

SOCIETY OF ACTUARIES

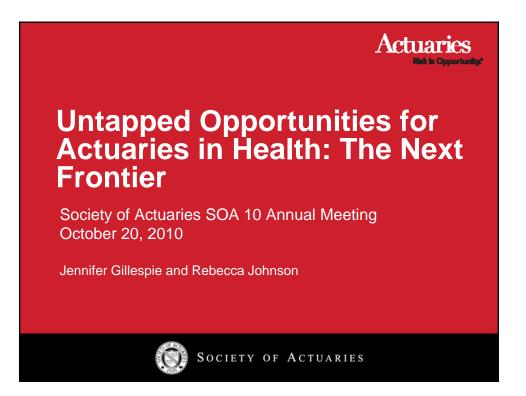
SOA 2010 Annual Meeting & Exhibit Oct. 17-20, 2010

Session 115 OF, Untapped Opportunities for Actuaries in Health: The Next Frontier

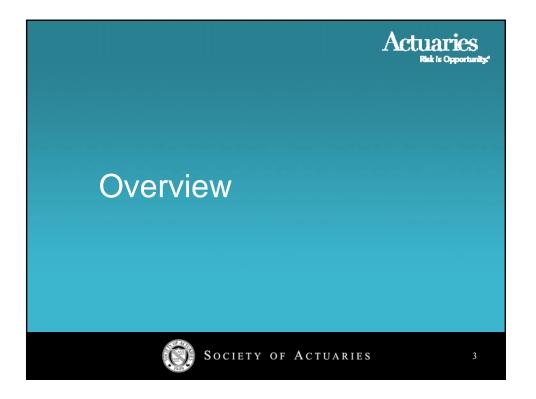
Moderator:

Sara Corrough Teppema, FSA, FCA, MAAA

Presenters: Jennifer L. Gillespie, FSA, MAAA Rebecca Louise Johnson









EY FIN	DINGS	
SEGMENT	OPPORTUNITIES	BARRIERS
Biotech Manufacturer	 Financial risk analysis (i.e., profit/loss, new product development risk analysis, etc.) 	 Smaller companies with limited budgets
		 New employees will have to hit the ground running/ little to no training
Healthcare Consulting	 More flexible projects- many skills needed Likes "logical thinkers" with strong business skills Analysis functions from other companies (especially pharma and biotech) are being outsourced to consulting companies 	 Many require previous consulting experience Need to bring in a book of business in most cases Prefer to hire health
Wellness Company	Growth industry	professionals Requires clinical knowledge
	Looking for individuals with strong analytical skills	 Headed by medical professionals

	Risk is Oppo
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OPPORTUNITIES	BARRIERS
• Analysis and modeling of large healthcare databases	Requires clinical knowledge
	 Staffed by MDs licensed in foreign countries
Have knowledge of and high respect for actuaries	MBA+ desired
Less healthcare experience required	 Use consultants to monitor government policies
Outcomes research	Need more knowledge of clinical trial design
	 Analysis and modeling of large healthcare databases Have knowledge of and high respect for actuaries Less healthcare experience required

EY FIND	DINGS	
SEGMENT	OPPORTUNITIES	BARRIERS
Pharmaceutical Manufacturer	Clinical studies	 Clinical staff looking for PhD in Statistics
	 Financial risk analysis (i.e., profit/loss, new product development risk analysis, etc.) 	 Knowledge of study design needed
Health IT	Less healthcare experience required	 May not be willing to pay high
	Familiarity with actuaries	salary
	Growth industry	 SQL database language needed
Pharmacy Benefit Managers	Familiarity with actuaries	Must be SQL trained
	Growth industry	Clinical (i.e., nursing,
	Training usually offered	medical, pharmacy, etc.) background preferred

