

Health Economics and Outcomes Research at Trinity

Introduction to Trinity Partners

Trinity Partners is a global life sciences strategic consulting company. We provide strategic and tactical insights to address complex business questions that confront pharmaceutical, biotech, and medical device companies worldwide. We provide our clients with innovative analyses that produce robust evidence and strategic insights that enable them to make important decisions in this dynamically changing healthcare industry.

Our History

Since its founding in 1996, Trinity Partners has helped clients answer their most challenging business questions in a number of different arenas including corporate strategy, market analytics and forecasting, commercial effectiveness, and brand planning. In addition to our strong foundation in strategic consulting, Trinity has developed pillars of expertise in Primary Market Research and Advanced Secondary Data Analytics that we can leverage as needed to provide our clients with integrated solutions that fully address their business and research questions. We pride ourselves on selecting the most appropriate tool and methodological technique to tackle the business question at hand.



“Clients like to work with us because we are a ‘one-stop-shop.’ We have deep expertise in primary market research and advanced data analytics that we leverage when needed to answer our clients’ business questions. These skills, combined with our deep foundation in strategy consulting are a powerful and unique combination that our clients truly value.” - Herman Sanchez, Partner

Trinity’s Evolution into HEOR

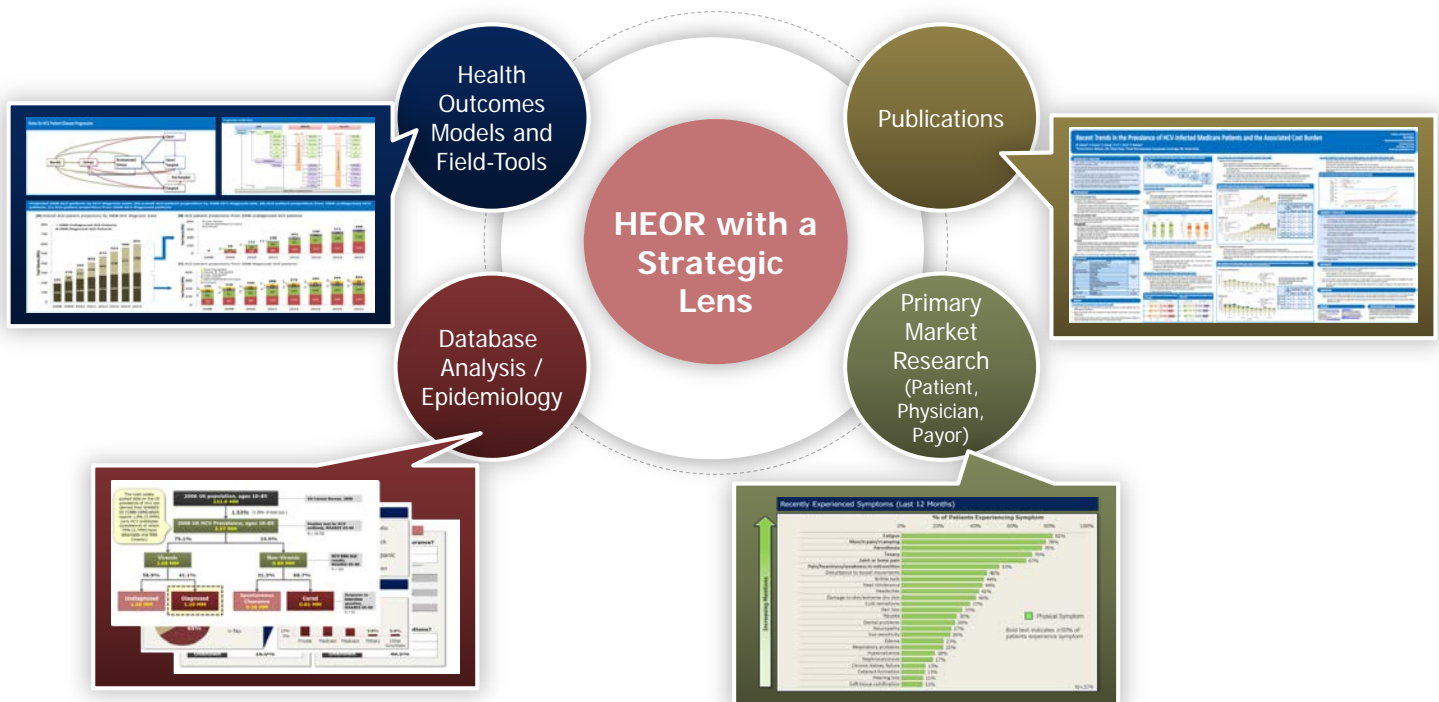
In the last decade, clients have faced formidable external challenges in the form of market access, reimbursement barriers and pricing pressures. As clients move toward developing evidence to support the clinical and economic value of their products and justifying their pricing strategies/utilization, Trinity has adapted to meet these changing needs by developing unique offerings in health economics and outcomes research (HEOR). We are committed to helping our clients with novel and practical approaches that enable them to articulate the value of their products to payers and physicians – from developing a product’s economic value proposition to building health economic models that support appropriate product pricing and utilization.

HEOR at Trinity

At Trinity, we translate data insights into meaningful strategies that will lay the foundation and help drive future success with payers and physicians. Trinity leverages primary market research capabilities and first-hand experience working with the various claims data, EMR data, and chargemaster data sources to select the most appropriate data source for the key HEOR business question. Analytically, we leverage our statistical expertise to build best-in-class health economic models that can be utilized to educate/disseminate information to key stakeholders.

Trinity's Suite of HEOR Offerings

At Trinity, we develop state of the art HEOR model and field tools, we perform claims/ EMR database analyses to better understand epidemiology and treatment paradigms, we supplement studies with primary market research inputs from payers, physicians and patients, and we also provide publication support to our clients as they strive to educate and disseminate their product's positioning and core value proposition to the medical community.

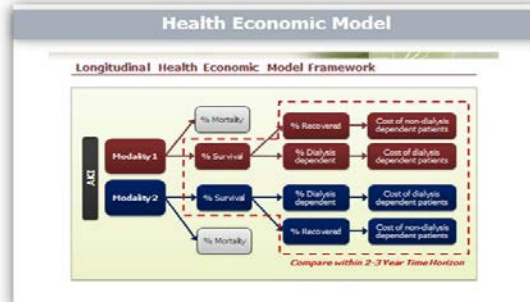
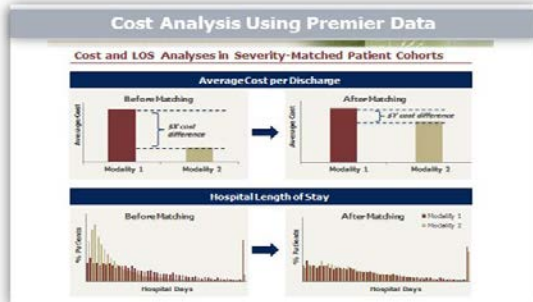


"Trinity is an unbiased, third-party that has first-hand experience working with many different primary and secondary data sources available to the pharmaceutical/biotech industry. We leverage our experience and expertise to select the most appropriate data source for the specific HEOR business questions at hand whether that involves hospital chargemaster data, claims data, EMR data, or primary market research."

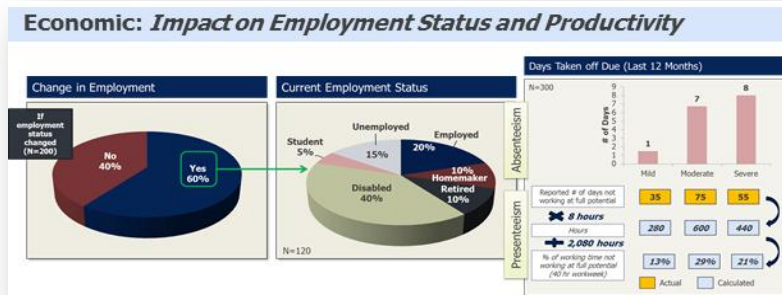
– Jillian Godfrey Scaife, Principal

Illustrative Outputs

Below are some illustrative outputs you can expect from Trinity.



"We are delighted to have five poster presentations at ISPOR this year. We are helping our clients build the groundwork that is needed for the future success of their products." - Fotios Kokkotos, Partner



"We know what will and will not work with managed care organizations. We use these learnings to really help our clients build the most practical models that will help them meet their objectives." - Nandini Hadker, Senior

Why the Trinity Approach Works for Clients

At Trinity, we take a practical and real-world approach, building models and developing arguments that will resonate with healthcare providers and payers who confront real-life situations in clinical practice and balancing budgets/allocating resources. Clients appreciate our transparent and crisp analyses and models which in turn help them make clear arguments within their organizations and to external organizations such as managed care or hospital committees. Our teams have multi-disciplinary staff representing advanced training and expertise in statistics, secondary data analysis, primary market research and strategy, seeped in years of experience in the healthcare industry. This grounding helps us design and deliver practical outputs including models, project reports, papers or posters for publication.

"Our expertise lies in quantifying the impact of new products on healthcare resource utilization. Did the new product really cost more to the system when all costs were taken into account and controlled for? Our clients use these arguments to help make their case to physicians, hospital committees and payers." Gavin Miyasato, Senior Consultant

In Closing

Trinity prides itself on providing great service and thoughtful, actionable insights to our clients. When it comes to HEOR, you can expect from us robust solutions that will withstand internal scrutiny and, at the same time, be accessible and understandable to various stakeholders around the organization. You can expect that we will work closely with you – from start to finish – and provide you with studies/analyses that can help drive real world programs and lay the groundwork needed to achieve future success in this dynamically changing health care market.

Contact Us

We would love to hear from you! Please contact us.

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Sample of Recent Trinity Publications

Therapeutic Area	Type of Report	Year	Where Published	Title
Diagnostics	Poster	2012	Joint Statistical Meetings, July-Aug, 2012	Utilizing 2009 CMS Medicare Data To Demonstrate The Overuse Of Computed Tomography Scanning In Medicare Patients
Diagnostics	Poster	2013 2012	American Statistical Association Conference on Statistical Practice, February 2013 ISPOR 15th European Congress, November 2012	Is There an Overuse of Computed Tomography (CT) Scanning of Patients in United States Hospitals? A Review of the Evidence
Diagnostics	Oral presentation	2012	Bentley presentation, November 2012	Is there an overuse of computed tomography scanning of patients in US hospitals? A review of the evidence based on the Medicare claims database
Oncology	Poster	2012	Joint Statistical Meetings, July-Aug, 2012	Utilizing 2005-2009 CMS Medicare Data to Demonstrate the Shift of Oncology Patients and Medicare Payment from the Physician Office to the Institutional Outpatient Setting
Oncology	Poster	2011	ISPOR 16th Annual International Meeting, May 2011	Estimating Cost of Treatment in Elderly Patients With Colorectal Cancer Using Medicare Data
Neurology/Orphan disease	Manuscript (undergoing review)	TBD	BMC Neurology	Diagnosis pathway for patients with amyotrophic lateral sclerosis: retrospective analysis of the US Medicare longitudinal claims database
Neurology/Orphan disease	Poster	2012	11th Annual Northeast Amyotrophic Lateral Sclerosis Consortium (NEALS), October 2012	Identifying Providers of Care After a Diagnosis of ALS: A Retrospective Review of the Medicare Claims Database
Neurology/Orphan disease	Poster	2012	22nd Meeting of the European Neurological Society, June 2012	First Symptoms and the Pathway to Diagnosis for Patients With Amyotrophic Lateral Sclerosis: A Retrospective Analysis of the United States Centers for Medicare & Medicaid Services Medicare Longitudinal Claims Database
Cardiology	Manuscript (in preparation)	TBD	Stroke or American Journal of Managed Care	Non-Valvular Atrial Fibrillation Patients Treated with Warfarin than Dabigatran Utilize Greater Healthcare Resources
Cardiology	Poster	2013	American College of Preventive Medicine 2013 Conference, February 2013	Patients with Non-Valvular Atrial Fibrillation Treated with Warfarin Incur Greater Healthcare Resource Utilization Than Patients Treated with Dabigatran
Cardiology	Poster	2013	American College of Preventive Medicine 2013 Conference, February 2013	The Contribution of Non-Valvular Atrial Fibrillation to Other High-Burden, Chronic Conditions Among the Medicare Population
Infectious disease	Poster	2013	ISPOR 18th Annual International Meeting, May 2013	Prevalence of Hepatic Outcomes Among Medicare Patients Diagnosed with Chronic Hepatitis C Virus Infection
Infectious disease	Poster	2013	ISPOR 18th Annual International Meeting, May 2013	Prevalence of Chronic Hepatitis C Virus and Commonly-Associated Comorbidities within the US Medicare Population
Infectious disease	Poster	2013	ISPOR 18th Annual International Meeting, May 2013	Prevalence of Chronic Hepatitis C Virus and Commonly-Associated Comorbidities within a Large US Commercially-Insured Population
Infectious disease	Poster	2013	ISPOR 18th Annual International Meeting, May 2013	Prevalence of Hepatic Outcomes Among Commercially-Insured Patients Diagnosed with Chronic Hepatitis C Virus Infection
Infectious disease	Poster	2013	ISPOR 18th Annual International Meeting, May 2013	Uninsured Chronic Hepatitis C Patients and Their Cost Implications on the Healthcare System
Cardiology	Oral presentation	2012	American Society of Hematology Meeting, December 2012	Persistence Among Patients with Non-Valvular Atrial Fibrillation Beginning Dabigatran or Warfarin
Hematology	Poster	2012	ISPOR 17th Annual International Meeting, June 2012	Blood Transfusion Utilization in Chemotherapy-induced Anemia - An Analysis of US Hospital Inpatient and Outpatient Records
Surgery	Poster	2011	Society for the Advancement of Blood Management Annual Meeting, September 2011	Factors Associated With Overall and Non-Elective Hospital Readmissions Following Elective Total Knee Replacement
Surgery	Poster	2011	Society for the Advancement of Blood Management Annual Meeting, September 2011	Factors Associated With Overall And Non-Elective Hospital Readmissions Following Elective Total Hip Replacement
Infectious disease	Manuscript (in press)	2013	PLOS ONE	Current and Future Disease Progression of the Chronic HCV Population in the United States
Infectious disease	Poster	2012	Academy of Managed Care Pharmacy 24th Annual Meeting, April 2012	Recent Trends in the Prevalence of HCV-Infected Medicare Patients and the Associated Cost Burden
Infectious disease	Poster	2012	Digestive Disease Week, May 2012	Current and Future Disease Progression of HCV-Infected Patients Among Different Age Cohorts