

Case study | Medtech

Cost effectiveness evaluation

01

Challenge

Obtain an independent assessment of the comparable cost of care for prophylactic filter placement relative to medical management for patients at risk of pulmonary embolism (PE).

The client was seeking to:

- Understand the patient and market opportunity for its novel filter device
- Assess the cost of care to treat critically ill patients that develop a PE
- Compare the cost of care for similar patient profiles that receive device-based prophylaxis against PE and understand the major cause of variance

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Solution



Approach

- Epidemiology data from Clarivate™ to identify the incidence of PE
- Secondary research and qualitative telephone interviews to develop device adoption scenarios and to create a dynamic market model
- Detailed claims data analysis to understand the cost of care for treating ICU patients and causes of variance



Key findings

- Device intervention was shown to reduce the rate of clinical complications, decrease average length of stay, and decrease total cost of care
- Clinical and cost implications varied based on the patient profile at admittance

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Outcome



Recommendation

Client secured additional venture capital funding and effectively used the project deliverable to create a value dossier for hospitals to encourage product adoption.



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