ABOUT US

The Deerborne Group is a boutique management consulting firm comprised of industry leading consultants from across the globe focused exclusively on the global biotechnology, in-vitro diagnostics, and life sciences markets.

Our primary focus is advising corporations, venture capital, and private equity firms on commercial, operations, and corporate strategy. We partner with our clients to develop insight-driven business solutions to help them better identify opportunities, minimize risks, and navigate their most difficult management challenges.

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The Deerborne Group
MANAGEMENT CONSULTING
"Helping Clients Accelerate Insights Into Value"

GLOBAL MARKET ACCESS & REIMBURSEMENT

Advances in the fields of genomics and precision diagnostics are quickly converging and driving significant change in how physicians are diagnosing, treating, and monitoring their patients. Unfortunately, enabling patient access to new and novel diagnostics is extremely challenging. This is because there is not a one-size fits all solution that can adequately address the complexities of this challenge globally.

The Deerborne Group has an extensive background in these global markets and can help you confidently develop and execute an innovative market access and reimbursement strategy tailored specifically to your individual needs.

Market access and reimbursement is a complicated process involving a sequential series of interdependent activities completed over many years involving numerous stakeholders. This process is further complicated because every country has their own unique healthcare system. In the US, you have numerous stakeholders that can include both the FDA and CMS as well commercial payors, advocacy groups, guideline committees, and more. Whether your test is an FDA cleared device or a laboratory developed test (LDT), our team of experts can help you develop and execute your market access and reimbursement strategy.

Demonstrating clinical value at commercial launch will undoubtedly be one of your most difficult battles that your company will face. Our experts can help you design a clinical utility trial that includes interacting with the KOL's, writing protocols, negotiating IRBs, clinical trial coordination, and getting your data published in peer-reviewed journals.

Thereafter, our post-launch support includes helping you execute your government and commercial payor engagement strategy and activities. Our experts can provide you with a cost-effective means to identify and engage with the hundreds of payors and their medical policy teams to secure positive coverage determinations for you.