Disclosure Statement

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Integrating Science, Logistics and Cost in Approval of Hierarchical Testing Strategies for NASH - The Payer's Perspective

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Science

Trumps a lot of other issues faced by payers.

But that is dependent upon international, national and local standards.

Remember you must tell a doctor something 7 times before (s)he gets it.

Generally we are struggling with placing a value on interventions.

Social priorities must be aligned. Facts are not always true.
Logistics

• Approval does not equal coverage
• Diagnostics are not pharmaceuticals
• Having a Procedure Code helps
• Having Specialty Society Support helps
• Having good data REALLY helps
Cost

• The underwriting cycle is the biggest issue
  – Annual basis, 6 months early
  – Market competition

• Cost offsets are not necessarily cost offsets for a given payer
  – Mix
  – Geography
  – Time to savings