



HEALTH ECONOMICS AND OUTCOMES
RESEARCH SERVICES

Demonstrate the value of
your treatment with real-
world evidence

Demonstrating product value can be challenging, time consuming, and resource-intensive. Our researchers can help you develop credible evidence and insights using rich global data, rigorous study design, and advanced methodologies.

For decades, Merative® researchers have been conducting outcomes research, consulting, and collaboration on the execution of pre- and postlaunch health economics and outcomes research agendas.

Our researchers and databases are synonymous with high-quality research. Many of our researchers are nationally recognized subject matter experts with impressive publication records. While we keenly understand the complexity of using US administrative data to demonstrate product value because we build and link these data sets, we also have access to and experience with international data.

Our services team has a solid track record

80+ researchers and data scientists on staff

30+ years of experience

1,000+ published peer-reviewed studies conducted in collaboration with our clients

Benefits of working with Merative researchers



Gain access to objective, third-party researchers with decades of expertise across a variety of study designs and therapeutic areas



Enhance your evidence generation strategy with critical insights from linked databases



Make use of customizable, collaborative study approaches to meet your unique research needs

Demonstrating product value using robust, complex data

We understand the complexity of using claims and EHR data to demonstrate the value of a product. Our rigorous studies analyze treatment patterns and health outcomes using data from everyday clinical practice to help you understand gaps in care and help payers make important decisions about your product's value. Access to the Merative MarketScan Research Databases, Merative Explorys Therapeutic Datasets Delivered and Merative Micromedex® Complete Drug Interactions offers opportunities for innovative research using complementary data sets. In addition to Merative proprietary databases, we have access to and experience with other databases to use in our research services, including international and public data. Our ability to link a variety of patient-level databases further enhances our capacity to uncover crucial insights to support your value demonstration efforts.

Types of outcomes research studies

	Burden of illness		Adverse events and surveillance analysis
	Adherence		Treatment pattern analysis
	Treatment drivers		Impact of pharmacy benefit tiers on medication use
	Comparative effectiveness		Impact of policy on adherence
	Direct and indirect cost analyses		Cost sharing and value-based insurance design

Merative proprietary real-world data includes

Merative MarketScan® Databases

- Commercial, Medicare, and Medicaid claims
- Health and productivity
- Health risk assessment
- Lab results
- Dental
- Benefit plan design
- Hospital drugs
- Weather

Merative Explorys® Therapeutic Datasets Delivered

Merative MarketScan Explorys Claims-EMR Data Set

Conducting research in oncology, autoimmune, infectious and rare diseases

Given the size and longitudinal integrity of the MarketScan Research Databases – one of the largest and longest-running proprietary claims databases in the US – and our passion for linking data, we have conducted numerous health economics and outcomes research studies in the areas of oncology, autoimmune, infectious and rare diseases. We have been on the forefront of linking clinical data to de-identified patient-level administrative claims to increase the comprehensiveness of the data we use for our studies.

Our researchers also have significant experience in the evaluation of biologics. We understand the underlying diseases and how to evaluate the efficacy and value of treatments using a variety of data sources. We can link the MarketScan Research Databases with large, integrated formulary databases to help you better understand the impact of patient access on treatment patterns.

Elements of Merative real-world data assets

Patient demographics	Assessments and PRO data
Clinical data	Provider demographic data
Vitals and biometrics	Utilization and direct costs
Social history data	Weather data
Laboratory and microbiology data	Productivity data
Prescription information	Dental data
Implantable device details	

Partial list of HEOR publications with Merative authorship

Authors in bold are Merative researchers. To see a full list of publications, please contact your Merative representative.

Evaluate direct and indirect costs of disease

Bonafede M, Sapra S, Shah N, Tepper S, Cappell K, Desai P. Direct and indirect healthcare resource utilization and costs among migraine patients in the United States. *Headache* 2018; 58(5): 700 – 714.

Hepp Z, Kim G, Lenhart G, Johnson BH. Absenteeism and indirect economic burden associated with primary and secondary hypogonadism: A retrospective matched cohort analysis of employed, commercially insured patients in the U.S. *Journal of Occupational and Environmental Medicine* 2018; 60(8): 724 – 731.

Song X, Quek RG, Gandra SR, Cappell KA, Fowler R, Cong Z. Productivity loss and indirect costs associated with cardiovascular events and related clinical procedures. *BMC Health Services Research* 2015; 15: 245.

Evaluation of adverse events and comorbidities

Irwin DE, Davis B, Bell JA, Galaznik A, Garcia-Ribas I. Gastrointestinal complications in patients treated with ipilimumab and nivolumab combination therapy or monotherapy. *J Comp Eff Res* 2019; 8(2): 81 – 90.

Song X, Gandhi P, Gilligan AM, Arora P, Wang C, Henriques C, Sander S, Smith DM. Comparison of all-cause, stroke, and bleed-specific healthcare resource utilization among patients with non-valvular atrial fibrillation (NVAf) and newly treated with dabigatran or warfarin. *Expert Review of Pharmacoeconomics & Outcomes Research* 2019; 19(2): 213 – 222.

Best JH, Kong AM, Lenhart GM, Sarsour K, Stott-Miller M, Hwang Y. Association between glucocorticoid exposure and healthcare expenditures for potential glucocorticoid-related adverse events in patients with rheumatoid arthritis. *Journal of Rheumatology* 2018; 45(3): 320 – 328.

Natural history of disease and patient journeys

Kaine J, Song X, Kim G, Hur P, Palmer JB. Higher incidence rates of comorbidities in patients with psoriatic arthritis compared with the general population using U.S. administrative claims data. *Journal of Managed Care & Specialty Pharmacy* 2019; 25(1): 122 – 132.

Burton BK, Jones KB, Cederbaum S, Rohr F, Waisbren S, Irwin DE, Kim G, Lilienstein J, Alvarez I, Jurecki E, Levy H. Prevalence of comorbid conditions among adult patients diagnosed with phenylketonuria. *Mol Genet Metab* 2018; 125(3): 228 – 234.

Hassan M, Bonafede MM, Limone BL, Hodgkins P, Sawicki GS. The burden of cystic fibrosis in the Medicaid population. *Clinicoecon Outcomes Res* 2018; 10: 423 – 431.

Drivers of treatment and medical care choices

Bonafede MM, Pohlman SK, Miller JD, Thiel E, Troeger KA, Miller CE. Women with newly diagnosed uterine fibroids: Treatment patterns and cost comparison for select treatment options. *Population Health Management* 2018; 21(S1): S13 – S20.

Vlahiotis A, Griffin B, Stavros AT, Margolis J. Analysis of utilization patterns and associated costs of the breast imaging and diagnostic procedures after screening mammography. *Clinicoecon Outcomes Res* 2018; 10: 157 – 167.

Impact of policy on utilization and outcomes

Goldstein M, Krilov LR, Fergie J, McLaurin KK, Wade SW, Diakun D, Lenhart GM, Bloomfield A, Kong AM. Respiratory syncytial virus hospitalizations among US preterm infants compared with term infants before and after the 2014 American Academy of Pediatrics Guidance on Immunoprophylaxis: 2012–2016. *Am J Perinatol* 2018; 35(14): 1433 – 1442.

Huskamp HA, Samples H, Hadland SE, McGinty EE, Gibson TB, Goldman HH, Busch SH, Stuart EA, Barry CL. Mental health spending and intensity of service use among individuals with diagnoses of eating disorders following federal parity. *Psychiatric Services* 2018; 69(2): 217 – 223.

Thornhill MH, Gibson TB, Cutler E, Dayer MJ, Chu VH, Lockhart PB, O’Gara PT, Baddour LM. Antibiotic prophylaxis and incidence of endocarditis before and after the 2007 AHA Recommendations. *J Am Coll Cardiol* 2018; 72(20): 2443 – 2454.

Impact of pharmacy on formulary benefits and adherence

Stokes M, Reyes C, Xia Y, Alas V, Goertz HP, Boulanger L. Impact of pharmacy channel on adherence to oral oncolytics. *BMC Health Services Research* 2017; 17(1): 414.

Gatwood J, Gibson TB, Chernew ME, Farr AM, Vogtmann E, Fendrick AM. Price elasticity and medication use: cost sharing across multiple clinical conditions. *Journal of Managed Care Pharmacy* 2014; 20(11): 1102 – 7.

Palmer L, Abouzaid S, Shi N, Fowler R, Lenhart G, Dastani D, Kim E. Impact of patient cost sharing on multiple sclerosis treatment. *American Journal of Pharmacy Benefits* 2012; 4 (Special Issue): SP28 – SP36.

About Merative

Merative is a data, analytics and technology partner for the health industry, including providers, payers, life sciences companies and governments. With trusted technology and human expertise, Merative works with clients to drive real progress. Merative helps clients reassemble information and insights around the people they serve to improve healthcare delivery, decision making and performance. Merative, formerly IBM Watson Health, became a new standalone company as part of Francisco Partners in 2022. Learn more at www.merative.com

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100 Phoenix Drive
Ann Arbor, MI 48108

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