

# How Do We Pay For The Cell and Gene Therapy Revolution?

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# “Cellicon Valley” is Growing ....



**TALENT. RESEARCH. RESULTS. MOMEMTUM**

**BUILDING CRITICAL INFRASTRUCTURE**



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# Patient Reimbursement

	Inpatient	Outpatient
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Margin	<b>7%</b>	<b>93%</b>



# Current Reimbursement Issues

- Medicare Inpatient cases
- Out of state Medicaid plans
- Out of Area Blues
- Inpatient Margins are largely driven by commercial payers
- OP Margin is driven largely by 340B pricing and CMS new technology pass-through payments.
- OP Case rates are a strategy



# Manufacturers Solutions

- Value Based Models
- “Payment Plans”



# Insurance Industry Solutions

- Insurance and Reinsurance Models
- Insurance Carve-Out programs
- All the major insurers (United/Optum, CVS/Aetna, BCBSA) are evaluating or piloting these solutions.





# Venture and Private Equity

- Platforms, exchanges & closed markets
- Debt derivative models



An aerial photograph of the Philadelphia skyline, featuring numerous skyscrapers and buildings. The Schuylkill River is visible in the foreground, along with a highway and some greenery. The text "Thank you." is centered over the image in a dark blue, sans-serif font.

**Thank you.**



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