

The Future of Reimbursement for Cell & Gene Therapies

Richard Macaulay, Precision ADVANCE Subject Matter Expert

Richard is responsible for the growth and development of consultative, analytic, and data services supporting life science products' commercial performance, including cell & gene therapies. Our team excels at understanding the ever-changing and complex healthcare market and helping clients solve issues including access strategy, stakeholder mapping, value communication, strategic pricing, and product positioning.



Richard Macaulay

Although several high-cost cell and gene therapies have achieved broad and fast reimbursement to date, payers may have much greater leverage to negotiate in the future.

Key Considerations



Payer Challenges

Cell and gene therapies pose significant payer challenges due to their transformational, long-term potential patient benefits from single treatments, but having limited clinical data available at launch.



Rapid and Broad Reimbursement

Nevertheless, to date some high-cost cell and gene therapies have achieved rapid and broad reimbursement from some major payer bodies.



Increased Competition

As more cell and gene therapies come to the market, there will be more competition between cell and gene therapies in the same indications, plus increasing focus on larger indications with relatively lower unmet needs.



New Reimbursement Models

These newer environments will enable payers to drive much greater leverage in negotiating discounts and may also drive a different type of usage of innovative reimbursement models.

To speak with Richard or one of the Precision ADVANCE experts, contact us at precisionadvance@precisionmedicinegrp.com today!