



## **How pharma companies are reshaping their organisation to respond to HTAR**

Explore Joint Clinical Assessment operating models of leading pharma companies



## **distinct JCA operating models**

Three distinct JCA operating models are emerging due to differences in the size of pipeline, geographic priorities and team mobilisation.



## Global integrators



Global set-up with new EU joint work activities integrated in R&D and evidence teams, starting as early as Phase 1. EU HTA dedicated asset teams mobilise 1 year before Phase 3 readout.

### Benefits

Scalable and integrated HTA capabilities to serve large pipeline volumes.





## Regional experts



Regional set-up with a scalable CoE, mobilised at Proof of Concept (POC), scaling resources for multi-asset JCA submissions and high country-level involvement.

### Benefits

Leverages EU regional expertise and centralised knowledge to effectively scale across pipelines of varying size.



## Agile managers



Regional set-up with a JCA project manager as central connector and a single asset-agnostic team to provide methodology expertise and manage capacity gaps.

### Benefits

Highly responsive, lean and agile set-up involves functions where needed, optimising resources for focused pipelines.

# Deloitte.

## Which JCA operating model fits your company?

Connect with us for more insights



**Leon Struett**

Director, Monitor Deloitte  
Life Sciences Market Access Strategy  
[lstruett@deloitte.ch](mailto:lstruett@deloitte.ch)



**Dr. Burçak Aydın**

Senior Manager, Monitor Deloitte  
Life Sciences Market Access Strategy  
[baydin@deloitte.com](mailto:baydin@deloitte.com)