

Kelly Makarounas-Kirchmann

B.Ec./M.Ec. (Public Policy)

OVERVIEW

Kelly is a Health Economist with over 20 years' experience in the pharmaceutical industry. She has experience in all facets of the market access and has key skills in developing, conducting, communicating and implementing related strategies.

In 1993 Kelly joined the pharmaceutical industry as the Health Economics Manager with the Australian Pharmaceutical Manufacturers Association (APMA), the peak body representing pharmaceutical companies. During her time at the APMA Kelly represented industry at various government levels and was the industry representative on the Economics Subcommittee and the Drug Utilisation Subcommittee of the Pharmaceutical Benefits Advisory Committee (PBAC). A major part of her role was to represent industry on a variety of working parties that included members of the Pharmaceutical Benefits Branch and the PBAC (they representing the Department of Health and Ageing). The main focus of these working parties had been the review of the Australian Economic Evaluation Guidelines and various changes to the process of reimbursement and pricing.

Whilst working for the pharmaceutical industry as Head of Pricing, Reimbursement and Health Economics her experience in market access and health technology assessment continued developing. As an experienced consultant in both pharmaceuticals and devices a wealth of knowledge has been accumulated over a broad range of therapeutic areas (in pharmaceuticals and devices) and scenarios, involving changes to Cabinet approvals, risk share agreements, interactions with PBAC members, Prosthesis List Advisory Committee (PLAC) and the Medical Services Advisory Committee (MSAC) processes, including other types of complex negotiations. Kelly has sat on a variety of industry advisory boards, including Medicines Australia's Futures Working Group.

Kelly will bring to your organisation a wealth of experience in a variety of therapeutic areas. Importantly throughout her years in industry Kelly has developed and maintained excellent relationships with the Department of Health and other key players. This, in combination with strategies that have proven successful over these many years, will add value to your market access success.

CURRENT APPOINTMENTS

- 2002 -** **Principal**
KMC Health Care, Australia
- 2002 -** **Senior Lecturer**
Department of Public Health, Monash University

QUALIFICATIONS

Postgraduate

- 1994 Masters of Economics (Public Policy)
Monash University, Melbourne, Vic

Undergraduate

1988 Bachelor of Economics
National and Capodistrian University of Athens, Athens, Greece

FURTHER EDUCATION

1997 Advanced Seminar: Strategic Issues in Pharmacoeconomics
Michael Drummond

1997 Cost-Effectiveness Analysis Methods for Medical Technologies and Pharmaceuticals
Harvard School of Public Health

1993 Workshop on Economic Evaluation of Pharmaceuticals
Michael Drummond

PREVIOUS APPOINTMENTS

1994 - 2002 **Director, Health Economics**
Bristol Myers Squibb Australia

1993 - 1994 **Health Economics Manager**
Australian Pharmaceutical Manufacturers Association

1991 - 1992
1992 - 1992 **Lecturer**
1991 - 1992 **Assistant Lecturer**
David Syme Faculty of Business,
School of Banking and Finance, Monash University

1991 - 1993 **Research Assistant**
NHMRC National Centre for Health Program Evaluation.
Fairfield Hospital

RESEARCH REPORTS

T Jackson and K Macarounas-Kirchmann (1993) Report to Dandenong Hospital on a five hospital study of intensive care bed utilisation, 1987-1990 NHMRC NCHPE, Fairfield, Victoria

T Jackson and K Macarounas-Kirchmann (1993) Report to Geelong Hospital on a five hospital study of an intensive care bed utilisation NHMRC NCHPE, Fairfield, Victoria

T Jackson and K Macarounas-Kirchmann (1993) Report to Monash Medical Centre on a five hospital study of intensive care bed utilisation, 1987-1990 NHMRC NCHPE, Fairfield, Victoria

T Jackson and K Macarounas-Kirchmann (1993) Report to the Austin Hospital on a five hospital study of intensive care bed utilisation, 1987-1990 NHMRC NCHPE, Fairfield, Victoria

Jackson T, Macarounas-Kirchmann K. (1992) Changing patterns of intensive care unit admission and length of stay in five Victorian hospitals. In: Selby-Smith C, editor. Economics and health Melbourne: Monash University/NCHPE

Nord E., Richardson J., Macarounas-Kirchmann K., (1993) Social Evaluation of Health Care Versus Personal Evaluation of Health States: Evidence on the Validity of Four Health State Scaling Instruments Using Norwegian and Australian Survey Data, Working Paper No.23, NHMRC NCHPE

Richardson J., Macarounas K., Milthorpe F., Ryan J. and Smith N., (1991) An Evaluation of the Effect of Increasing Doctor Numbers in their Geographic Distribution, Technical Report No.1, NHMRC NCHPE

Jackson T., Macarounas-Kirchmann K.P., (1992) "Utilisation of Intensive Care Units in Five Victorian Hospitals, FY1987-FY 1990", in C. Selby Smith, Economics and Health: Proceedings of the 14th Australian Conference of Health Economists

PUBLICATIONS/CONFERENCE PRESENTATIONS

Ian Gordon, Carolyn Rutherford, Kelly Makarounas-Kirchmann, Matt Kirchmann. "Meta-analysis of average change in laboratory-measured HbA1c among people with type 1 diabetes mellitus using the 14 day Flash Glucose Monitoring System". Diabetes Research and Clinical Practice 164 (2020): 108158.

Richard Hellmund, Matt Kirchmann, Kelly Makarounas-Kirchmann. "Cost Effectiveness of FreeStyle Libre® Flash Glucose Monitoring System from an Australian Health Care Payer Perspective". Australian Diabetes Society and the Australian Diabetes Educators Association Annual Scientific Meeting 2016.

Makarounas-Kirchmann K., Kirchmann M., Monin N. "Lacosamide for the Treatment of Partial Onset Seizures With or Without Secondary Generalisation: Cost-Effectiveness Analysis on Treating Patients With Lacosamide in Combination With a Non-Sodium Anti-Epileptic Medication". Value in Health Nov. 2012 Vol 15 (7) pp.A676-677.

Weber C, Ademi Z, Makarounas-Kirchmann K, Stoelwinder J.(2012) "Economic evaluation of compression therapy in venous leg ulcer randomised controlled trials: A Systematic Review" Wound Practice and Research (in press)

Makarounas-Kirchmann K. (2012), "ICER Thresholds in a galaxy far, far away....", ARCS Conference, Canberra, Australia September 2012

Makarounas-Kirchmann K., Kirchmann M., Ademi Z., Stoelwinder J. (2012), "Predictors of successfully listing on the PBS: a 2012 update", ISPOR, Taipei, Taiwan, September 2012

Ioannides-Demos LL, Makarounas-Kirchmann K, et al. (2010). "Cost of Myocardial Infarction to the Australian Community A Prospective, Multicentre Survey." Clinical Drug Investigation 30(8): 1-11.

Makarounas-Kirchmann K, Glover-Koudounas S, et al. (2009). "Results of a Meta-analysis Comparing the Tolerability of Lercanidipine and other Dihydropyridine Calcium Channel Blockers", Clinical Therapeutics 31(8): 1652-1663.

Makarounas-Kirchmann K and Stoelwinder J (2007). "Predicting successful listing of pharmaceuticals on the PBS", 6th World Congress on Health Economics, iHEA. Copenhagen, Denmark, July 2007.

Makarounas-Kirchmann K (2003). Pharmaceutical Pricing. Pricing Conference, HIR, Singapore.

Pratt NL, Beilby JJ, et al. (2001). The Costs of Uncontrolled Hypertension - A Preliminary Overview. 17th International Conference on Pharmacoepidemiology Toronto, Canada.

Bishop JF and Macarounas-Kirchmann K (1997). "Pharmacoeconomics of Cancer Therapies." *Seminars in Oncology* 24(Suppl 19): 106-111.

Grobler MP, Macarounas-Kirchmann K, et al. (1997). "A Industry Comment on the 1995 Revised Australian Pharmacoeconomic Guidelines." *PharmacoEconomics* 9(4): 353-356.

Nord E, Richardson J, et al. (1993). "Social Evaluation of Health Care Versus Personal Evaluation of Health States: Evidence on the Validity of Four Health State Scaling Instruments Using Norwegian and Australian Survey Data." *International Journal of Health Technology* 9: 463-478.