

# What It Means to Work in Our Health Care Practice

## It means ... **balance**

In a health care environment that is increasingly focused on linking evidence of efficacy and treatment decisions, Analysis Group's professionals are leading the way.

Our professionals apply analytical expertise to health economics and outcomes research, drug safety, health care-related litigation, business strategy, and public policy engagements.

For several decades, we have been conducting award-winning research, publishing in top academic and clinical journals, presenting at leading conferences, and collaborating with a network of prominent scholars and researchers from premier universities and medical institutions nationwide.

**Analysts** and **associates** in the Health Care Consulting Services practice assist case teams in performing a range of studies, including treatment pattern evaluations, comparative effectiveness studies, drug safety studies, patient-reported outcomes research, cost-of-illness studies, and budget impact and risk/benefit analyses. The results from



these research initiatives are used to:

- Quantify the economic consequences of a given disease or condition for payers, providers, patients, or society
- Assess the comparative impact on health outcomes and costs when patients are given different treatments for the same condition
- Develop cutting-edge methodologies, often with academic affiliates, that advance the quantitative sciences
- Address public health concerns about drug safety by conducting evidence-based epidemiological analyses

Our clients include major pharmaceutical manufacturers, biotech and medical device companies, payers, managed care organizations, and

government agencies.

Demand for health economics and outcomes research has been on the rise in Asia. In 2012, we established an office in Beijing to better serve multinational clients and to strengthen our research capabilities in China and other Asian countries. We identify and develop high-quality data with local partners and collaborate with leading academics from local universities on research studies that inform critical decisions in business, government, and life sciences.

Through hundreds of engagements and research initiatives, we have developed a deep understanding of the health care sector's unique infrastructure and market dynamics, and the critical business and regulatory challenges it faces.



# It means ... results

Our professionals identify valuable study questions, design and implement data-intensive analyses, and disseminate findings. We draw on our expertise in health economics, biostatistics, econometrics, statistics, epidemiology, medicine, and business strategy – and on our relationships with leading academics in the United States and China. We have developed innovative approaches to assess the efficacy, safety, and costs of therapies used to combat a range of diseases.

## Thought Leadership

Our study “Economic Burden of Depression in the United States” created widespread awareness that the costs of depression to the U.S. economy are comparable to those of many physical disorders. The results are frequently cited in public policy debates and in the medical economics literature.

For many years running, our researchers have been invited to present at the annual meeting of the International Society for Pharmacoeconomics and Outcomes Research (ISPOR). They have contributed to wide-ranging discussions about the costs and value of therapies used against various diseases. They have received multiple poster and podium presentation awards, and their research has generated widespread media coverage.



## Making Indirect Comparisons

When multiple treatment options exist, evidence of comparative effectiveness is critical for making clinical and reimbursement decisions. Often this evidence is missing because of a lack of head-to-head trials, particularly in the launch of new drugs. So how can decision makers best understand the outcomes of competing treatments using existing clinical data? A team from Analysis Group has been reviewing methods for performing comparative effectiveness studies in the absence of head-to-head data. The team developed a framework evaluating indirect comparison studies and a *matching-adjusted indirect comparison* (MAIC) method that considers patient-level data for one treatment and published summary statistics for a competing treatment. “When individual patient data are available for even just one of the treatments, the MAIC method can provide fair and reliable comparisons,” the researchers conclude.



## Strategy and Public Policy Work

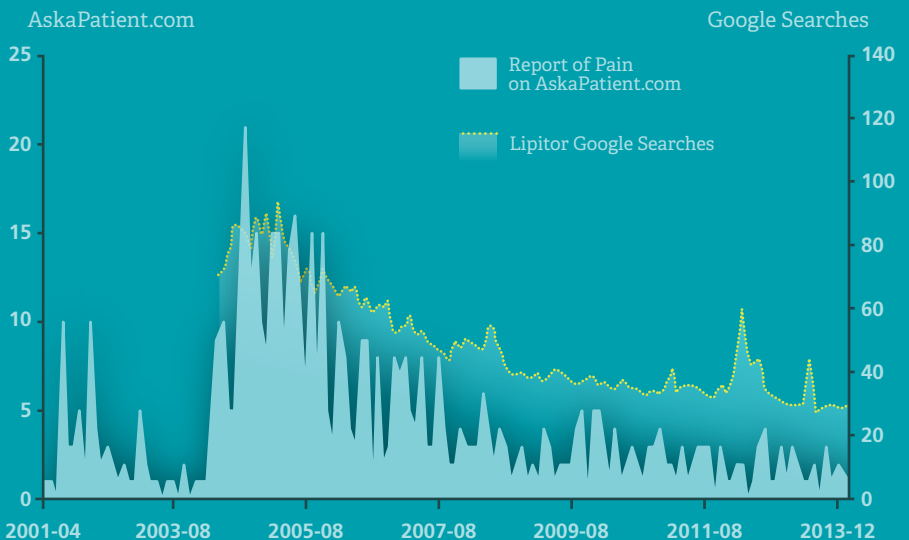
**Strategy.** We have helped clients formulate and implement new corporate, commercial, and R&D strategies. We draw on capabilities in three areas: analyzing business direction and growth, assessing scientific and medical outcomes, and optimizing commercial results. Among the business issues we target are life-cycle and patent expiry management, managed-care contracting, competitive assessment, market analysis and segmentation, global pricing and reimbursement, and brand strategy and positioning.

**Policy.** Our public policy work has included an assessment of the economic impact of implementing a stem cell research initiative in California, an analysis of generics competition in the U.S. pharmaceutical industry, and an analysis of the evolution of the market for follow-on biologics. The results of our analyses have informed referenda, Congressional debate, and industry forums, and been disseminated in white papers, testimony, and health policy journals.

## Implications of Internet Data in Pharmacovigilance

With the expansion of the Internet, patients are increasingly likely to look online for medical information and to discuss their own experiences with pharmaceutical drugs on social media sites. Analysis Group has explored the implications of this trend for regulatory agencies and for industry stakeholders concerned with potential liability issues related to web data that is often different from traditional data sources. A spike in adverse signals online, for example, might coincide with an increase in popular media coverage, rather than with an actual increase in adverse events. Because patients also frequently report adverse “quality of life” events online, this may drown out evidence of serious adverse events, suggesting that Internet data should complement, not replace, traditional pharmacovigilance data sources.

### Reports of Lipitor Adverse Events | AskaPatient.com vs. Google Trends



# Apply

We seek candidates with an advanced degree in quantitative sciences such as health economics, biostatistics, econometrics, statistics, epidemiology, and psychometrics.

Candidates should have an outstanding track record of applying quantitative methods to real-world research problems, preferably in health care research, and proficiency in at least one statistical programming language.

Candidates should also demonstrate strong interpersonal and communication skills, a commitment to teamwork and collaborative problem solving, and aspiration for continuous learning and professional development.

Candidates should apply using the online application in the Careers section of our website ([www.analysisgroup.com/careers](http://www.analysisgroup.com/careers)). We will contact you directly if your qualifications match our hiring needs. Please direct any questions to [recruiter@analysisgroup.com](mailto:recruiter@analysisgroup.com).

111 Huntington Ave.  
Boston, MA 02199

Tel: 617 425 8000  
Fax: 617 425 8001

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