 0.2114). For all patients, on used to estimate absolute importance average, and for most subgroups, the relweights for improvements in attribute ative importance weight for reducing the levels, namely reducing injection fre-number of injections from twice a day to quency from three times a day twice a day, once a day was greater than the relative reducing injection frequency from twice importance weight for reducing the numa day to once a day, improving glucose ber of injections from three times a day to control from "poor" to "suboptimal," and twice a day. The reverse was true for paimproving glucose control from "suboptients using insulin and for patients aged timal" to "optimal." Importance weights 18-44 years. were expressed relative to the largest esti-A comparison of the relative impormated mean importance weight differtance weights for reducing the number of ence, which was assigned a value of 1. The injections from twice a day to once a day level of significance was set at P < 0.05. with those for improving glucose control from "suboptimal" to "optimal" levels

showed that, on average, reducing the numlyzed a regionally and culturally represenber of injections was as important as imtimal, suboptimal, and poor as fasting tative sample of 936 eligible Canadian proving glucose control for all patients. Both improvements are equally important among male and female patients, although the mean value for reducing the number of injections from twice a day to once a day is events per month (<1, 1-2, >2). Insulin surveys from Quebec, and 712 Englishgreater for men than for women. Among insulin-experienced patients. ...... the mean relative importance weight for

From <sup>1</sup>RTI Health Solutions, Research Triangle Institute, Research Triangle Park, North Carolina; <sup>2</sup>Aventis Pharma, Sanofi Aventis Pharmaceuticals, Quebec, Canada; and <sup>3</sup>Pfizer Canada, Quebec, Canada. improving glucose control was positive and significant (P < 0.0001 for both im-Address correspondence and reprint requests to A. Brett Hauber, PhD, RTI Health Solutions, Research Triangle Institute, Research Triangle Park, NC. E-mail: abhauber@rtiorg, Received for publication 15 April 2005 and accepted in revised form 13 May 2005. provements), while the relative importance weight for reducing the number of injections was zero (P = 0.0159 for relucing from three times a day to twice a day, 0.9436 for reducing from twice a day costs of publication of this article were defrayed in part by the payment of page charges. This article must therefore be hereby ["advertisement" in accordance with 18 U.S.C. Section 1734 solely to indicate this fact. to once a day). In contrast, among insulin-

2243

DIABETES CARE, VOLUME 28, NUMBER 9, SEPTEMBER 2005

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A table elsewhere in this issue shows conventional and Système International (SI) units a

Hauber et al., 2005

factors for many substances.

Relative Importance of Reducing Injections Compared with Relative Importance of Improving Glucose Control



In this study, the only patients who were not willing to accept worsening glucose control to reduce the number of daily injections were current insulin users

### Accepting Lower Efficacy for Preferred Mode

JOURNAL OF DERMATOLOGICAL TREATMEN https://doi.org/10.1080/09546634.2020.1832185 Taylor & Francis

ARTICLE HISTORY

ARTICLE

#### OPEN ACCESS Check for updates

#### Quantifying patient preferences for systemic atopic dermatitis treatments using

#### a discrete-choice experiment

Marco Boeri<sup>a</sup>, Jessie Sutphin<sup>b</sup>, Brett Hauber<sup>b,c</sup>, Joseph C. Cappelleri<sup>d</sup>, William Romero<sup>e</sup> and Marco Di Bonaventura

\*RTI Health Solutions, Belfast, UK: \*RTI Health Solutions, Research Triangle Park, NC, USA: \*Comparative Health Outcomes, Policy and Economics (CHOICE) Institute, University of Washington School of Pharmacy, Seattle, WA, USA; "Pfizer Inc, Groton, CT, USA; "Pfizer Ltd, Surrey, UK; Plizer Inc, New York, NY, USA

#### ARS TRACT

Objectives: To identify meaningful treatment attributes and quantify patient preferences for attributes Received 27 July 2020 Accepted 23 September 2020 of systemic atopic dermatitis (AD) treatments.

Materials and methods: Qualitative interviews were conducted with adults with moderate-to-severe KEYWORDS AD (N=21) to identify AD treatment attributes that patients consider most important and inform Atopic dermatitis; discrete attribute selection for an online discrete choice experiment (DCE) survey administered to patients in choice experiment the United States with moderate to severe AD. Participants identified probability of clear/almost clear maximum acceptable risk: skin at 16 weeks, time to itch relief, mode of administration, and safety risks as very important. DCE patient preference data were analyzed using a random-parameters logit model to estimate the relative importance of treatment attributes and maximum acceptable risk.

Results: A total of 320 respondents completed the DCE survey (74% female; mean age, 35 years). Annual risk of malignancy was the most important attribute, followed by mode of administration, probability of clear skin at 16 weeks, and time to onset of itch relief. Respondents preferred daily oral treatment over injectable treatment. Respondents were willing to accept increases in adverse event risks for improvements in efficacy and mode of administration

Conclusion: The findings of this study can help inform joint patient-physician decision making in managing moderate-to-severe AD.

#### Introduction

Atopic dermatitis (AD) is a chronic inflammatory skin disease that is characterized by intense itching (pruritus), dry skin, redness, exudation, and pain (1-5). AD is common, affecting up to approximately 20% of children and adolescents and approximately 5-10% of adults (6-9), and is associated with a substantial economic and guality-of-life burden (10.11).

Treatments for AD include emollients (e.g. creams, lotions, ointments), topical corticosteroids (e.g. hydrocortisone, triamcipimecrolimus), phosphodiesterase-4 inhibitors (crisaborole), systemic oral and injectable treatments, and phototherapy (1,12-14). Despite conventional systemic immunomodulators for injection treatments (23). being recommended for the management of moderate-totemic corticosteroids in the United States and cyclosporine in ture with 2 objectives. The first objective was to conduct qualierate-to-severe AD, including oral Janus kinase (JAK) inhibitors choice experiment (DCE).

(i.e. abrocitinib, baricitinib, and upadacitinib) and injectable anti-IL-13 antibodies (i.e. tralokinumab and lebrikizumab) that have shown promise in earlyphase clinical studies (17-22).

With this potential influx of additional systemic treatment options, it is important to understand how and to what degree the attributes of systemic treatments are valued by patients to improve patient-physician decision making. Unfortunately, no data exist on patient preferences for systemic AD treatments in the United States and Europe. One study was conducted in Japan, which reported that the top 3 attributes for the patients nolone acetonide), topical calcineurin inhibitors (e.g. tacrolimus, are risk of mild side effects, time until response, and efficacy of reducing itching; however, this study focused more on the differences between the top attributes for patients and physicians

This study, the first of its kind in the United States and the severe AD, only a few are licensed for this indication (i.e. sys- United Kingdom, was designed to address this gap in the litera-Europe) (1,15,16). Dupilumab, an interleukin (IL)-4 receptor alpha tative interviews to identify the AD treatment attributes that antagonist (1), is a relatively new systemic therapy (licensed by patients with moderate-to-severe AD consider most important the US Food and Drug Administration in March 2017 and the when making treatment decisions. The second objective was to European Medicines Agency in September 2017) available as a guantify patient preferences for the systemic AD treatment subcutaneous injection. Several systemic treatments are cur- attributes that emerged from these qualitative interviews and rently being developed to expand the armamentarium for mod-differentiate between systemic treatments using a discrete-

#### CONTACT Marco Di Bonaventura 🕲 marco.dibonaventura@pfizer.com 💽 Pfizer Inc, 235 East 42nd Street, New York, NY, USA © 2020 The Author(s). Published with license by Taylor & Francis Group, LLC

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In this study, switching from a bi-weekly injection to a daily pill was as important than efficacy to patients with moderate-to-severe atopic dermatitis

Boeri et al., 2022

### Trading Life-Years for Preferred Mode of Rational Too

#### 🍇 cancers

MDPI

#### Article

#### Patient Preferences for Unresectable Hepatocellular Carcinoma Treatments: A Discrete-Choice Experiment

Daneng Li <sup>1,\*</sup>, Ruoding Tan <sup>2</sup>, Sairy Hernandez <sup>2</sup>, Norelle Reilly <sup>2</sup>, Cooper Bussberg <sup>3</sup> and Carol Mansfield <sup>3</sup>

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weight Simple Summary: Several treatments are available for patients w noma (HCC), and it is important to understand patients' treatme such treatment options. In a survey study, we explored 200 pati features of HCC treatments: months of additional survival, mon ence severity of hand-foot syndrome, severity of high blood pressure tract, and how the medicine is taken. Of the features included in th P respondents to avoid moderate-to-severe hand-foot syndrome ar ١, The second s pressure. Respondents considered 10 additional months of main Ē. important or more important than 10 additional months of survi maintaining quality of life and avoiding moderate-to-severe side effective important than a medicine's survival benefit.

Mansfield et al., 2023



For patients in this study, eliminating the need for a 30-minute to 1-hour infusion every 3 weeks was nearly as important as extending life by 7 months (from 13-20 months)

### Trading Life-Years for Preferred Mode of

The Patient - Patient-Centered Outcomes Research (2024) 17:229–237 https://doi.org/10.1007/s40271-024-00676-9

#### PRACTICAL APPLICATION

Using Patient Preferences in Health Technology Assessment: Evaluating Quality-Adjusted Survival Equivalents (QASE) for the Quantification of Non-health Benefits

Kevin Marsh<sup>1</sup> · Hannah Collacott<sup>1</sup> · Jim Thomson<sup>2</sup> · Jonathan Mauer<sup>3</sup> · Stephen Watt<sup>3</sup> · Koonal Shah<sup>4</sup> · Brett Hauber<sup>3,5</sup> · Louis Garrison<sup>5</sup> · Mendwas Dzingina<sup>6</sup>

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#### Abstract

Interest in using patient preference (PP) data alongside traditional economic models in health technology assess growing, including using PP data to quantify non-health benefits. However, this is limited by a lack of standard In this article, we describe a method for using discrete choice experiment (DCE) data to estimate the value benefits in terms of quality-adjusted survival equivalence (QASE), which is consistent with the concept of v among HTA agencies. We describe how PP data can be used to estimate QASE, assess the ability to test the fi QASE estimates of changes in mode of administration calculated from five published DCE oncology studies a methodological and normative considerations associated with using QASE to support HTA. We conclude th have some methodological advantages over alternative methods, but this requires DCEs to estimate second between length and quality of life. In addition, empirical work has yet to be undertaken to substantiate this a demonstrate the validity of QASE. Further work is also required to align QASE with normative objectives of I Estimating QASE would also have implications for the conduct of DCEs, including standardising and defini attribute definitions.

Marsh et al., 2024

Providing an oral alternative to SC every three weeks yielded the same utility as extending overall survival by more than >1 month Providing an oral alternative to IV 5 days a week for 1m + SC 3 days a week for 1y yielded the same utility as extending overall survival by more than 7 months



### Administration Burden and Information May Increase

### Vaccine Coverage

Role of Video vs Text Information in Willingness to be Vaccinated for Invasive Meningococcal Disease Among US Adolescents/Young Adults and Parents

Katharina Schley,<sup>1</sup> Chiara Whichello,<sup>2</sup> Brett Hauber,<sup>3\*</sup> Nicolas Krucien,<sup>2</sup> Joseph C. Cappelleri,<sup>4</sup> Paula Peyrani,<sup>5</sup> Jessica Vespa Presa,<sup>5</sup> Joshua Coulter,<sup>3</sup> Sebastian Heidenreich<sup>2</sup>

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#### RESULTS

· Of the 801 participants, 407 were AYP and 394 were PLG.

 Respondents were 49% female and identified as White (78%), Black (13%), and/or Hispanic (17%).

WTV with the pentavalent vaccine was higher among participants who saw the video vs text on background information, who were not vaccine-hesitant vs vaccine-hesitant, and who had private health insurance vs public or no health insurance.



WTV increased when access to a pentavalent (MenABCWY) vaccine was available, although this varied by subgroup.



The introduction of a pentavalent meningococcal vaccine, increased participants' willingness to be vaccinated.

Participants receiving background information through video vs text placed higher significance of the number of doses and greater willingness to be vaccinated.

Schley et al., ISPOR 2024

### Utility in a Cost-Utility Model is Health Utility



### But Patient Utility Encompasses More than Health Utility









### Health Behaviors – A Microeconomic Framework

### • Health outcomes

Represent complex relationships that involve the specifics of the disease, treatment mechanism of action, pharmacokinetics, titration effects, baseline patient conditions, and more

### Health decisions

Often based on limited information about the outcomes that patients can experience

# Health Production Function

 Patients craft a mental model of health production under scenarios that are not covered by interactions with their physicians or by the clinical evidence available to them



# Health Production Function



- Relates the benefits of health behaviors and the costs associated with achieving such benefits
  - May be informed by clinical evidence, but corresponds to patients' perception of the implications of clinical evidence in the real world
  - Potentially related to patients' experiences with treatment and the information they receive from others around them



# The Case of Diabetic Retinopathy

- Diabetic retinopathy (DR) affects blood vessels in the retina of individuals with diabetes
- Leading cause of blindness among American adults
- Early initiation of treatment has the potential to reduce severe vision loss by up to 95%
- Yet the annual screening rates for people with diabetes in the US remain below the 70% target



Office of Disease Prevention and Health Promotion. Increase the proportion of adults with diabetes who have a yearly eye exam — D-04. <u>https://health.gov/healthypeople/objectives-and-data/browse-objectives/diabetes/increase-proportion-adults-diabetes-who-have-yearly-eye-exam-d-04</u>

Duke Clinical Research Institute

### Utility Surface



Equivalent reduction in risk of blindness (absolute %)

V

# Eliciting Patients' Expectations About Efficacy

Please consider these two patients.

	Patient A			Patient B		
A1c level in the last year	7% (well controlled)			9% (poorly controlled)		
Vision changes in the last 6 months	Some vision loss			Some vision loss		
Fitness level	Overweight			Obese		
Missed screenings in the last 5 years	Missed last 4 years			Missed last year only		
Which patient is more likely to experience blindness from diabetic retinopathy in 5 years?	Definitely Patient A O	Likely Patient A O	Both pa are ec like	atients Jually ely	Likely Patient B O	Definitely Patient B O

Duke Clinical Research Institute

### Changes in Efficacy



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### Implied Health Production Function



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# Point of Tangency



### Conclusions

- Reductions in the 5-year blindness risk from DR were very valuable to patients
- Patients did not expect screening to actually produce large reductions in blindness risk
- Patients believed that controlling their A1c level would be slightly more effective at reducing blindness risk from DR than yearly screening
- It would take a significant reduction in time commitment and out-ofpocket expenses for patients to consider screening to be "cost effective"



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### Summer Institute 2024 June 11-25, 2024

+ INTRODUCTION TO POPULATION HEALTH SCIENCES

+ SOCIAL DETERMINANTS OF HEALTH IN THE US

- + DISSEMINATION, IMPLEMENTATION, & IMPROVEMENT SCIENCE
- + ENGAGED RESEARCH APPROACHES: COLLABORATING WITH PATIENTS, CLINICIANS, AND COMMUNITIES
- ➡ DIGITAL HEALTH AND POPULATION HEALTH SCIENCES: OPPORTUNITIES AND CONSIDERATIONS
- + HEALTHCARE DELIVERY: NEW MODELS FOR IMPROVING CARE
- + EMPLOYING MIXED METHODS APPROACHES FOR POPULATION HEALTH RESEARCH
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Center for Health Measurement

# Broadening valuation of outcomes

### **Standard approach**

Maximize population-level preference-weighted health benefits (i.e. QALYs) per dollar spent

### More expansive approach

Maximize individualized preference-weighted benefits per dollar spent

- Offer **more** treatment options. **More** patients maximize individualized preference-weighted benefits.
- Potential to improve adherence and other behaviors that may impact use of other health resources.
- Unknown impact on:
  - total costs
  - health benefits
  - well-being

# Thank YOU for your attention.

