

Intro

K. Long Consulting provides health economic and outcomes research support to healthcare organizations including providers, payers, pharmaceutical, and medical technology companies.

The core mission of K. Long Consulting is to provide evidence to aid clinical and health policy decision-making, support coverage and reimbursement, and improve the quality and value of health care service delivery.

(Photo)

Surgery, Harlem Hospital, Jacob Lawrence (1953)

Note: Latest News section should automatically load most recent entry in News section

Latest News

Dr. Long invited to be a subject matter expert for the Centers for Medicare & Medicaid Services to explore new and innovative payment model designs for complex/chronic disease medical management of neurological conditions.

See all news

[Jump to News section]

About

Kirsten Hall Long, Ph.D.

President

(Photo)

Dr. Long is a senior health economist with over 20 years of applied economic, clinical, and outcomes research experience. Her diverse professional career includes research positions held in provider and payer settings where she gained substantial expertise in measuring the quality and value of health care service delivery from varying perspectives.

Prior to establishing her consulting firm, Dr. Long was a was a Consultant in the Division of Health Care Policy & Research and an Assistant Professor of Health Services Research at the Mayo Clinic College of Medicine where her work focused on designing and conducting economic analyses alongside clinical trials, observational economic analyses, cost-effectiveness analysis, and technology assessment. She also has collaborated with Blue Cross and Blue Shield of Minnesota on the economics of prevention—in particular the cost, cost-effectiveness, and return on investment of interventions to reduce smoking and obesity prevalence.

Dr. Long has a demonstrated record of successful collaborative research across disease areas and methods. Her substantial peer-reviewed publications include papers on the cost-effectiveness of coronary heart disease preventive and treatment strategies, the economics of cancer screening promotion and care, clinical and economic burden of illness, technology assessment of minimally invasive surgical and anesthesia techniques, and assessment of outcomes associated with new models of healthcare delivery. Recent publications describe the development of the Minnesota Economic Model of Dementia, used to assess the potential cost savings associated with enhanced supportive services for

caregivers of Minnesotans with the disease. Additional studies provide estimates of the medical costs associated with age-related diseases including cognitive decline, venous thromboembolism, and peripheral artery disease.

Dr. Long has contributed to and served as a co-investigator on federal, foundation, and industry-funded grants where she successfully directed the economic study design, data collection, and analyses. She is a founding member of health economic and outcomes research organizations and continues to actively serve on committees and task forces seeking health economic expertise.

Please review Dr. Long's curriculum vitae for further details on her professional and academic experience.

[Download CV](#)

Services

K. Long Consulting provides hands-on research support customized to meet a client's needs. Services include but are not limited to:

1

Health economic research design, analysis, and interpretation

- Cost analysis (such as costs of treatment or cost of illness)

- Cost-effectiveness analysis (randomized trial, model, or observational-based studies)

- Return on investment analysis (ROI)

2

Outcomes research design, analysis, and interpretation

- Clinical measures

- Health status assessment

- Quality of life

- Patient satisfaction

3

Systematic literature review

- Expert reviews for:

- Academic publication

- Market scanning

- Registry content

4

Health economic and medical writing

- Proposal/protocol development

- White papers and technical reports

Peer-reviewed journal articles

Grant applications

Presentations

Publications/Presentations

The following list represents a selection of K. Long Consulting publications and presentations with free full text availability.

1

Long KH, Moriarty JP, Mittelman MS, Foldes SS.

Estimating the potential cost savings from the New York University Caregiver Intervention in Minnesota.

Health Aff (Millwood) 33(4):596-604, 2014.

[<http://content.healthaffairs.org/content/33/4/596.full?ikey=81Sa5vdZNRvc&keytype=ref&siteid=healthaff>]

2

Foldes SS, Long KH.

The Minnesota Economic Model of Dementia: Demonstrating Healthcare Cost Savings with the New York University Caregiver Support Intervention.

May, 2014.

[<http://www.actonalz.org/sites/default/files/documents/MN%20Economic%20Model%20of%20Dementia%20White%20Paper%20Final.pdf>]

3

Leibson CL, Brown AW, Hall Long K, Ransom JE, Mandrekar J, Osler TM, Malec JF.

Medical Care Costs Associated with Traumatic Brain Injury Over the Full Spectrum of Disease: A Controlled Population-Based Study.

Journal of Neurotrauma 29(11): 2038-2049, 2012.

[<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC3408240/>]

4

Dunlay SM, Shah ND, Shi Q, Morlan B, VanHouten H, Hall Long K, Roger VL.

Lifetime Costs of Medical Care After Heart Failure Diagnosis.

Circulation: Cardiovascular Quality and Outcomes 4:68-75, 2011.

[<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2803107/>]

5

Blue Cross and Blue Shield of Minnesota.

Health Care Costs and Smoking in Minnesota: The Bottom Line.

November, 2010.

[http://acscan.org/ovc_images/file/action/states/mn/Cost_of_Smoking_BCBS.pdf]

6

Rihal CS, Ryan JL, Singh M, Lennon RJ, Bresnahan JF, Liesinger J, Gersh BJ, Ting HH, Holmes DR, Long KH.

Clinical and Economic Outcomes After Introduction of Drug-Eluting Stents.

American Journal of Managed Care 16(8):580-587, 2010.

[http://www.ajmc.com/publications/issue/2010/2010-08-vol16-n08/AJMC_10aug_Rihal_580to587/]

7

Long KH, Rubio-Tapia A, Wagie AE, Melton LJ 3rd, Lahr BD, Van Dyke CT, Murray JA.

The Economics of Coeliac Disease: A Population-Based Study.

Alimentary Pharmacology & Therapeutics 32(2):261-269, 2010.

[<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2906636/>]

8

Boughey JC, Moriarty JP, Degnim AC, Gregg MS, Egginton JS, Long KH.

Cost Modeling of Preoperative Axillary Ultrasound and Fine Needle Aspiration to Guide Surgery for Invasive Breast Cancer.

Annals of Surgical Oncology 17(4):953-959, 2010.

[<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2908087/>]

9

Holubar SD, Long KH, Loftus EV, Wolff BG, Pemberton JH, Cima RR.

Long-term Direct Costs Before and After Proctocolectomy for Ulcerative Colitis: A Population-based Study in Olmsted County, Minnesota.

Diseases of the Colon & Rectum 52(11): 1815-1823, 2009.

[<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2791910/>]

10

Dunlay SM, Redfield MM, Weston SA, Therneau TM, Hall Long K, Shah ND, Roger VL.

Hospitalizations After Heart Failure Diagnosis: A Community Perspective.

Journal of the American College of Cardiology 54(18): 1695-1702, 2009.

[<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2803107/>]

11

Jacobson KM, Hall Long K, McMurtry EK, Naessens JM, Rihal CS.

The Economic Burden of Complications during Percutaneous Coronary Intervention.

Quality and Safety in Health Care 16(2): 154-159, 2007.

[<http://www.ncbi.nlm.nih.gov/pmc/articles/PMC2653156/>]

12

Rihal CS, Kamath CC, Holmes DR Jr., Reller MK, Anderson SS, McMurtry EK, Long KH.

Economic and Clinical Outcomes of a Physician-led Continuous Quality Improvement Intervention in the Delivery of Percutaneous Coronary Intervention.

American Journal of Managed Care 12(8): 445-452, 2006.

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[<http://www.ajmc.com/publications/issue/2006/2006-08-vol12-n8/Aug06-2340p445-452/>]

News

May 2014

Publication

White paper “The Minnesota Economic Model of Dementia: Demonstrating Healthcare Cost Savings with the New York University Caregiver Support Intervention” released (Dr. Long co-author).

[Read the paper \(PDF\)](#)

[<http://www.actonalz.org/sites/default/files/documents/MN%20Economic%20Model%20of%20Dementia%20White%20Paper%20Final.pdf>]

May 2014

Dr. Long invited to be a subject matter expert for the [Centers for Medicare & Medicaid Services](#) to explore new and innovative payment model designs for complex/chronic disease medical management of neurological conditions.

[<http://www.cms.gov/>]

April 9, 2014

Presentation

Dr. Long presents at the [Health Affairs](#) policy briefing, The Long Reach Of Alzheimer’s Disease, in Washington D.C.

[<http://www.healthaffairs.org/>]

[Listen or watch the presentation on the Health Affairs website](#)

[link missing]

April 2014

Publication

Article "Estimating The Potential Cost Savings From The New York University Caregiver Intervention In Minnesota" was published in the Alzheimer's disease theme issue of **Health Affairs** (Dr. Long lead author).

[<http://www.healthaffairs.org/>]

Read the article on the Health Affairs website

[<http://content.healthaffairs.org/content/33/4/596.full?ijkey=81Sa5vdZNrEvc&keytype=ref&siteid=healthaff>]

April 2014

In the News

Kirsten Long interviewed on KARE 11 news in a segment titled "Research shows ways to cut Alzheimer's costs."

Watch the video

[<http://www.kare11.com/story/news/health/2014/04/18/new-minnesota-research-shows-ways-to-cut-alzheimers-costs-to-caregivers/7879507/>]

April 2014

In the News

Star Tribune: New Care Model Could Save Minn. Nearly \$1B In Alzheimer's Costs

Read the article

[<http://www.startribune.com/lifestyle/health/254246631.html>]

April 2014

In the News

Becker's Hospital CFO: Study: NYU Caregiver Intervention Could Lead to Significant Savings for States

Read the article

[<http://www.beckershospitalreview.com/finance/study-nyu-caregiver-intervention-could-lead-to-significant-savings-for-states.html>]

April 2014

In the News

Bring Me The News (Blog): State Could Save Millions With New Caregiver Support Program

Read the article

[<http://www.bringmethenews.com/?s=State+Could+Save+Millions+With+New+Caregiver+Support+Program>]

April 2014

In the News

Healthcare Dive: Study: Supporting Dementia Patient Caregivers Creates Savings

Read the article

<http://www.healthcaredive.com/news/study-supporting-dementia-patient-caregivers-creates-savings/250543/>

April 2014

In the News

Kaiser Health News: Alzheimer's Disease Support Model Could Save Minn. Millions

Read the article

<http://capsules.kaiserhealthnews.org/index.php/2014/04/alzheimers-disease-support-model-could-save-minn-millions/>

April 2014

In the News

NyMedicin: Estimating The Potential Cost Savings From The New York University
Caregiver Intervention In Minnesota

Read the article

<http://www.nymedicin.com/?p=93102>

May 2013

Publication

ISPOR Taxonomy of Patient Registries: Classification, Characteristics and Terms
released (Dr. Long, Assistant Editor).

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