

# **ASSOCIATE DIRECTOR – HEALTH ECONOMIC MODELING INTERVIEW TASK: MODEL OUTLINE AND PROPOSAL DEVELOPMENT**

## ASSOCIATE DIRECTOR\_MODELING - RECRUITMENT TASK BRIEF

As part of our recruitment process, we'd like you to undertake a task to demonstrate both your technical skills, knowledge of health economic modelling and market access, strategic thinking, as well as aptitude for the role that involves business development. Below you'll find a hypothetical request for proposal (rfp) for project we are bidding on for a fictional client, Atlantis. Please put together:

- A brief proposal that also includes some detail on the proposed modelling approach

Please provide your hypothetical proposal outline in a short PowerPoint slide deck of no more than 10-15 slides.

If we decide to proceed with your application after reviewing the task, we will ask you to present it as part of a panel interview.

### **RFP for the development of cost effectiveness and budget impact models for IXA-001 in resistant hypertension**

#### **Background information**

Hypertension is a highly prevalent chronic condition affecting 1.4 billion adults worldwide. Resistant hypertension is associated with substantial morbidity, mortality, and healthcare costs. Resistant hypertension, defined as blood pressure remaining above target despite optimal use of at least three antihypertensive agents, presents a significant clinical and economic challenge. Patients with resistant hypertension are at elevated risk for cardiovascular events, chronic kidney disease, and mortality, contributing to higher healthcare resource utilization and costs.

Guidelines recommend treating resistant hypertension with maximally tolerated doses of three antihypertensive medications, including a diuretic. If blood pressure remains uncontrolled, a mineralocorticoid receptor antagonist such as spironolactone is advised as a fourth agent.

Atlantis is developing IXA-001, a novel selective aldosterone synthase inhibitor (ASI) treatment for resistant hypertension. Patients uncontrolled on  $\geq 3$  antihypertensives (incl. diuretic) received IXA-001 in a phase III study of 2,000 patients across 5 centres worldwide (80% EU), and experienced a reduction of 20 mmHg SBP (office BP) at highest dose vs placebo ( $p=0.025$ ). IXA-001 was generally well tolerated; hyperkalemia signal lower than expected, and no clinically meaningful cortisol suppression observed.

The following data have been used to develop a concise and aspirational value proposition for IXA-001 :

1. Hypertension is a highly prevalent chronic condition.
2. Many patients with hypertension remain uncontrolled despite the use of at least three antihypertensive agents.
3. Patients with resistant hypertension are at elevated risk for cardiovascular events, chronic kidney disease, and mortality.
4. Cardiovascular events are costly to manage.
5. IXA-001 has been shown to significantly reduce blood pressure in patients with resistant hypertension.
6. IXA-001 may reduce healthcare resource use and spending through avoided cardiovascular and renal events.
7. IXA-001 is expected to be cost-effective vs current standard of care.

## Requirements

Given the impending launch of IXA-001, Atlantis's global strategy for launch and beyond includes the development of key supporting materials (e.g. dossiers, models) to support the value proposition and achieve optimal market access for IXA-001. As an expansion of an ongoing project, Atlantis requires:

- A cost-effectiveness model to support HTA submissions globally.
- A user-friendly budget impact model that will be suitable for use in face-to-face discussions with payers initially in the US but will then be adapted for use in EU5 markets.

## Please provide a proposal to address Atlantis's needs.

The proposal should outline an approach for the development of the above user-friendly cost-effectiveness and budget impact models. Please keep your response to around 10-15 slides. This could include some information on the modelling methodology, such as likely data sources, suggested model structure, likely model framework and characteristics, and details on what results/outcomes are likely to be available, bearing in mind the intended end audience. Also, the proposal could include key recommendation on proposed project implementation, such as key project steps, timelines, and other key components of an attractive proposal.

