Benedicte Lescrauwaet, RN, MSc
Xintera bv
Lievekaai 21/001
9000 Gent, Belgium
Mobile +32 472 84 63 81
Email benedicte.lescrauwaet@xintera.com
LinkedIn https://www.linkedin.com/in/benedicte-lescrauwaet-4765287/
Publications https://www.ncbi.nlm.nih.gov/myncbi/1P7K8UCKgzr5z/bibliography/public/

Professional Experience

Through my 22-year international career in Outcomes Research & Health Economics (OR&HE) of pharmaceuticals, I have gained hands-on experience in the design and creation of observational research, patient reported outcome evidence, benefit quantification using patient-level data, discrete choice experiments, pharmacoeconomic evaluation, and analysis under uncertainty with the goal to compile evidence packages for submissions to Health Technology Assessment agencies. Throughout this time, I collaborated with multiple researchers to design, execute and communicate the value proposition of pipeline & in-line products within different therapeutic areas. This allows me to offer you access to a selected network of professionals, knowhow and research tools.

Key competencies

- Multi-disciplinary mindset to design an integrated evidence-based approach to market access challenges
- Aptitude to interact and communicate effectively in a cross-cultural and cross-functional environment
- Strategic thinking to achieve a competitive advantage in today's Value-based and Health Technology Assessment driven environment

Mar. 2018 – Present **Director, Xintera bv**

Strategic consulting services in outcomes research and health economics

Key responsibilities:

- Causal mediation analysis & methodological approaches to the validation of surrogate endpoints (PhD candidate)
- Feasibility assessment for the use of a novel Patient-Reported Outcome Measure (PROM) to drive product differentiation
- Disease and product Evidence generation through systematic literature review and meta-analysis in eye disorders and carcinoid syndrome
- Design of an observational study investigating the impact of invasive bacterial infections on quality of life and health care resource utilization/cost

Mar. 2014 – Feb. 2018 **Director, Xintera Ltd**

Strategic consulting services in outcomes research and health economics

Key responsibilities:

- Monitor health policy developments for in vitro diagnostic (IVD): market access and reimbursement recommendations for Belgium
- Assess feasibility of data generation for early warning symptoms in Age-related Macular Degeneration: positioning & recommendations
- Plan a de novo health preference study in Geographic Atrophy
- Generate an Early Value Framework outlining data needs to demonstrate the value of a curative treatment in chronic hepatitis
- Adapt economic evaluation to obtain Belgian reimbursement of first-in-class medicine to treat resistant severe bacterial infections

Oct. 2010 – Feb. 2014 **Managing Director, Xintera Consulting**

Key responsibilities:

- Develop the OR&HE strategy & execution of the ocriplasmin Health Technology Assessment (HTA) dossier, leading to reimbursement approvals in key European countries

- Evidence generation: quantification of patient relevant benefits through data exploration of pivotal trials
- Develop, implement, and publish non-interventional studies to demonstrate (1) the impact of disease symptoms on health-related quality of life using novel utility instruments (2) gaps in care and inequity in access to treatment

Nov. 2008 – Sept. 2010 **Associate Director, European Health Economics & Outcomes Research, Virology Lead**
BMS International (Braine l'Alleud, Belgium)
Major deliverables:

- Design a multi-facetted innovative HE&OR strategy, integrating medical and access objectives, and deliver multi-project deliverables in support of the value proposition of an oral antiviral hepatitis B therapy: individual patient analysis, real life treatment patterns and disease management study, EU countries physician and patient preference study, relative value assessment communication tool. These projects enabled: a rebuttal of a competitor network meta-analysis; evidence generation re. the gap between clinical practice and treatment guidelines, quantifying the dissonance between physician and patient treatment choice, support of regional payer negotiations
- Design a novel health economic HIV disease progression model serving as the engine for brand value-based messaging. This EU model was validated by a clinical expert panel, further adapted to local clinical practice patterns and resource utilization

Feb. 2007 – Oct. 2008 **Associate Director, Health Economics & Outcomes Research EU Markets (BENELUX, Switzerland, Greece, Turkey)**
BMS International (Braine l'Alleud, Belgium)
Major deliverables

- Generate best in class HTA dossier, aligned with new pharmacoeconomic guidelines, supporting the added value of an antiviral hepatitis B treatment (annotated by Belgian Committee of Reimbursement of Medicines)
- Prepare and execute the 'Committee for Reimbursement hearing', including liaising with Key Opinion Leaders (KOL), to demonstrate the evidence in support of the added value of an antiviral hepatitis B treatment (Belgium). Positive reimbursement achieved in 2009
- Lead the development and implementation of a research collaboration to support differentiating features in patient reported outcomes of a Rheumatoid Arthritis (RA) biologic (*SLEEP* observational study)
- Lead the Benelux development of a RA biologics cost-effectiveness framework, and effective collaboration with local/regional/global team members, contributing to a 2009 positive reimbursement in Belgium (BMS Regional Award granted) and to a positive conditional reimbursement on the 'List of Expensive Intramural medicines' (The Netherlands)
- Demonstrate the value and relevance of Outcomes Research interactive programs to local market activities, through a cross-functional alignment, supporting the optimal price outcome for a RA biologic in Switzerland (BMS Regional Award granted)
- Disseminate HE&OR evidence to internal and external stakeholders demonstrating the value of medicines (effect of long-term antiviral treatment on chronic hepatitis B mortality and morbidity, Disease Activity Sequential Model in Rheumatoid Arthritis)
- Develop a HTA dossier, achieving positive reimbursement decision for a CML therapy in an emerging HTA environment (Turkey)

- Develop strategic responses to national reimbursement authorities contributing to positive reimbursement decisions for 'in scope' EU markets

Nov. 2005 – Jan. 2007 **Acting Associate Director, Outcomes Research**
Pfizer Canada Inc. (Montreal, Canada)
Major achievements

- Collaborate with KOLs to plan the effective dissemination of the observational study results to increase the awareness of vascular risk factors in the development of dementia
- Contribute to the development of reimbursement strategies and economic dossiers resulting in timely submission of best in class HE&OR activities and outputs, required to obtain and/or enhance market access (Therapeutic areas: oncology, cardiovascular, ophthalmology, CNS)
- Plan, develop and implement product specific HE&OR studies and models supporting marketing, pricing, and reimbursement strategies for a smoking cessation compound
- Coach and develop a high-performance team through the implementation of training events and development of standards for HE&OR deliverables, to increase the quality, effectiveness, and portability of HE&OR programs among team members

2002 – 2005 **Senior Manager, Outcomes Research**
Pfizer Canada Inc. (Montreal, Canada)
Major achievements:

- Develop an innovative HE&OR program in support of marketing strategies; DECIDE (DEtection of Cognitive Impairment and Dementia) raises the awareness of vascular risk factors in the development of dementia and highlights the need for early screening/detection of cognitive impairment in an at-risk population
- Apply a cross-functional approach, champion the rebuttal to a draft HTA on cholinesterase inhibitors, which resulted into revisions with an improved competitive positioning of the safety data of an Alzheimer Disease (AD) treatment
- Conduct disease awareness studies documenting the societal burden of COPD (Burden of Illness study), and the effect of needle fear in achieving control of diabetes (Risking Health to Avoid Injections), which highlight the value of Pfizer medicines (respiratory and endocrinology therapeutic area)
- Outlined Pfizer Canada's position vis-à-vis the Common Drug Review (CDR) revisions to pharmacoeconomic submission requirements, which formed the basis of the Rx&D response to the stringent CDR requirements
- Lead development and timely delivery of pharmacoeconomic dossiers for compounds in respiratory, CNS and endocrinology therapeutic areas (BIAs, economic evaluation, and epidemiological data) as well as follow-up on Provincial/Federal/Territorial objections, which contributed to positive reimbursement decisions in key provinces.
- Develop and implement post-marketing HE&OR programs demonstrating optimal use of Pfizer medicines, which were presented by opinion leaders at international conferences and used to highlight appropriate use of AD treatment to reimbursement authorities
- Develop product specific HE&OR value statements for AD and migraine treatment contributing to the HE&OR Toolkit *hORizon*, an information platform used by market access managers in communications with reimbursement decision makers to highlight the value of Pfizer medicines

- Ensure dissemination of results from HE&OR programs at scientific conferences and in peer review journals, which enabled Pfizer to highlight the value and/or appropriate use of medicines
- Collaborate with KOLs in HE&OR through advisory board meetings, and patient access consultant meetings to determine clinical and outcomes research gaps in Canadian programs

1999 – 2002 **Outcomes Research Manager**
Pfizer Canada Inc. (Montreal, Canada)

- Develop and manage HE&OR aspects of phase IIIb studies to support the economic value of CNS products: study design, protocol development, investigator meeting, CRF design, quality control, statistical analysis plan and final reporting
- Develop HE&OR dossier consistent with the Canadian guidelines for the economic evaluation of an atypical anti-psychotic therapy
- Develop models to support decision-making with respect to pricing recommendations
- Initiate and/or successfully manage additional analysis to address local submission requirements (database reviews, expert panel, value to patient study)

1998 – 1999 **Outcomes Research Consultant**
Pfizer Inc., (New York, USA)

- Environmental scan of European long-term elderly care industry and assessment of business opportunities in long-term elderly care through interviews of international KOLs

1990 – 1991 **Public health nurse**
Institute of Tropical Medicine (Antwerp, Belgium)

- Counselling and medico-psychosocial follow-up of patients affected by STD, HIV/AIDS
- Feasibility assessment of a partner notification system
- Research nurse, HIV/AIDS clinical trial program in collaboration with Professors P. Piot and B. Colebunders

Other professional experiences

1988-1990 Nurse with Médecins sans Frontières
Timbuktu, Mali; Darfur and Raga, Sudan

- Responsible for execution of nutritional surveillance and preventive mother-child care

1987-1988 Nurse practitioner in different health care settings
Flanders, Belgium

Education

2019 – present PhD candidate –Statistical Data analysis
University of Ghent, Belgium

May - June 2021 Causal mediation analysis, course by Dr. Tyler VanderWeele,
Statistical Horizons LCC

May - June 2021 Logistic Regression for Binary, Ordinal, and Multinomial Outcomes, course by Karen Grace-Martin, The Analysis Factor

Nov. 2020 Treatment Effects Analysis, course by Stephen Vasey,
Statistical Horizons LCC

April 2020 Introduction to Stata Programming (netcourse 151)

Sept. 2020 Statistical Graphics using Stata (netcourse 120)

Dec. 2019 Introduction to Stata (netcourse 101)

June 2012 Pharmacoepidemiology and Drug Safety

2011 – 2012	European Market Access University Diploma (EMAUD) Université Claude Bernard Lyon I (Paris, France)
1991 – 1997	MSc. Applied Economics, Public Health Orientation University of Antwerp (Antwerp, Belgium)
1987 – 1988	Postgraduate in Tropical Medicine for nurses Institute of Tropical Medicine (Antwerp, Belgium)
1982 – 1986	Bachelor's in Nursing, Public Health Ghent, Belgium

Personal Interests and Credentials

Causal Inference	Explanation in Causal Inference: Methods for mediation and interaction. A book by T J VanderWeele that approaches topics of mediation and interaction from a counterfactual-based perspective on causal inference
Winsteps	Rasch-Model Computer Programs which assists in the areas of rating scale analysis, used to examine the psychometric properties of Patient Reported Outcome Measurements (PROMs)
Statistics	Hands on experience with Stata, a statistical software for data science Modeling binary data (David Collett)
Risk Analysis	Hands on experience with advanced risk analysis for spreadsheets @RISK for Excel, Crystal Ball
Economic Evaluation Methodology	Decision Analysis with Data Tree Age Software Markov Modeling

Professional memberships

International Societies	ISPOR, International Society for Pharmacoeconomics and Outcomes Research ISPE, International Society for Pharmacoepidemiology DIA, Drug Information Association

Publications Available upon request; Use URL on page 1 to access my bibliography

Languages

- Dutch - mother tongue
- English – written and spoken fluently
- French – written and spoken fluently