Akseli Kivioja and Satu Rauhala: stronger service portfolio at ESiOR

Well-known Market Access professionals, Satu Rauhala and Akseli Kivioja, joined ESiOR on August 7th, 2017. Their joint experience is unique: Finnish Pharmaceuticals Pricing Board, pharma industry, pharmaceutical research, and consultancy.

When you are in need of experience, expertise and broad vision, please don’t hesitate to contact us.

Additional information: Akseli Kivioja, Satu Rauhala or Erkki Soini

Paid and unpaid work lost, hidden costs

The hidden costs of impairments in working ability and functional capacity among Finnish patients with inflammatory bowel diseases and rheumatoid arthritis were assessed in a collaborative effort by ESiOR Oy, Abbvie Oy, The Crohn and Colitis association (Crohn ja Colitis ry), Confederation of Finnish Industries (EK), The Finnish Medical Association, The Finnish Rheumatism Association, SITRA, Tehy (The Union of Health and Social Care Professionals in Finland), Terveystalo Oy and Occupational Health Helsinki (Työterveys Helsinki).

The results of the survey were represented on 12th July 2017 at SuomiAreena, Pori. The survey report “Tekemätöntä työtä,
The performed survey and assessment was innovative and approximately 70% of results related to productivity losses had never been assessed before. Inspired by the findings, the analysis team of ESiOR encourages future research related to paid and unpaid work lost. The thorough investigation concretized how little drops of water can make a mighty ocean. Especially the cost impact of limited work capacity, unpaid work at home and vocational selection were surprising. All these aspects need to be better incorporated into decision making due to their considerable societal impact.

Current Finnish registries do not enable comprehensive assessment of all hidden costs caused by impairments in work ability and functional capacity. Therefore, the available registry data needs to be supplemented with other innovative data collection and analytical solutions. The performed study was one step towards such a comprehensive approach.

Contact: Erkki Soini

**RRMS:** Considerable differences in the cost effectiveness of treatments

Multiple sclerosis (MS) progression and the cost-effectiveness analysis of first line disease modifying MS treatments (DMT) in Finland
ESiOR studied relapsing-remitting MS (RRMS) progression and cost of relapses based on visualization and analysis of Finnish patient-level MS register real-world (RWD) data. The real-world treatment path evidence (RWE) and costs were synthesized with e.g. DMT efficacy and safety using predictive health economic modelling.

Noteworthy differences exist between the cost effectiveness of first-line DMTs for RRMS. Furthermore, the Finnish RRMS seems to be quite aggressive and comparable to the results obtained from the British Columbia MS register.

Knowledge management was in the center of project. RWD can be turned into beneficial information, RWE. When information production is synchronized with knowledge, assessments, knowledge management and predictions are enabled.


Additional information: Erkki Soini

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Professor pharmacoeconomics

Janne Martikainen, PhD (health economics), Adjunct Professor (economic evaluation of pharmaceuticals) in Turku University and one of ESiOR’s health economists and partners is now also the new Professor of pharmacoeconomics in the University of Eastern Finland.
Development project

Development of business and services portfolio

Project’s goals are to innovate and develop new business, support business growth and strengthen national and international competitiveness of the company. The project results in a growth company with significantly more versatile portfolio of business services and products targeted to a significantly wider spectrum of clients. In addition, the project is likely to have a positive influence on regional equality and wellbeing of citizens indirectly through the developed services. Principle of equal opportunities is respected in the project.

Contacts: Erkki Soini, Taru Hallinen.

Nordic RWD conference, meet us there

ESiOR Ltd takes part in Nordic conference on Real World Data – Collaboration between pharma industry and Academia on November 29-30, 2016, in Helsinki. We have waited for the event with great interest, because we feel that Expert Solutions in Outcomes Research (ESiOR) has a lot to offer. Real world data (RWD) can depict what really happens in terms of e.g. resources, costs, persistence, quality, effectiveness, cost-effectiveness, and other outcomes. With analytical solutions
and models, ESiOR has explored, synthesized, and transformed RWD to real world evidence (RWE), knowledge, and competitive edge. Furthermore, RWE has been successfully utilized in decision making, health economic models, reimbursement applications, and scientific publications targeted to support benchmarking, market access, marketing, or other core activities of business intelligence.

In Finland, recent legislative development activities will further increase the value of RWD, RWE, social and health economic modelling, other advanced analyses, and knowledge management for the industry and public sector. One example of planned legislation changes is pharmaceutical’s risk sharing scheme.

The congress will bring together over 150 RWD decision makers, users, scientists, and other interested experts from the Nordic region which is know for high-class registers and biobanks. The conference presents existing possibilities, remarkable examples of research, and initiatives in the Nordic countries for the pharmaceutical companies. The conference boosts collaboration between the pharma industry and academia and between the Nordic countries. Let’s meet there!

Meeting bookings or more information: Erkki Soini, Saku Väätäinen.

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information on major depressive disorder

Many patients with major depressive disorder (MDD) do not have adequate response to the first medical treatment or have adverse effects that lead to treatment discontinuation and change of medication.

MDD causes major quality of life losses and it is among the leading causes of early retirement. As such, the assessment of cost-effectiveness of MDD treatments is certainly worthwhile.

ESiOR studied the cost effectiveness of treatments for MDD patients switching treatment. The study utilized Finnish survey data on both costs and quality of life.

The assessment showed that a new treatment – vortioxetine – is better than comparator treatments with regard to both total treatment costs and effectiveness. The results remained similar regardless of whether indirect cost (productivity losses) were considered or not.


New information on atrial fibrillation and
A large proportion of patients with atrial fibrillation (AF) do not attain the treatment targets with traditional warfarin treatment. As a result, they remain at increased risk for AF-related events (stroke, hemorrhage) and other warfarin treatment associated adversities. Regardless of treatment balance, warfarin treatment causes significant monitoring costs making it worthwhile to study alternative treatments.

ESiOR compared the cost effectiveness of apixaban and warfarin in the anticoagulation treatments of AF patients in a recent study. As part of the assessment, costs associated with health events were estimated based on a registry study and quality of life estimates were estimated based on the data collected as part of a national health study.

The assessment showed that apixaban is a cost effective treatment alternative when compared with warfarin, irrespective of the attained time in therapeutic range with warfarin.


Contact information: Taru Hallinen tai Erkki Soini.
Essential ESiOR: 5 presentations at ISPOR

It is time for celebration. ESiOR will participate in International Society for Pharmacoeconomics and Outcomes Research (ISPOR) Annual European Congress in Vienna for the tenth time. ISPOR is a must for everyone interested in pharmacoeconomics and outcomes research. Let’s meet in the congress!

Ongoing regional government reform and social welfare and healthcare (SOTE) reform will increase the importance of Health Services Research (HSR) in Finland. The trend has recently also been visible in ISPOR for HSR and its subarea, Real World Evidence (RWE). Cooperation between various stakeholders has expanded, as well.

Majority of ESiOR’s presentations this year deals with HSR, effectiveness assessment, and benchmarking. Contents include new tools and methods developed by ESiOR, such as setting reasonable effectiveness goals, assessing benefit potential, estimating remaining medical needs, and appropriate risk assessment. Additionally, ESiOR’s register analysis on multiple sclerosis was already nominated for ISPOR poster award.

ESiOR presentations:
PND15. Disease Modifying Treatment (DMT) is associated with lower hazard for death among Multiple Sclerosis (MS) patients: Survival analysis based on 30 years incident MS cohort.
PRM191. Watch out for Berkson’s Bias (BB)!
PRM191. Setting Health-Related Quality of Life (HRQoL) treatment targets with Matching-Adjusted Indirect Comparison (MAIC) in order to predict Matched General Population Control (MGPC) targets, assess Potential to Benefit (PTB) and reveal Unmet Medical Need (UMN).

PHP184. Health-Related Quality of Life (HRQoL) based on preferences from 14 countries in Primary Health Care Setting (PHCS).

PHP226. Comorbidity-based EQ-5D scores of primary care patients in Finland, their potential to benefit and unmet medical need.
PHP253. ICPC-2 episode-based health-related quality of life and three months’ effectiveness in three Finnish primary health care settings.

Contact information: Erkki Soini.

4th Nordic Conference on Research in Patient Safety and Quality in Healthcare

ESiOR Oy participates in the 4th Nordic Conference on Research in Patient Safety and Quality in Healthcare 19th-20th May 2016 in Hotel Puijonsarvi, Kuopio.

We will be very pleased to meet you there! Our expertise in social and healthcare sector include e.g. the following assessments: costs, effectiveness, cost-effectiveness, budget impact, patient paths and processes.

Our services have been used in e.g. local and national decision making, care guidelines and in multiple investment decisions to support the rational use of resources and to obtain the best possible outcomes.

During the conference, our experts have multiple presentations. As examples:


Friday Effectiveness Panel: Quality of Life, Potential to Benefit and Concordance Based on Preferences from 14 Countries.
Poster: Setting Quality of Life Benchmarks with Matching-Adjusted Indirect Comparison and ICPC-2 Codes: Berkson’s Bias Beware.

More information can be found here.

Contact information: Erkki Soini