



HealthPolCom Case Study

"Drug Pricing Principles" Chapter in "The Entrepreneur's Guide to a Biotech Startup"

Situation: Peter Kolchinsky, a biotech entrepreneur and portfolio manager, was working on the expanded fourth edition of his book "The Entrepreneur's Guide to a Biotech Startup." He needed an expert to write a chapter on the importance of pricing and reimbursement for the value of experimental biopharmaceutical products research-based companies.

Actions: Researched and wrote a chapter about pricing and reimbursement for new medical products – particularly biologic therapies – and how these contribute to the valuation of experimental compounds.

Outcome: The "[Drug Pricing Principles](#)" chapter was included in the fourth edition of "The Entrepreneur's Guide to a Biotech Startup," which has been widely disseminated and cited.