Medical and Rx pipeline forecasting

Make more informed business decisions. Improve your trend analysis, underwriting, pricing management strategies and product development with Optum Health Technology Pipeline.
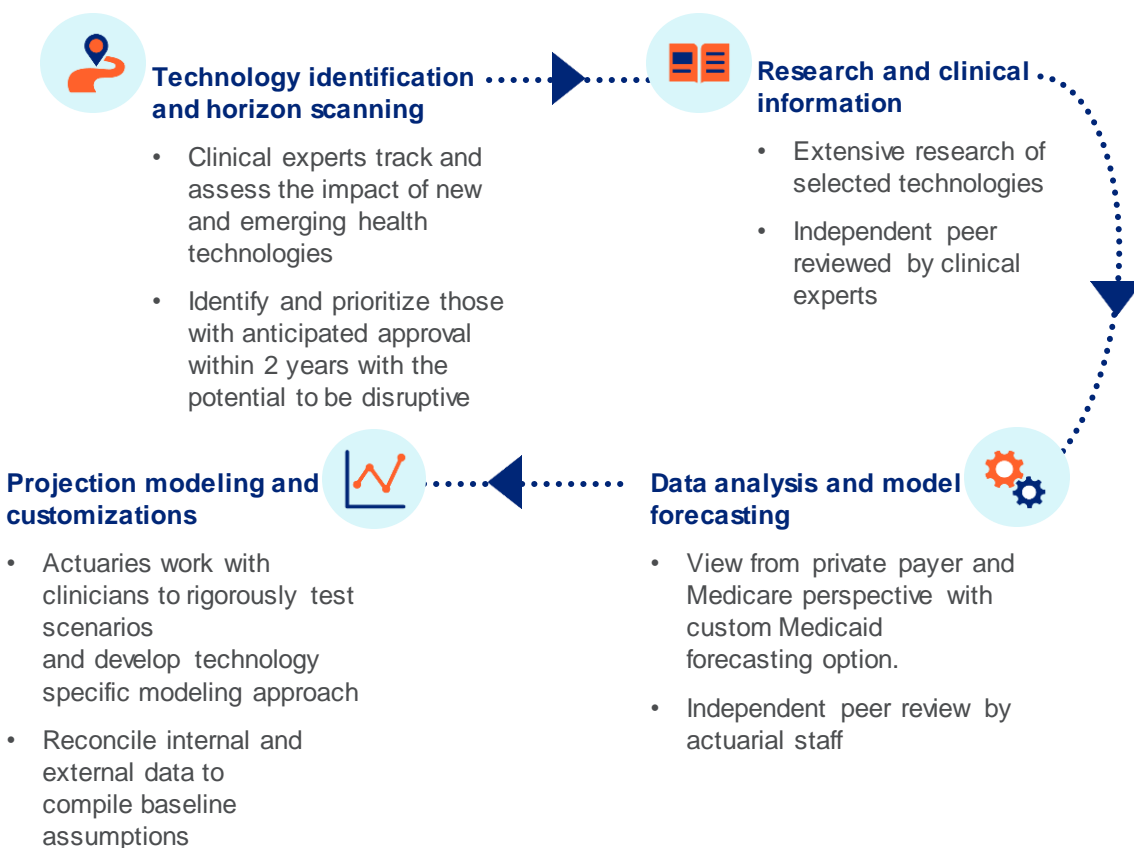
Optum Advisory Health Technology Pipeline is a web-based subscription service that tracks disruptive medical and pharmacy technologies expected to receive FDA approval in the next 18-24 months.

Using a combination of clinical and financial data, such as information from clinical journals and de-identified normative health information, we help provide an unbiased 5-year PMPM actuarial forecast of new technologies before they enter the market. We emphasize emerging technologies that will impact patient care, resource utilization, and health care expenditures, and our service allows users to customize their forecasting assumptions, including plan demographics, cost and adoption.

Process for evaluating pipeline technologies

Medical and Rx categories included

- Medical and pharmacy drugs
- Gene and cell therapies
- Medical devices
- Drug and device combinations
- Screening, diagnostic and pharmacogenomic tests
- First-time generics and biosimilars

Technology identification and horizon scanning

- Clinical experts track and assess the impact of new and emerging health technologies
- Identify and prioritize those with anticipated approval within 2 years with the potential to be disruptive

Research and clinical information

- Extensive research of selected technologies
- Independent peer reviewed by clinical experts

Projection modeling and customizations

- Actuaries work with clinicians to rigorously test scenarios and develop technology specific modeling approach
- Reconcile internal and external data to compile baseline assumptions

Data analysis and model forecasting

- View from private payer and Medicare perspective with custom Medicaid forecasting option.
- Independent peer review by actuarial staff

With Optum Advisory Health Technology Pipeline, you have detailed visibility into how forecasts have changed by quarter and can better estimate the financial impact of those changes.

Criteria used

- Novel mechanism of first-in-class technology or first use of a device type, drug class or procedure for a specific condition

- Underserved patient population with high unmet medical need

- Large patient population

- High expected cost

- Potential to reduce costs and/or hospital lengths of stay

- Incremental benefit added when used with currently available treatments

- Improvement over standard-of-care or available therapies (in terms of safety, efficacy, and/or invasiveness/convenience of use)

- Potential for expanded or additional indications

- Recognized by the FDA as constituting an important therapeutic advance

- Lower cost alternatives such as first-time generics, biosimilars and therapeutic equivalents

Your annual subscription includes

- Clinical fact sheet that provide an overview of each therapy including detail on the indication, disease state and competitive environment

- Monthly alerts highlighting regulatory developments between quarterly refreshes

- Operational impact updates sharing coding and administrative guidance for complex technologies

- PMPM forecasts for commercial and Medicare with detailed economic assumptions for each technology

- Access to monthly user meetings

- Customization tool will allows you to tailor modeling assumptions to your unique user specifications

- A block of ten consulting hours per year

Support from experienced experts

Optum Advisory employs experts across every function in the health care ecosystem including strategy, business design, actuarial, finance, compliance, IT, consumer experience, and operations.

We serve organizations of all sizes, enabling each to improve growth and profitability, while providing quality, affordable and equitable health care to their members.

Optum Advisory unparalleled access and assets

4 out of 5
Health plans are served by our teams

260M+
Lives of clinical and claims data

2,000+
Industry professionals

8.6B+
Annual investment in technology and innovation

For more information contact us at Optum.com

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