

Melissa J. Andel

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Experienced health policy and reimbursement consultant in the pharmaceutical manufacturer and health care payer industries. Demonstrated success at launching new products, addressing market access challenges for existing products, and helping clients digest complex policies and understand how those policies will impact their products and the patients they serve.

EXPERIENCE:

Principal

CommonHealthSolutions, LLC

July 2020 – Present

- Work with clients to address market access challenges for existing products and prepare for the launch of new products and support continued access to existing products, including advice on commercial and Medicare and Medicaid market access dynamics and pricing strategies for prescription drugs, biologics, and digital therapeutics.
- Help clients digest complex policies and understand how those policies will impact their products and the patients they serve, including Medicare and Medicaid pricing methodologies, commercial payer pricing methodologies and approaches (e.g., pharmacy distribution chains) and application of relevant regulatory requirements on providers that will all impact approach to pricing strategy.
- Extensive experience with manufacturer rebates negotiated with payers and providers and secure formulary positioning and provider preference. Experience advising on impact of Medicare and Medicaid restrictions with respect to patient assistance programs, as well as the application of copayment accumulators and maximizers by commercial payers to patient assistance and impact on patient.
- Develop and execute strategies in response to legislative and regulatory issues and collaborate with clients on go-to-market strategies, with an emphasis on understanding the environment in which the client's product competes and the payment and coverage policies impacting patients and providers, including the impact of major legislative changes including the Patient Protection and Affordable Care Act and the Inflation Reduction Act.

Adjunct Lecturer

University of Florida College of Pharmacy

December 2019 - Present

Graduate instructor of course on prescription drug public policy for Department of Pharmaceutical Outcomes and Policy.

Vice President of Health Policy

April 2018 – June 2020

Director of Health Policy

Sept 2014 – April 2018

Health Policy Manager

May 2013 – Sept 2014

Applied Policy, Alexandria, VA

- Managed pharmaceutical manufacturer portfolio and serve as primary point of contact for pharmaceutical manufacturer clients.
- Assisted clients in developing and executing strategies in response to legislative and regulatory issues that affect their business, including coverage and payment under federal health care programs (Medicare, Medicaid, and Exchanges).
- Worked with clients to develop go-to-market strategies with a focus on helping our clients understand the environment in which their product is launching and the payment and coverage policies impacting patients and providers.

- Helped clients understand and keep track of changes in federal health policy and how those changes may impact the client and the patients they serve.
- Analyzed and evaluated opportunities for client investment in products under development, by explaining current payer policies and identifying challenges to patient access.

Assistant Director of Legislative Affairs

July 2011 – April 2013

Legislative Analyst

April 2005 – July 2011

Academy of Managed Care Pharmacy, Alexandria, VA

- Identify, analyze, research and track legislation at the state and federal level impacting managed care pharmacy.
- Write dozens of positions statements, legislative comment letters, advocacy and other written communications for multiple audiences, including responses to Medicare Part D proposals, pharmacy benefit manager regulation, mandated benefits (including cost-sharing parity and specialty tier restrictions), biosimilars, restrictions on generic and therapeutic substitution and formulary management.
- Suggested opportunities to increase AMCP's visibility on Capitol Hill, including targeted communications in response to pertinent legislative issues, such as AMCP-supported legislative reforms to reduce federal spending during deficit reduction negotiations.
- Prepare presentations for federal and state legislative update sessions at AMCP annual meetings and educational conferences.
- Provide primary staff support for legislative committee totaling 11 Academy members. Interact with senior staff and senior Academy leadership on a routine basis.
- Experience with pharmacy benefit manager and managed care industry, including prescription drug pricing.
- Serve as the Academy's representative on several coalitions. Member of Northern Virginia Health Policy Forum Steering Committee.

Communications Assistant

Academy of Managed Care Pharmacy, Alexandria, VA

November 2003 – April 2005

- Provided support for the Communications and Pharmacy Affairs departments.
- Composed and distributed Weekly News to members.
- Contributed to AMCP News monthly newsletter

EDUCATION:

George Mason University

Arlington, Virginia

Master's of Public Policy

Concentration: Global Health and Medical Policy

University of Georgia

Athens, Georgia

Bachelor of Arts in Journalism, cum laude

Major: Public Relations

Minor: Political Science