



### Kirsten Axelsen

Senior Policy Advisor

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New York

Kirsten Axelsen focuses on biopharma reimbursement and health policy and has worked with biopharmaceutical and related companies for over 20 years on business strategy and public affairs in the US, EU, China and Emerging Markets. She is an advisor to the Life Sciences sector in the New York office.

Kirsten is an economist who works with healthcare clients on issues including Medicare reimbursement, payer contract negotiations, designing innovative reimbursement contracts.

Kirsten works with biopharma, trade associations and health IT companies on pricing, reimbursement, patient assistance, public affairs, industrial organization, and strategic matters. She has worked to develop policy platforms for CEO's and their organizations, including public positions on drug pricing, insurance coverage and regulatory reform. She has helped to establish pricing for medicines including in rare disease and oncology considering value and affordability. Kirsten has guided the development of patient financial assistance programs for biopharma. She has prepared companies and their leaders for Congressional investigations and testimony related to drug price, price increases marketing and research investment. She often uses financial models and data analytics to demonstrate how different stakeholders in the healthcare delivery chain are affected by policy and business practice to guide corporate policy and business practice recommendations and also to estimate the impact of policy change for corporate financial disclosure.

Kirsten is a Health Innovator Fellow with The Aspen Institute, and a Visiting Scholar with The American Enterprise Institute. She has an M.S. in Economics from the University of Texas, Austin and is published for work in health policy and health economics.

• Healthcare

Spanish

## LANGUAGES SPOKEN

- Spanish

- Advised on the design of innovative pay for health outcomes contracting agreements with health insurers and biopharma companies, helped negotiate agreements
- Written company positions for external use on pricing, price increases, investment in research, clinical trials, genetic testing, cost sharing. Guided multiple CEO's for external engagements and leadership roles in trade associations.
- Guided the establishment pricing and rebates for medicines in oncology, rare disease, cardiovascular disease and infectious disease

considering health value, affordability and access through public and private health insurance.

- Calculated the financial impact of major legislative change to corporate revenue and income including the Affordable Care Act, Medicare Part D, Medicaid Preferred Drug Lists and China's Quality Consistency Evaluation
- Helped design patient assistance programs for pharmaceuticals for both insured and uninsured people
- Advised and supported leaders for Congressional testimony or discussions with members of congress and staff about health policy. Prepared companies for state and federal investigation on pricing and marketing.

## CREDENTIALS

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### Community Service

Kirsten serves as a board member of Ramapo for Children, works in Ethiopia with the International Trachoma initiative and raises funds and volunteers with multiple civic and political institutions.

### Thought Leadership

- Multiple peer reviewed articles on patient cost sharing, adherence to medication and health disparities
- Media and Presentations: Morning Consult, Yahoo Finance, Aspen Institute Ideas, Milken Institute

## INSIGHTS

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### Publications

#### Incentivizing diverse representation in clinical trials

2 March 2022

At the Intersection of Science and Law Podcast Series

Kirsten Axelsen and Sarah Schick are joined by Shazia Ahmad, Senior Director and Head of Patient and Physician Services at UBC, to discuss the importance of regulatory incentives to drive racial and ethnic diversity in clinical trials.

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#### Telehealth's impact on low-income communities

24 January 2022

At the Intersection of Science and Law Podcast Series

Shared from our Beyond the Curve podcast series

Ray Williams and Kirsten Axelsen are joined by Dr. Benson Hsu of the University of South Dakota Sanford School of Medicine for a frank discussion on disparities to engaging with telehealth and ways to better serve low income communities. Originally recorded on March 3, 2021.

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#### The Hidden Cost of Price Control Policies with Kirsten Axelsen

15 September 2021

An interview with Kirsten Axelsen about what would change in biopharma if price controls were implemented.

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#### Highlights from the Medicare Physician Fee Schedule proposal for CY 2021: Remote physiologic monitoring

## clarity, telehealth expansion, drug and vaccine pricing and more

10 August 2020

CMS is proposing that certain policy changes implemented on a temporary basis during the present public health emergency be carried forward permanently.

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## Value-based payment in a pandemic: Will systematic changes to support the accountable care organization model be enough?

24 June 2020

It remains to be seen whether the adjustments from CMS are enough to change the minds of ACO leaders who have considered dropping out.

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## As COVID forces a telehealth boom, lawmakers weigh making certain emergency permissions permanent

12 June 2020

Some of the ways in which government actors have signaled openness to the possibility of longer-term telehealth solutions.

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- Author, "Drug price controls make industry critics feel better, but won't make people feel healthier," *AEI*, December 10, 2021
- Author, "Assessing the implications of centralized drug price setting to investment in clinical development for HIV treatments," *CRA*, December 1, 2021
- Co-Author, "Innovation in Drug Research and Development for Prevalent Chronic Diseases: Proceedings of a Workshop," *The National Academies Press*, 2021
- Author, "The Hidden Cost of Price Control Policies," *Podcasts*
- Co-Author, "Data Is Key to Containing COVID-19 and Preventing Next Pandemic," *RealClear Health*, May 27, 2020
- Co-Author, "We Need Health Insurance in This Coronavirus Time, Not 'Medicare for All'," *Morning Consult*, May 26, 2020
- Co-Author, "A coronavirus vaccine would solve a lot of problems — if we use it!" *AEI*, May 14, 2020
- Co-Author, "Preventing Future Pandemic Devastation Starts With the Heart," *RealClear Health*, May 19, 2020
- Co-Author, "AIDS Offers COVID-19 Hope," *Jackson Hole Economics*, April 30, 2020
- Author, "90-day prescription refills are an obvious improvement. So why did it take a pandemic?," *AEI*, April 21, 2020
- Co-Author, "This Pandemic Has Exposed the Inequities of Our Nation," *The Aspen Institute*, April 3, 2020
- Author, "You can't haggle over the price of a medicine that was never made," *AEI*, October 16, 2019
- Author, "Yes, It Is Possible: Drug Advertising Can Be More Annoying," *Morning Consult*, June 3, 2019

## Events

## Previous

### 2022 Health Datapalooza and National Health Policy Conference

5 April 2022 | 10:45 ET

Webinar

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## **Food and Drug Law Journal 2021 Symposium**

4 November 2021  
Webinar

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### **Policy priorities and insights: The road ahead post-election**

13 January 2021 | 12:00 - 1:15 ET  
Webinar

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### **Considerations for drug pricing and demonstrating value in a post-pandemic environment**

5 August 2020 | 12:00 – 1:00 ET  
Webinar

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## **NEWS**

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### **DLA Piper announces the establishment of the Preparedness and Treatment Equity Coalition**

25 February 2021  
DLA Piper is pleased to announce the establishment of the Preparedness and Treatment Coalition (PTEC).

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## **MEDIA MENTION**

- Mentioned, "How to combat rising prescription drug prices," *Yahoo Finance*, January 8, 2020