Natalie Shalet

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Natalie Shalet - Background

21 years' experience working alongside the pharmaceutical industry, in roles including strategic pricing and market access, business development, finance, and clinical trial management. Excellent working knowledge of healthcare systems, in particular in Europe and Nordic markets. Highly competent people manager. Academic background in science, with specialisation in oncology.

Therapy area experience: oncology, dermatology, sexual dysfunction, depression, anti-infectives, cardiovascular, diabetes, solid organ transplant, ophthalmology, hepatitis, various orphan diseases, addiction, auto-immune diseases, pain, rheumatoid arthritis, ulcerative colitis, endocrine diseases, HIV etc.

NAS Healthcare Solutions

NAS delivers high quality strategic support for all market access requirements through both interim and project work. Projects are staffed with experienced senior team members sourced from a small network of consultants. NAS has a strong network of Payer experts in the major EU markets. Core deliverables include Payer and KOL advisory boards, Payer research programmes, qualitative pricing research, desk research programmes, value story/message development and testing, payer negotiation workshops, market access training (with a focus on EU markets), high-quality communications, including primary manuscripts and systematic reviews across multiple aspects of market access and health economics.

Interim contracts

- Jan 19 – present – Global Access Lead UCB – MG and CIDP
- Mar 18 – present – Strategic Consultant Pfizer driving EMA submission - Pain
- Mar 16 – Mar 17 – Strategic Consultant Pfizer driving EMA re-submission – RA and UC
- May 14 – May 15 – Market Access Consultant at Janssen driving RWE strategy – Prostate Cancer
- May 13 – May 14 – Market Access Consultant at Lundbeck driving product launch – Alcohol Dependence
- Apr 12 – Apr 2013 – Market Access Consultant at PRMA - Oncology

Activities and project examples (2012 – present) include;

- Define and early global pricing strategy
- Optimise the design of the clinical and RWE programs to support Payer and commercial requirements
- Drive early engagement with HTA agencies
- Working in a matrix organization with a cross functional team including medical, regulatory and health and value representatives to drive successful EMA submissions.
- Working at the core of an industry funded think tank focused on the readiness of healthcare systems for future innovation.
- Manage Real World Evidence studies (retrospective and prospective) to support reimbursement and re-assessment of oncology drugs.
- Manage the implementation of a global screening and prevention program for patients with alcohol dependence.
- Develop core value dossiers, negotiation handlers, and national contracting toolkits.
- Drive and support the development and submission of HTA dossiers across markets, including EU5, Nordics, and Eastern European markets.
- Work with pricing teams to define appropriate global net pricing policies.
- Manage advisory boards to test clinical program design and Payer and clinical value messages.
- Develop a global submission-tracking tool for HTA submissions and projects.
- Deliver high quality communications including manuscripts.
- Manage external vendors from RFP to delivery stages.
- Manage a team of analysts and consultants to oversee and deliver global market access and pricing projects for core clients (project examples: health economics model, a utilities study, a project to map OS and PFS, a case report study based on literature searches, and a network meta-analysis).

Employment History

2008 – 2012, Senior Consultant, Market Access with Bridgehead and Kantar Health

- Pressure test the proposed European pricing strategy and optimal launch sequence, identify clinical and health economic evidence required to support the HTA submission.
- Define the Payer stakeholder network and influence map in EU markets and the US.
- Identify value drivers to support a product in key EU markets, the US China and Japan.
- Assess the risk of non-reimbursement across the main EU markets, investigate alternative funding options and optimal pricing strategies in both a reimbursed and non-reimbursed scenario.
- Define the likely price position, the level of Payer interest, and willingness to pay for novel therapeutics.
- Drive intellectual input to define pricing and market access strategies.
- Oversee resourcing and budgeting of projects, project management, design of materials, recruitment, fieldwork, data collation and analysis.
- Responsible for training internally and at conferences (ISPOR, EyeforPharma).
- Responsible for recruitment and direct line management of full-time employees within the consulting team.

2002 - 2007, IMS Health

Oncology Business Development Manager

- Drive sales across EMEA region for IMS oncology offerings; custom consulting, market research, and syndicated offerings.

- Present strategic management reviews and oncology brand reviews, identify client issues, work in partnership with clients on launch strategies.

Senior Consultant New Business Ventures

- Create a client engagement process to support a shift in the business towards consulting.
- Design and build analytical tools to identify client issues leveraging internal data sources.
- Manage several key client accounts in the client engagement process and support account teams with client engagements.

Client Analyst

- Build business relationships with the sales and consulting teams as an expert in Information Management.
- Identify and capture client needs and establish optimal Information Management solutions.
- Draft customer specific business proposals for Information Management systems.
- Manage European roll out and delivery of projects.

2000 - 2002, WestLB Panmure, Life Sciences Group, Analyst

- Identify potential M&A candidates and assess IPO candidates.
- Draft documentation for a WestLB Panmure proprietary project aimed at financing clinical research and development.
- Valuation and assessment companies and new technologies.
- Draft and review prospecti for listings on the LSE.
- Ensure compliance with requirements of admission to UK Listing Authority/London Stock Exchange (LSE).

1999 - 2000, Theradex, Clinical Research Associate

- Conduct monitoring visits for drugs under investigation throughout Europe, ensure sites operate according to GCP and protocols, review data to ensure its accuracy.
- Guarantee the protection of patients' rights and well-being.
- Liaise between the sponsor and the site to ensure adequacy of staff and facilities.

Education:

1999 MSc Clinical Oncology, University of Nottingham.
1998 BSc Molecular Cell biology (HONS) 2:1, University of Nottingham.
1995 Scientific Baccalaureate with distinction, Lycée du Golfe de St Tropez, France.

Publications:

Antonanzas, F., et al., *Defining and Measuring the Affordability of New Medicines: A Systematic Review.* Pharmacoeconomics, 2017. **35**(8): p. 777-791.

de Groot, F., et al., *Ethical Hurdles in the Prioritization of Oncology Care.* Appl Health Econ Health Policy, 2017. **15**(2): p. 119-126.

de Sola-Morales, O., et al., *Defining Innovation with Respect to New Medicines: A Systematic Review from a Payer Perspective.* Int J Technol Assess Health Care, 2018. **34**(3): p. 224-240.

Dearden, L., et al., *How Can We Improve the Design of Patient Preference Research in Oncology? A Case Study in Metastatic Castrate Resistant Prostate Cancer.* Value Health, 2015. **18**(7): p. A472-3.

Dearden, L., et al., *A Description of Real-World Treatment with Abiraterone Acetate in Metastatic Castration-Resistant Prostate Cancer Patients in The Post-Chemotherapy Setting In France And The Netherlands.* Value Health, 2015. **18**(7): p. A435.

Dearden, L., et al., *Health-Related Quality of Life and Treatment Satisfaction Among Patients Receiving Novel Anti-Androgen Therapies for The Treatment Of Metastatic Castrate-Resistant Prostate Cancer (MCRPC).* Value Health, 2015. **18**(7): p. A472.

Dearden, L., et al., *Fatigue, treatment satisfaction and health-related quality of life among patients receiving novel drugs suppressing androgen signaling for the treatment of metastatic castrate-resistant prostate cancer.* Eur J Cancer Care (Engl), 2018: p. e12949.

Publications for which NAS has provided editorial support

Akehurst, R.L., et al., *Variation in Health Technology Assessment and Reimbursement Processes in Europe*. Value Health, 2017. 20(1): p. 67-76.

Antonanzas, F., R. Terkola, and M. Postma, *The Value of Medicines: A Crucial but Vague Concept*. Pharmacoeconomics, 2016. 34(12): p. 1227-1239.

Di Paolo, A., et al., *Personalized medicine in Europe: not yet personal enough?* BMC Health Serv Res, 2017. 17(1): p. 289.

Terkola, R., F. Antonanzas, and M. Postma, *Economic evaluation of personalized medicine: a call for real-world data.* Eur J Health Econ, 2017. 18(9): p. 1065-1067.

Languages:

French and English: fluent.
German and Spanish: basic conversational.