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**Mary Ann Clark, MPH**  
**Vice President, Health Economics & Reimbursement**

### *About*

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Mary Ann Clark is the Vice President of Health Economics & Reimbursement with the Neocure Group. Prior to joining the organization, she held the same title with the Burgess Group. In this role, she leveraged Medicare knowledge, data, and analysis into various markets including managed care organizations, medical technology companies, and providers. She was a key contributor and leader in Burgess software and Medicare data product development.

Before joining the Burgess Group, she was a Director of Health Economics & Reimbursement at Boston Scientific Corporation for 8 years, where she developed strategies for overcoming reimbursement and economic barriers to market adoption of cardiovascular, neurovascular, peripheral vascular, women's health, and neuromodulation products. She has developed methods for assigning costs to medical services, assessed economic influences of medical technologies, and served as a technical expert on RBRVS, APCs, DRGs, Medicare and private payer reimbursement policies.

Early in her career, Ms. Clark was a member of the Harvard research team that developed the RBRVS payment system for the Health Care Financing Administration (Center for Medicare and Medicaid Services) that is now used as the basis for reimbursing physicians under the Medicare program.



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She has over 20 years experience in the field of health economics and reimbursement and has authored over forty publications on the economic impact of medical technologies. Clark graduated from Indiana University with a BA in Chemistry and holds a Masters in Health Administration (MHA) from the Indiana University School of Public and Environmental Affairs.

#### *Publications*

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#### *Manuscripts*

1. Hornberger J, Kumar K, Clark MA, Hernandez J, Verhultz E. Rechargeable spinal cord stimulation systems versus nonrechargeable systems for patient with failed back surgery syndrome: a cost-consequences analysis. *The Clinical J Pain* 2008 Mar-Apr; 24(3): 244-52.
2. Bakhai A, Stone G, Mahoney E, ..., Clark MA, et al. Cost-Effectiveness of paclitaxel-eluting stents for patients undergoing percutaneous coronary revascularization: results from the TAXUS-IV trial. *J Am Coll Cardiol* 2006;48:253-61.
3. Clark MA, Bakhai A, Pelletier EM, Cohen DJ. Clinical and economic effects of coronary restenosis after percutaneous coronary intervention in a managed care population. *Managed Care*. 2005;April:42-51.
4. Pelletier EM, Hernandez J, Clark MA, et al. Medicare costs and health resource utilisation associated with atrial fibrillation in the elderly. *Journal of Medical Economics*. 2005;8:55-65.
5. Halpern MT, Lacey M, Clark MA, Valentin MA. Changing treatment patterns for coronary artery revascularization in Canada: the projected impact of drug eluting stents. *BMC Cardiovascular Disorders*. 2004;4:23.
6. Clark MA, Bakhai A, Lacey MJ, Pelletier EM, Cohen DJ. Clinical and economic outcomes of percutaneous coronary interventions in the elderly: an analysis of Medicare claims data. *Circulation*. 2004;110:259-264.
7. Hodgson JM, Bottner RK, Klein LW, ...Clark MA. Drug-eluting stent task force: final report and recommendations of the working committees on cost-effectiveness/economics, access to care, and medicolegal issues. *Catheterization and Cardiovascular Interventions*. 2004;62:1-17.



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8. Cross DT, Tirschwell DL, Clark MA, Tuden D, Derdeyn CP, Moran CJ, Dacey RG. Mortality rates after subarachnoid hemorrhage: variations according to hospital case volume in 18 states, *The Journal of Neurosurgery*, Volume 99, November 2003, pp. 810-817.
9. Motheral B, Brooks J, Clark MA, Crown B, Davey P, Hutchins D, Martin B, Stang P. A checklist for retrospective database studies – report of the ISPOR task force on retrospective databases. *Value in Health* 2003;2:90-97.
10. Subramanian S, Clark MA, Isaacson K. Outcome and resource use associated with myomectomy. *Obstetrics & Gynecology*. 2001;98:583-587.
11. Leape, L, Clark(Freshour), et.al. Small group judgment methods for determining resource-based relative values. *Medical Care*. November 1992 supplement.

*Abstracts – Poster and Podium Presentations*

1. Clark MA, Hernandez J, Verhulst E, Hornberger J. Budgetary impact of rechargeable spinal cord stimulation (SCS) adoption in the Medicare program. Poster presentation at the 10th Annual North American Neuromodulation Society Meeting, December 7-10, 2006, Las Vegas, NV.
2. Hornberger J, Clark MA, Verhulst E, Hernandez J. Long-term cost consequences of a rechargeable spinal cord stimulation unit for chronic pain. Poster presentation at the International Spine Intervention Society 14th Annual Scientific Meeting, June 13-15, 2006, Salt Lake City, UT.
3. Olchanski N, Clark MA, Ciocca R. Carotid endarterectomy trends in 1999 - 2003: results from a 5-year Medicare claims analysis. Accepted for poster presentation at the AHA Stroke Conference 2006.
4. Olchanski N, Clark MA, Ciocca R, Gray W. Inpatient resource use and costs of carotid artery stenting procedures in patients at high risk for surgery: results from the BEACH trial. Poster presentation at the 2005 Transcatheter Cardiovascular Therapeutics conference, Washington, DC.
5. Olchanski N, Clark MA, Cohen DJ. Inpatient resource utilization and costs of procedures implanting drug-eluting stents in complex cases: the ARRIVE registry. Poster presentation at the International Society for Pharmacoeconomics and Outcomes Research annual meeting, May 2005.
6. Clark MA, Olchanski N, Ciocca R. Hospital outcomes and costs after high-risk carotid endarterectomy: results from a 5-year Medicare claims analysis. *Circulation*. 2005 111:e310-e359. Podium presentation at the 6th Scientific Forum on Quality of Care and Outcomes Research in Cardiovascular Disease and Stroke, Washington, DC, May 2005.



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7. Olchanski N, Clark MA, Cohen DJ. Inpatient resource utilization and costs of procedures implanting drug-eluting stents in complex cases: the ARRIVE registry. *Circulation*. 2005 111:e310-e359. Poster presentation at the 6<sup>th</sup> Scientific Forum on Quality of Care and Outcomes Research in Cardiovascular Disease and Stroke, Washington, DC, May 2005.
8. Clark MA, Pelletier EM, Olchanski N, Ciocca R. Clinical and economic outcomes of patients undergoing carotid artery stenting (CAS) versus carotid endarterectomy (CEA) – a private payer perspective. Poster presentation at the Cardiovascular Revascularization Therapeutics conference, May 2005, Washington, DC.
9. Clark MA, Pelletier EM, Olchanski N, Ciocca R. Long-term clinical and economic outcomes of patients at high risk for carotid endarterectomy surgery – a private payer perspective. Poster presentation at the Cardiovascular Revascularization Therapeutics conference, May 2005, Washington, DC.
10. Bakhai A, Clark MA, LaVelle TA, et al. Cost-effectiveness of the TAXUS™ Paclitaxel-Eluting Coronary Stent System vs. bare stent implantation in patients without routine angiographic follow-up: the TAXUS IV trial. Podium presentation at the American Heart Association Scientific Sessions, November 2004, New Orleans, LA.
11. Cohen DJ, Mahoney E, ..., Clark MA, et al. Cost-Effectiveness of the TAXUS™ Paclitaxel-Eluting Coronary Stent System vs. bare stent implantation: the TAXUS IV trial. Poster presentation at the Cardiovascular Revascularization Therapeutics conference, May 2004, Washington, DC.
12. Hernandez J, Pelletier EM, Clark MA, et al. Post-operative treatment costs of atrial fibrillation under Medicare. Poster presentation at NASPE Heart Rhythm 2004 – 25<sup>th</sup> Annual Scientific Session, May 19-22, 2004.
13. Pelletier EM, Hernandez J, Clark MA, et al. Medicare costs and resource use associated with atrial fibrillation patients. Podium presentation at NASPE Heart Rhythm 2004 – 25<sup>th</sup> Annual Scientific Session, May 19-22, 2004.
14. Bakhai A, Clark MA, Pelletier EM, Cohen DJ. The impact of diabetes on clinical and economic outcomes of percutaneous coronary intervention in an unselected population: results from a managed care claims analysis. Poster presentation at the American Heart Association 5<sup>th</sup> Scientific Forum on Quality of Care and Outcomes Research in Cardiovascular Disease and Stroke, May 15-17, 2004, Washington, DC.
15. Clark MA, Lacey MJ, Cohen. Assessing the budget-impact of drug-eluting stent adoption in a typical US managed care plan. *American Journal of Cardiology*, Sept 2003;S6A:25L. Podium presentation at the 2003 Transcatheter Cardiovascular Therapeutics conference, Washington, DC.



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16. Clark MA, Bakhai A, Pelletier EM, Cohen DJ. The clinical and economic burden of coronary restenosis in a managed care population. *American Journal of Cardiology*, Sept 2003;S6A:25L. Podium presentation at the 2003 Transcatheter Cardiovascular Therapeutics conference, Washington, DC.
17. Lacey MJ, Clark MA, Halpern M, Cohen DJ. Estimated cost-effectiveness of the TAXUS paclitaxel-eluting coronary stent. *American Journal of Cardiology*, Sept 2003;S6A:26L. Podium presentation at the 2003 Transcatheter Cardiovascular Therapeutics conference, Washington, DC.
18. Hernandez J, Clark MA, Richner R, et al. Lessons on payment for new medical technologies: analysis of hospital billing for devices under Medicare's hospital outpatient prospective payment system. Poster presentation at Global Evidence for Local Decisions 5<sup>th</sup> International Conference on the Scientific Basis of Health Services, September 20-23, 2003, Washington, DC.
19. Clark MA. Drug-eluting stent adoption and hospital finances: modeling the impact. Poster presentation at the CathLab Digest Symposium on Cardiovascular Care, Las Vegas, NV, June 2003.
20. Clark MA, Bakhai A, Lacey MJ, Pelletier EM, Cohen DJ. The clinical and economic burden of coronary restenosis in the Medicare program. Poster presentation at the 4<sup>th</sup> Scientific Forum on Quality of Care and Outcomes Research in Cardiovascular Disease and Stroke, Washington, DC, October 13-14, 2002.
21. Bakhai A, Clark MA, Lacey MJ, Pelletier EM, Cohen DJ. The impact of diabetes on clinical and economic outcomes of PCI in the elderly: a population-based analysis. Poster presentation at the American College of Cardiology Annual Meeting, March 2003.
22. Cross DT, Tirschwell DL, Clark MA, Tuden D, Derdeyn CP, Moran CJ, Dacey RG. Mortality following subarachnoid hemorrhage varies with hospital case volume. Podium presentation at the 6<sup>th</sup> Joint Annual Meeting of the American Academy of Neurosurgery/CNS Section on Cerebrovascular Surgery and American Society for Interventional and Therapeutic Neuroradiology, Phoenix, AZ, February 16-17, 2003.
23. Cross DT, Tirschwell DL, Clark MA, Tuden D, Derdeyn CP, Moran CJ, Dacey RG. Institutional factors affecting subarachnoid hemorrhage outcomes in 18 states: the impact of case volume and training programs. Podium presentation at the Congress of Neurological Surgeons annual meeting, Denver, CO, October 2003.
24. Berman J, Justason B, Reid S, Clark MA. Economic impact of Hydro Thermablater (HTA) endometrial ablation versus hysterectomy for dysfunctional uterine bleeding (DUB). Podium presentation at the American Association of Gynecologic Laparoscopists, Las Vegas, NV, November 2003.
25. Subramanian S, Clark MA, et al. Long-term outcomes and resource use associated with myomectomy. Boston Scientific Corporation, Natick, MA, USA, May 2000 – Poster presentation at the International Society for Pharmacoeconomics and Outcomes Research annual meeting.



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### *Books and Final Reports*

1. Hsiao, WC,..., Clark(Freshour). What Are My Fees? A Physician's Guide to the Complete National Medicare Fee Schedule, McGraw -Hill, Inc., 1994.
2. Hsiao, WC,..., Clark(Freshour). What Are My Fees? A Physician's Guide to the Complete Local Medicare Fee Schedule, McGraw -Hill, Inc., 1994.
3. Hsiao, WC, ..., Clark(Freshour), et.al. A National Study of a Resource-Based Relative Value Scale for Pediatric Surgery, submitted to the American Pediatric Surgery Association, July 1992.
4. Hsiao, WC, Braun, ..., Clark(Freshour), et.al. A National Study of Resource-Based Relative Value Scales for Physician Services: Phase III Final Report, Boston, MA, Harvard University Press, August 1992.
5. Hsiao, WC, Braun, ..., Clark(Freshour), et.al. A National Study of a Resource-Based Relative Value Scale for Pathologists Services: Phase II Final Report, submitted to the College of American Pathologists, January 3, 1991.
6. Hsiao, WC, Braun, ..., Clark(Freshour), et.al. A National Study of Resource-Based Relative Value Scales for Physician Services: Phase II Final Report, Boston, MA, Harvard University Press, 1990.