

Giuditta Callea

Government, Health and Not for Profit

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Curriculum Vitae

Callea Giuditta is Associate Professor of Practice of Government, Health and Not For Profit at SDA Bocconi School of Management.

Her collaboration with SDA Bocconi began in 2012. She coordinated important national and international research projects. Her projects have been funded by external sources, both public and private. She was also part of the research team for other projects. She coordinated several training activities for important companies operating in the medical devices industry and has been teaching in numerous executive courses.

Her research activities focus on economic evaluation and *Health Technology Assessment* of medical devices, incentives of Prospective Payment Systems, funding and reimbursement of medical technologies, patient classification systems, procurement of medical technologies, determinants of adoption and diffusion of new medical technologies, and traceability of new medical technologies in administrative databases. She has always dealt with systems of governance for new technologies introduction. More recently, she has been carrying out and is still involved in researches on the impact of centralized procurement of medical goods and services, whose results have been published at the international and national level.

Author of several papers on leading international and national journals such as *Social Science and Medicine*, *Health Economics*, *Economic Modelling*, *Empirical Economics*, *Journal of Medical Marketing*, *Journal of Comparative Effectiveness Research*, *EuroIntervention*, *Hepato-Pancreato Biliary*, *Mecosan*. Her article "The effects of upcoding, cream skimming and readmissions on the efficiency of Italian hospitals: a Population-based Investigation" (coauth. P. Berta, G. Vittadini, G. Martini) was awarded the Fabio Gobbo Best Paper Award from the Italian Society of Industrial Economics and Politics. She is the

coordinator of the Cergas-SDA Bocconi Observatory on Public Procurement Management in Health Care. She Topic Editor of the journal *Clinical Therapeutics*, area *Pharmacoeconomics, Outcomes, and Health Policy*.

Giuditta earned a Degree in Management Engineering from the University of Brescia and a Ph.D. in Economics and Technology Management from the University of Bergamo.

Research Interests

- Economic evaluation and Health Technology Assessment
- Determinants of adoption and diffusion of medical technology innovations
- Impact of the introduction of Prospective Payment System in National Health Care Systems
- Hospitals' responses to Government intervention
- Policy impact evaluation
- Use of administrative databases

Publications

Books

- (with TARRICONE, R., CIANI, O., AMATUCCI, F., ARMENI, P., BORSOI, L., COSTA, F., FEDERICI, C., TORBICA, A. and MARLETTA, M.) Programma Nazionale di HTA per dispositivi medici: prove tecniche di implementazione. In *L'aziendalizzazione della sanità in Italia: Rapporto OASI 2017*, Milano, EGEA.
- (with CUSUMANO, N., AMATUCCI, F., BRUSONI, M., LONGO, F. and VECCHI, V.) La centralizzazione degli acquisti nel SSN: il framework dell'Osservatorio sul Management degli Acquisti in Sanità (MASAN) di analisi dei modelli organizzativi e delle loro performance. In *L'aziendalizzazione della sanità in Italia: Rapporto OASI 2017*, Milano, EGEA.
- (with MARSILIO, M. and AMATUCCI, F.) La gestione centralizzata degli acquisti in sanità per la razionalizzazione e riqualificazione della spesa. In *L'aziendalizzazione della sanità in Italia: Rapporto OASI 2016*, Milano, EGEA.
- (with ARMENI P. and TARRICONE R.) L'adozione dell'innovazione tecnologica da parte degli ospedali italiani: un'analisi dei fattori endogeni in E. Cantù (a cura di). *L'aziendalizzazione della sanità in Italia: Rapporto OASI 2014*, Milano, EGEA.
- (with BOSCOLO, P.R., CANOBBIO, M. e CIANI, O.) La dimensione del settore dei dispositivi medici in R. Tarricone (a cura di). *Politiche per la salute e scelte aziendali. Impatto sull'innovazione e diffusione delle tecnologie mediche*, EGEA, 2012
- (with G.MARTINI), La struttura produttiva, in Dossena, D. and S. Paleari, *Il futuro del territorio 2008. Scenari socio-economici della realtà bergamasca*, Bergamo University Press, 2009
- (with DE NEGRI, A., FAVERO, L. e U. MONTAGUTI), Benchmarking e bilanciamento qualità-costi. Un'esperienza nazionale relativa alle aziende ospedaliere universitarie, in Barretta, A. and E. Vagnoni, *Il Benchmarking in ambito sanitario: Esperienze a confronto*, Edizioni CEDAM, Padova, 2005

Articles

- Borsoi L., Callea G., Marsilio M., Amatucci F., Tarricone, R., *Centralized Procurement of Medical Devices In Italy: A Methodology Towards Standardized Tender Dossier*, *Value in Health*, 2017, vol. 20(0), pp.A594, DOI: <http://dx.doi.org/10.1016/j.jval.2017.08.1110>.
- Callea G., Merzaglia M., Tarricone R., *Cost-effectiveness of reperfusion strategies for ST-elevation myocardial Infarction. Real-world data from the Stent For Life Initiative in Italy*, *Value in Health*, 2017, vol. 20(0), pp.A592, DOI: <http://dx.doi.org/10.1016/j.jval.2017.08.1110>.
- Callea G., Gautier, L., Armeni, P., Tarricone, R., *The determinants of adoption and diffusion of innovative non-pharmaceutical technologies across life cycle: a systematic review of quantitative studies*, *Value in Health*, 2017, vol. 20(5), pp.A251-252, DOI: <http://dx.doi.org/10.1016/j.jval.2017.05.005>.
- Callea G., Cavallo, M.C., Tarricone, R., *Assessment of new medical devices with administrative databases: the need for traceability*, *Value in Health*, 2017, vol. 20(5), pp.A251, DOI: <http://dx.doi.org/10.1016/j.jval.2017.05.005>.
- Callea G., Cavallo M.C., Tarricone R., Torbica A., *Learning Effect and Diffusion of Innovative Medical Devices: The Case of Transcatheter Aortic Valve Implantation in Italy*, *Journal of Comparative Effectiveness Research*, 2017 Jan 01, DOI: 10.2217/cer-2016-0083.
- Tarricone R., Callea G., Rupel V. and Ogorevz M., *Improving the methods for the economic evaluation of medical devices*, *Health Economics*, 2017, vol. 26(Suppl. 1): pp.70-92.
- Callea G., Armeni P., Marsilio M., Jommi C. and Tarricone R., *The impact of HTA and procurement practices on the selection and prices of medical devices*, *Social Science and Medicine*, 2017, vol. 174, pp.89-95.

- Balzano G., Capretti G., Callea G., Cantù E., Carle F., and Pezzilli R., Overuse of surgery in patients with pancreatic cancer: a nationwide analysis in Italy, *HPB*, 2016, vol. 18(5), pp.470-478.
- Callea G., Cavallo M.C., Tarricone R., Beccagutti G., Busca R., and Corbo M., Il governo dell'innovazione tecnologica in sanità. Il caso dell'impianto di valvola aortica transcateretere: stato dell'arte delle indicazioni e della rimborsabilità nelle regioni italiane, *Mecosan*, 2015, vol. 95, pp.137-160.
- Sorenson C., Drummond M., Torbica A., Callea G., and Mateus C., The Role of Hospital Payments in the Adoption of New Medical Technologies: An International Survey of Current Practice, *Health Economics, Policy and Law*, 2015 Apr;10(2):133-59.
- Callea G., Torbica A., and Tarricone R., Impatto del sistema di finanziamento a DRG sull'innovazione tecnologica in sanità. Il caso italiano, *Mecosan*, 2014, vol 89, pp.31-48.
- G.Callea, R. Muhica-Mota and R. Tarricone, The economic impact of a medical device company's location in Italy, *Journal of Medical Marketing*, 2012, vol 13 (1), pp. 24-36
- G. Callea, R. Tarricone and A. Medina Lara, Economic evidence of interventions for acute myocardial infarction: a literature review, *EuroIntervention*, 2012, vol. 8, pp. 71-76
- G. Vittadini, P. Berta, G. Martini and G.Callea, The effect of a law limiting upcoding on hospital admissions: evidence from Italy, *Empirical Economics*, 2012, vol.42, pp. 563-582
- P. Berta, G. Callea, G. Martini and G. Vittadini, The Effects of Upcoding, Cream Skimming and Readmissions on the Italian Hospitals Efficiency: a Population-based Investigation, *Economic Modelling*, 2010, vol.27, pp. 812-821

International Conference Papers

- Callea G., Borsoi L., Tarricone R., Determinants and pathways of rehabilitation after surgical aortic valve replacement: a population-based, retrospective study with administrative data, *ISPOR 2018*, Baltimore (US), finalist of ISPOR Best Poster Award
- Callea G., Borsoi L., Tarricone R., Determinants and pathways of rehabilitation after surgical aortic valve replacement: a population-based, retrospective study with administrative data, *EuroPCR 2018*, Paris (France)
- Borsoi L., Callea G., Marsilio M., Amatucci F., Tarricone, R., Centralized Procurement of Medical Devices In Italy: A Methodology Towards Standardized Tender Dossier, *ISPOR 2017*, Glasgow (Scotland) (poster)
- Callea G., De Luca L., Tarricone R., Meregaglia M., Nicosia A., Guagliumi G., Cost-effectiveness of reperfusion strategies for ST-elevation myocardial Infarction. Real-world data from the Stent For Life (SFL) Initiative in Italy, July 2017, *International Health Economics Association (iHEA) World Congress on Health Economics*, Boston, Massachusetts (USA)
- Callea G., Cavallo, M.C., Tarricone, R., Assessment of new medical devices with administrative databases: the need for traceability, *HTAi 2017*, Rome (Italy) (poster)
- Callea G., Gautier L., Armeni P., Tarricone R., The determinants of adoption and diffusion of innovative non-pharmaceutical technologies across life cycle: a systematic review of quantitative studies, *ISPOR 2017*, *HTAi 2017*, Rome (Italy)
- Callea G., Cavallo M.C., Tarricone R., Assessment of new medical devices with administrative databases: the need for traceability, *ISPOR 2017*, Boston, Massachusetts (USA) (poster)
- Callea G., Gautier L., Armeni P., Tarricone R., The determinants of adoption and diffusion of innovative non-pharmaceutical technologies across life cycle: a systematic review of quantitative studies, *ISPOR 2017*, Boston, Massachusetts (USA) (poster)
- Callea G., Cavallo M.C., Tarricone R., Assessment of new medical devices with administrative databases: the need for traceability, *London School of Economics International Health Policy Conference 2017*, London (UK) (poster)
- Callea G., De Luca L., Tarricone R., Meregaglia M., Nicosia A. and Guagliumi G., Cost-effectiveness of reperfusion strategies for ST-elevation myocardial Infarction. Real-world data from the Stent For Life (SFL) Initiative in Italy, *EuroPCR 2016*, Paris (France)
- Callea G., Cavallo M.C., Tarricone R., Torbica A., Piazza N., Maisano F., Reimbursement policies, hospital features and innovation in healthcare. The case of transcatheter aortic valve implantation in Italy, September 2014, *ESC 2014*, Barcelona (Spain)
- Callea G., Armeni P., Tarricone R., Cavazza M., Jommi C., The determinants of uptake and diffusion of innovative health technologies. An empirical analysis, July 2014, *iHEA & ECHE Joint Congress*, 10th World Congress in Health Economics, Dublin (Ireland)
- Callea G., Cavallo M.C., Tarricone R., Torbica A., Piazza N., Maisano F., Reimbursement policies, hospital features and innovation in healthcare. The case of transcatheter aortic valve implantation in Italy, June 2014, 11th Annual Meeting *HTAi*, Washington DC (US)
- Callea G., Cavallo M.C., Tarricone R., Torbica A., Piazza N., Maisano F., Reimbursement policies, hospital features and innovation in healthcare. The case of transcatheter aortic valve implantation in Italy, May 2014, *EuroPCR 2014*, Paris (France)
- Callea, G., Petrarca, G. and R. Tarricone, Technological innovation and coding practices: State of the art in Italy, September 2013, *XIX PCSI Conference*, Helsinki (Finland)
- Armeni, P., Boscolo, P.R., Callea, G., Cavazza, M., Ciani, O., Jommi, C., Marsilio, M., Tarricone, R. and A. Torbica, Do HTA practices and procurement policies impact expenditures for medical devices?, June 2013, *EHMA Annual Conference*, Milan (Italy)
- Boscolo, P.R., Callea, G., Marsilio, M. and R. Tarricone, Business and government relations in healthcare sector: the case of medical devices companies collaboration with health care organizations to appropriately manage medical technologies, June 2013, *EHMA Annual Conference*, Milan (Italy)
- Mateus C., Sorenson C., Drummond M., Torbica A. and Callea G., Using hospital payments to encourage the cost-effectiveness use of health technology, October 2012, *PCSI 28th conference*, Avignon (France)
- Drummond M., Sorenson C., Torbica A., Callea G. and Mateus C., Using hospital payments to encourage the cost-effectiveness use of health technology, July 2012, *ECHE 9th Annual International Meeting*, Zurich (Switzerland)
- Sorenson C., Drummond M., Torbica A., Callea G. and Mateus C., Using hospital payments to encourage the cost-

effectiveness use of health technology, June 2012, ISPOR 17th Annual International Meeting, Washington DC (US)

- G. Callea, Funding challenges: How to finance expensive technologies in the context of limited resources, December 2011, EHRA Policy Conference, Athens (Greece)
- Callea, G. and R. Tarricone, Economic plan for the Stent For Life Initiative, June 2011, Treatment of Acute Myocardial Infarction in Europe Meeting, London (UK)
- Berta, P., Callea, G., Martini, G. and G. Vittadini, Hospitals' responses to a policy limiting upcoding: evidence from Italy, July 2010, Health Econometrics Workshop 2nd edition, Rome (Italy)
- Berta, P., Callea, G., Martini, G. and G. Vittadini, The effects of upcoding, cream skimming and readmissions on the efficiency of Italian hospitals: a population-based investigation, July 2009, International Health Economics Association (iHEA) 7th World Congress on Health Economics, Beijing (China)
- Berta, P., Callea, G., Martini, G. and G. Vittadini, The effects of upcoding, cream skimming and readmissions on the efficiency of Italian hospitals: a population-based investigation, January 2009, SSPH+ PhD seminar on health economics and policy, Crans-Montana (Switzerland) – Invited speaker
- Berta, P., Callea, G., Martini, G. and G. Vittadini, The impact of Upcoding, Cream Skimming and Readmissions on hospitals' efficiency: the case of Lombardy, December 2008, International Health Econometrics Workshop, Milan (Italy)
- Berta, P., Callea, G., Martini, G. and G. Vittadini, The efficiency analysis: the impact of upcoding, cream skimming and other DRG distortions on hospitals' efficiency, September 2008, Joint Meeting on Health Evaluation, Milan (Italy)
- Callea, G., Changes in hospital efficiency following the Lombard health care reform: an application of the Malmquist TFP index, July 2008, 18th International Federation of Operational Research Societies (IFORS) Conference, Sandton (South Africa) – Invited Chair
- Callea, G., Martini, G., and R. Redondi, An empirical investigation of the efficiency of Italian hospitals. A Simar Wilson methodology analysis, June 2008, Summer School in Advanced Quantitative Methods, Pisa (Italy)

Italian Conference Papers

- Callea G., Cavallo M.C., Tarricone, R., Assessment of new medical devices with administrative databases: the need for traceability, 22a Conferenza Associazione Italiana Economia Sanitaria (AIES), Pavia.
- Callea G., Armeni P., Marsilio M., Jommi C. and Tarricone R., The impact of HTA and procurement practices on the selection and prices of medical devices, November 2016, 21a Conferenza Associazione Italiana Economia Sanitaria (AIES), Bologna.
- Borsoi L., Callea G., Amatucci F., Marsilio M., Tarricone R., Analisi comparativa della documentazione relativa alle gare di appalto per la fornitura di dispositivi medici, November 2016, 21a Conferenza Associazione Italiana Economia Sanitaria (AIES), Bologna.
- Tarricone R., Callea G., Rupel V., Ogorevz M., Economic evaluation of medical devices, October 2015, 20a Conferenza Associazione Italiana Economia Sanitaria (AIES), Alghero.
- Callea G., La sostenibilità dell'innovazione tecnologica in ambito sanitario, Clinical Interventional Forum GISE-TOLOVE, October 2015, Mestre – invited speaker.
- Callea G., Le sfide della valutazione economica ed HTA dei dispositivi medici impiantabili, May 2015, XV Convegno Nazionale AIIC, Cagliari – invited speaker.
- Callea G., Armeni P., Tarricone R., Cavazza M., Jommi C., The determinants of uptake and diffusion of innovative health technologies. An empirical analysis, October 2014, 19a Conferenza Associazione Italiana Economia Sanitaria (AIES), Venezia
- Callea, G., Impatto del sistema di finanziamento a DRG sull'innovazione tecnologica in sanità. Evidenze e proposte emerse dal caso italiano, December 2013, IV Conferenza Nazionale sui Dispositivi Medici, Roma
- Callea, G., Gautier, L., Armeni, P. and R. Tarricone, The determinants of uptake and diffusion of innovative health technologies. A systematic literature review, November 2013, 18a Conferenza Associazione Italiana Economia Sanitaria (AIES), Trento
- Callea, G., Petrarca, G. And R. Tarricone, Technological innovation and coding practices: State of the art in Italy, November 2013, 18a Conferenza Associazione Italiana Economia Sanitaria (AIES), Trento
- Callea, G. and A. Torbica, The impact of hospital reimbursement system on the adoption of technological innovation, September 2012, 17a Conferenza Associazione Italiana Economia Sanitaria (AIES), Roma
- Callea, G. and R. Tarricone, Primary-PCI: improves outcome and reduces costs. SFL economical plan and detailed actions, October 2011, 32nd National Congress of Italian Society of Invasive Cardiology, Genova
- Callea, G., Ghislandi, S. and A. Torbica, Cost containment policies and patients' mobility in a decentralised system, September 2011, 16a Conferenza Associazione Italiana Economia Sanitaria (AIES), Napoli
- Callea, G., Mujica Mota, R. and R. Tarricone, The multiplier effect of a medical device company's location in Italy, September 2011, 16a Conferenza Associazione Italiana Economia Sanitaria (AIES), Napoli
- Callea, G. and R. Tarricone, Il programma costo-efficacia in Sicilia, July 2011, La rete per l'infarto miocardico acuto in Sicilia: start-up meeting, Palermo
- Callea, G. and R. Tarricone, Analisi costo-efficacia del trattamento dello STEMI, April 2011, Stent For Life Kick-off Meeting, Rome
- Berta, P., Callea, G., Martini, G. and G. Vittadini, Hospitals' responses to a variation in upcoding incentives: evidence from Italy, September 2010, 15a Conferenza Associazione Italiana Economia Sanitaria (AIES), Moncalieri (Torino)
- Callea, G., Martini, G. and R. Redondi, Competition and ownership effects on the hospitals' efficiency. A Simar e Wilson methodology analysis, October 2009, XX Riunione Scientifica Associazione italiana di Ingegneria Gestionale (AiIG), Udine
- Berta, P., Callea, G., Martini, G. and G. Vittadini, The Effects of Upcoding, Cream Skimming and Readmissions on the Efficiency of Italian hospitals: a Population-based Investigation, October 2009, 14a Conferenza Associazione Italiana Economia Sanitaria (AIES), Bergamo
- Berta, P., Callea, G., Martini, G. and G. Vittadini, The effects of upcoding, cream skimming and readmissions on the efficiency of Italian hospitals: a Population-based Investigation, May 2009, VI Seminario Dottorale della Società Italiana di

Economia e Politica Industriale, Moncalieri (Torino), Best Paper Award Fabio Gobbo

- Callea, G., Martini, G. and R. Redondi, Competition and ownership effects on the hospitals' efficiency. A Simar e Wilson methodology analysis, October 2008, 13a Conferenza Associazione Italiana Economia Sanitaria (AIES), Matera
- Berta, P. and G. Callea, How do hospitals respond to Government intervention? Evidence from the Cardiac Surgery and Interventional Cardiology sector, October 2008, 13a Conferenza Associazione Italiana Economia Sanitaria (AIES), Matera
- Callea, G. and G. Martini, Analisi dell'efficienza ospedaliera con la Data Envelopment Analysis. Un'applicazione relativa agli ospedali della Regione Lombardia, October 2007, 12a Conferenza Associazione Italiana Economia Sanitaria (AIES), Firenze