

Future of infertility in the US

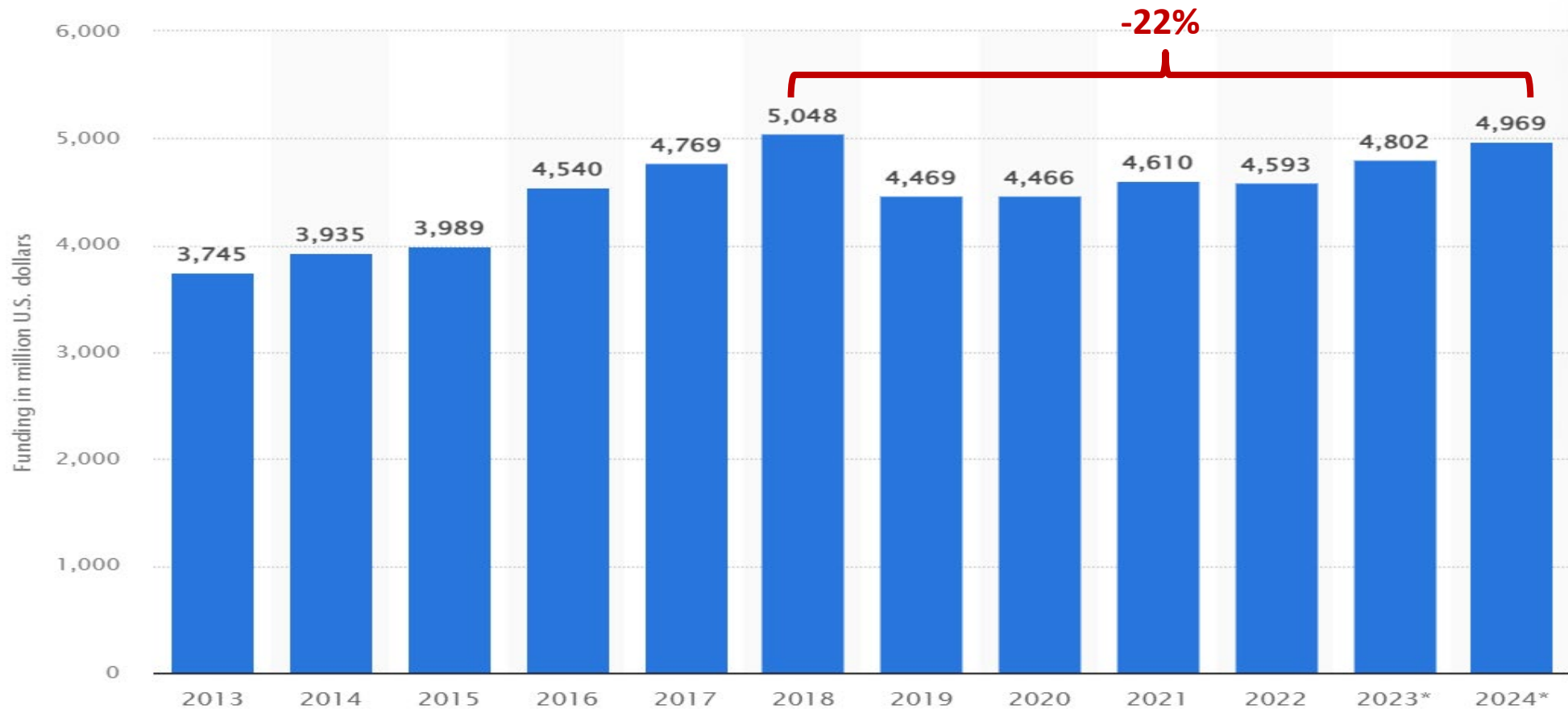
Jared C. Robins, MD, MBA
Chief Executive Officer, ASRM
Professor, Ob/Gyn, REI

Nothing to Disclose

Objectives

1. Characterize trends in workforce changes and characterize the potential impacts of these trends on patient care.
2. To identify avenues of innovation and describe ways for clinicians to be impactful.
3. To describe the impact of consolidation on health care and discuss the importance of clinician autonomy.

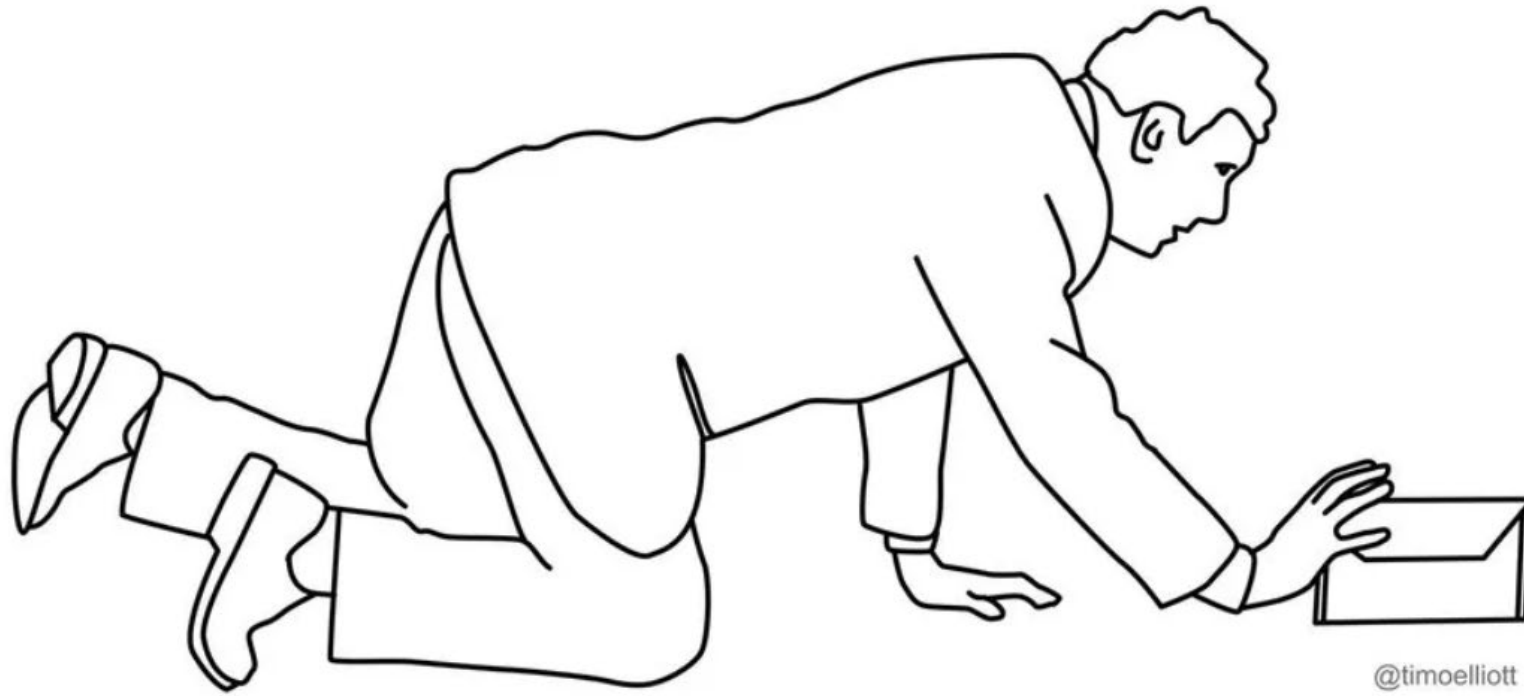
NIH funding for women's health



[Additional Information](#)

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[Show source](#)



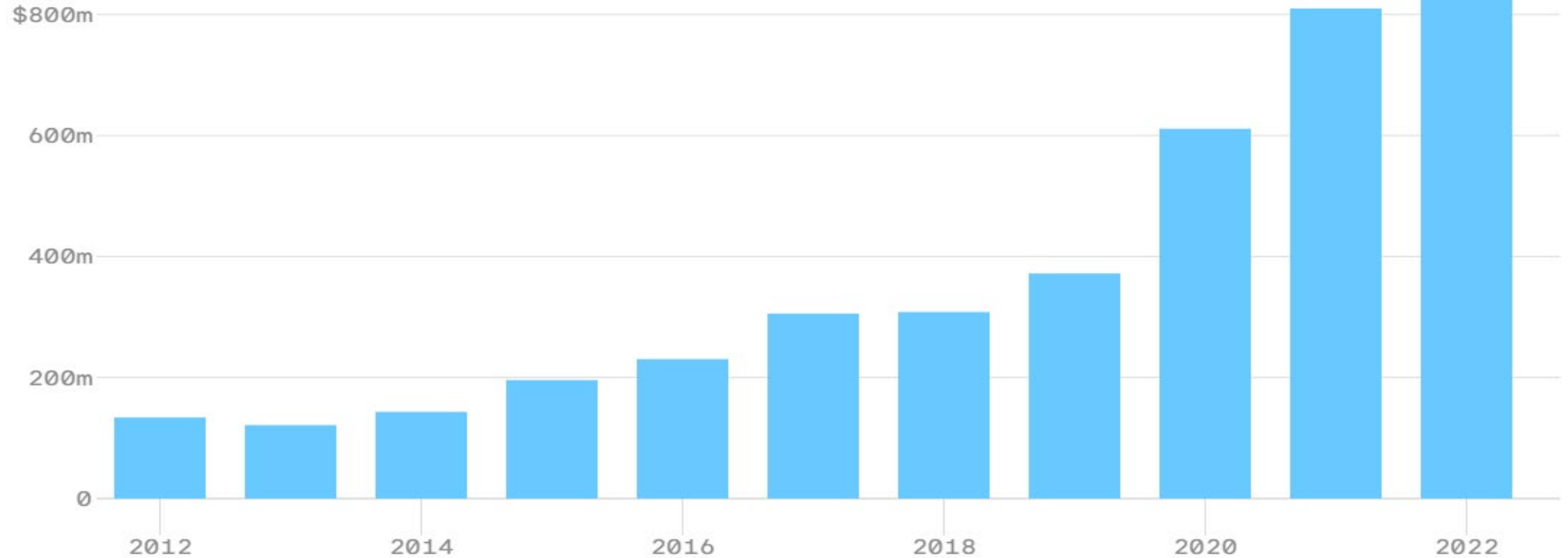
@timoelliott

For the final innovation exercise, the instructor asked everybody to practice pushing the envelope.

Private Equity vs. Venture Capital

	Private Equity	Venture Capital
Types of Business	Mature	Startup
Function	<ul style="list-style-type: none">• Streamline processes• Improve efficiencies	<ul style="list-style-type: none">• Provide capital• Advise on business principals
Ownership	Controlling	Noncontrolling interest in many companies
Investment	> \$100M	< \$10M

Annual Fertility Tech VC Funding



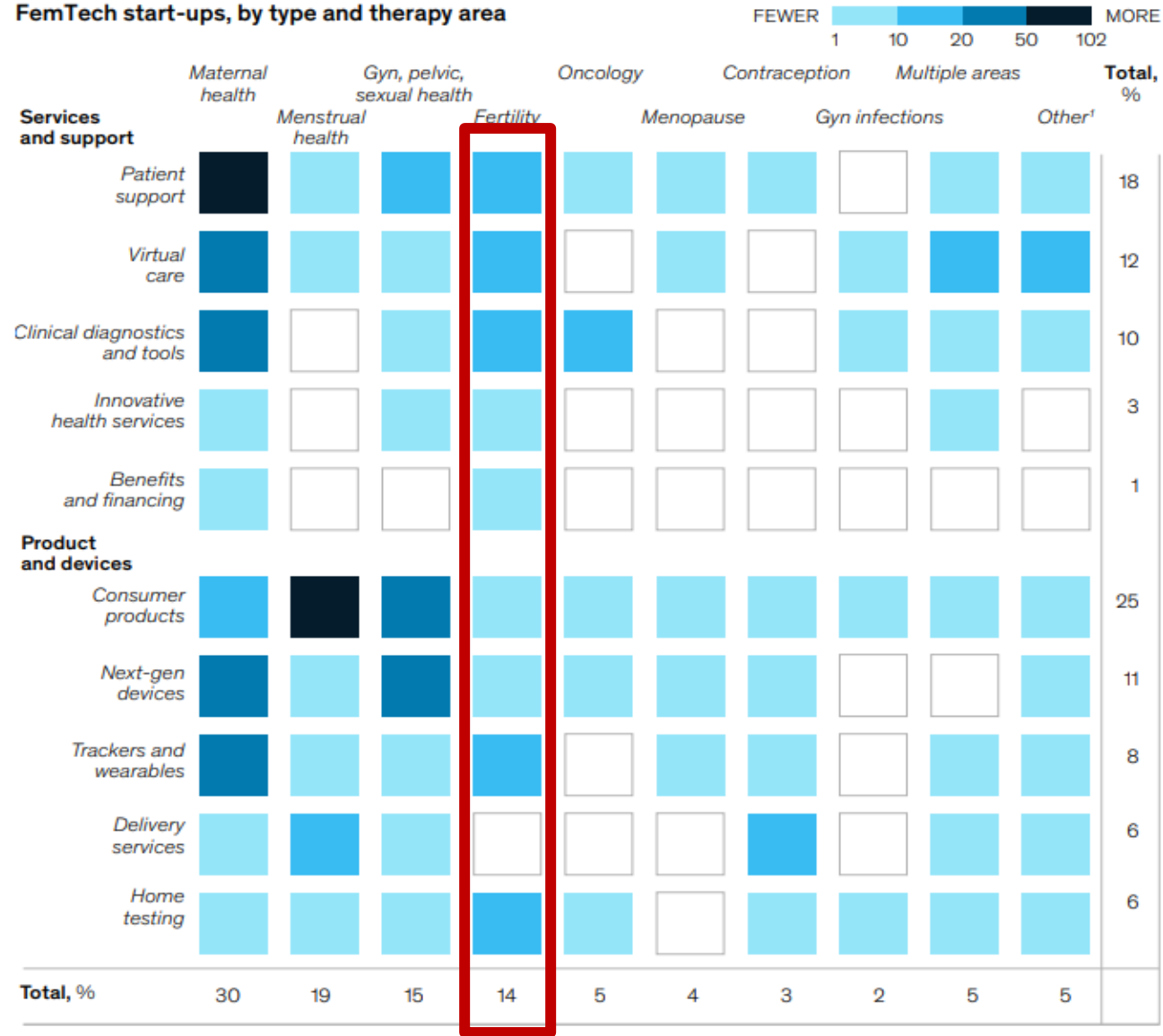
Data source: Data: PitchBook; Chart: Axios Visuals



FemTech start-ups are proliferating, but meaningful white space remains.



FemTech start-ups, by type and therapy area



¹Includes but is not limited to behavioral health, cardiovascular health, dermatology, LGBTQ care, safety, and overall wellness.
Source: McKinsey analysis of start-ups identified through Pitchbook (accessed July 2021) and press search

A quick look at 9 of the best at-home fertility tests in 2023:

- **Best comprehensive fertility test:** [\[Redacted\]](#) | *Skip to Review*
- **Best subscription fertility test:** [\[Redacted\]](#) *Review*
- **Best fertility test with app:** [\[Redacted\]](#)
- **Best fertility test for fast results:** [\[Redacted\]](#)
- **Best sperm storage fertility test:** [\[Redacted\]](#)
- **Best wearable fertility test:** [\[Redacted\]](#)
- **For semen analysis fertility test:** [\[Redacted\]](#)
- **Best fertility test for females:** [\[Redacted\]](#) *Review*
- **For fertility test for males:** [\[Redacted\]](#)



SAVE 25% Use code HEALTHLINE25 at cart



Health Tests ▾

Pharmacy ▾

For Business ▾



SIGN IN

ACTIVATE KIT

Help



Progesterone Test

\$99

BIOMARKERS

✓ Progesterone Hormone

At home Progesterone test to confirm if ovulation has occurred on day 21 of a menstrual cycle with online results in 5 days.

In Stock • Free Shipping

Add to cart

[Learn more](#)

Female Hormone Test

\$139

BIOMARKERS

- ✓ Follicle Stimulating Hormone
- ✓ Luteinizing Hormone
- ✓ Prolactin
- ✓ Estradiol

At home female hormone test to provide a broad picture of a woman's hormonal health, with online results in 5 days.

In Stock • Free Shipping

Add to cart

[Learn more](#)

Ovarian Reserve Test

\$139

BIOMARKERS

✓ Anti-Mullerian Hormone

At home AMH test to indicate the number of eggs a woman has left, with online results in 5 days.

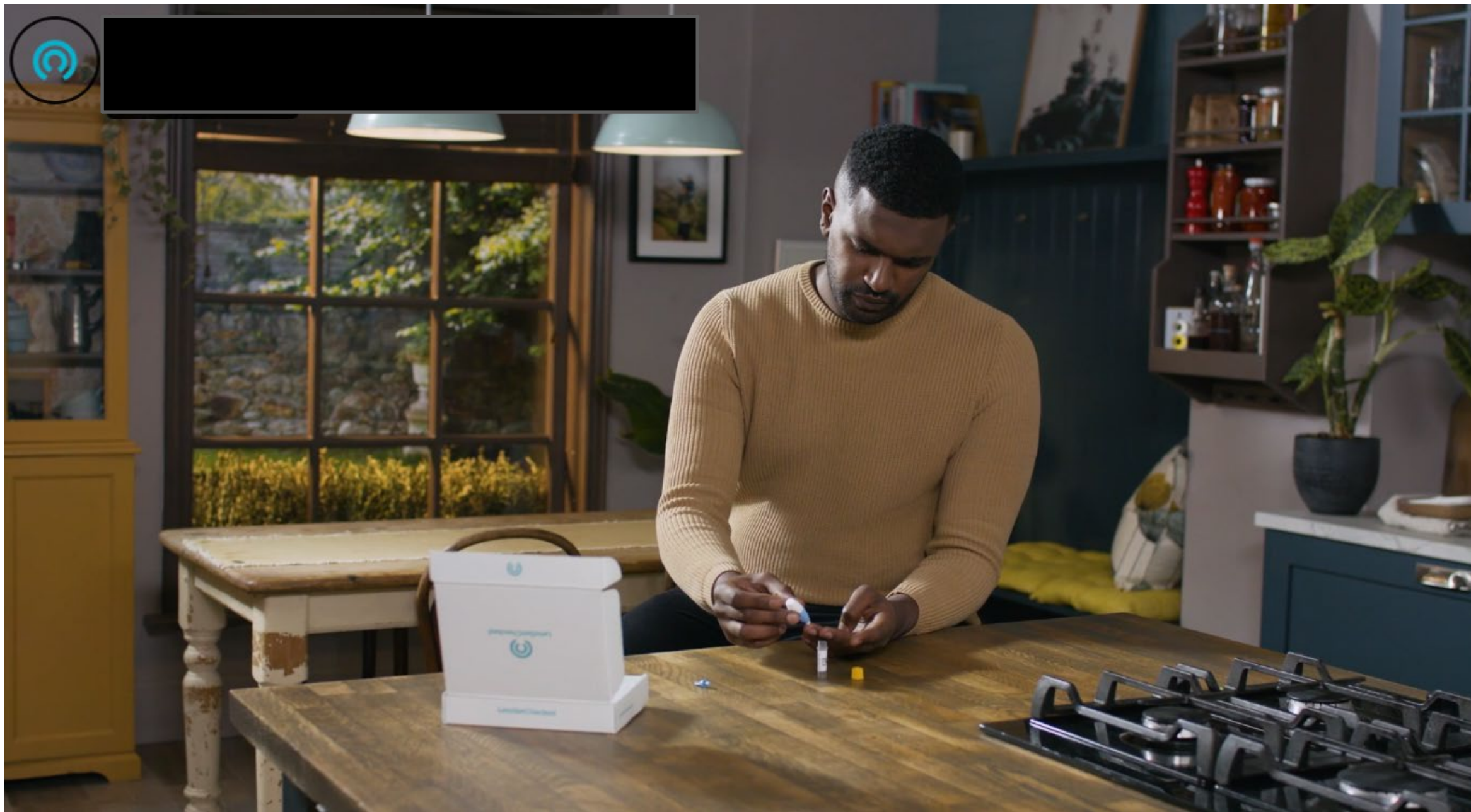
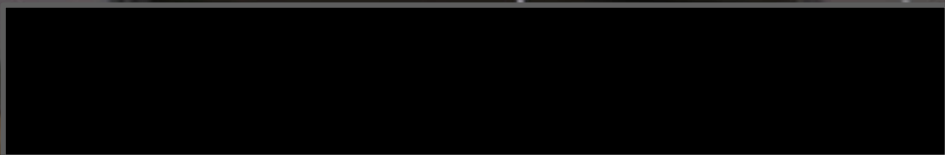
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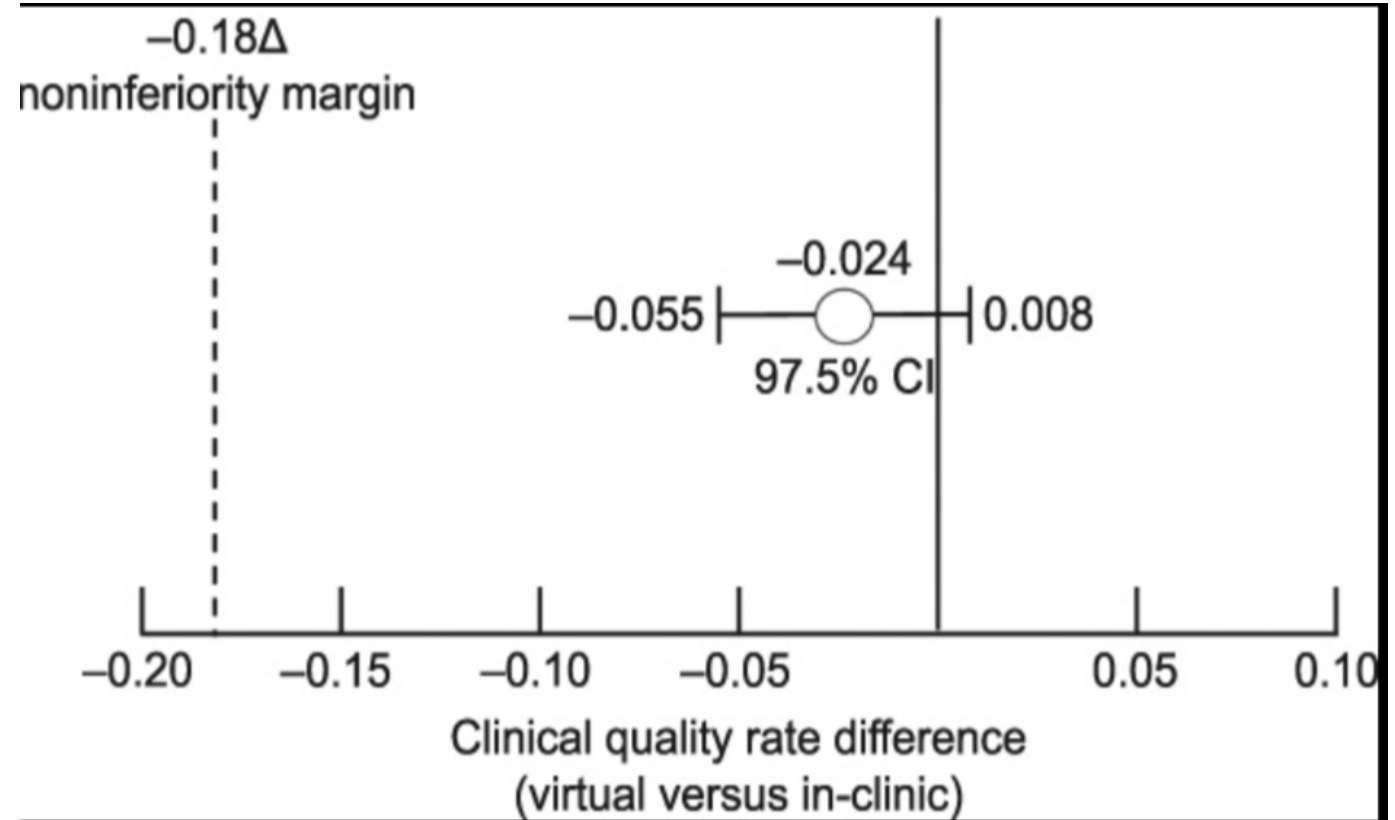
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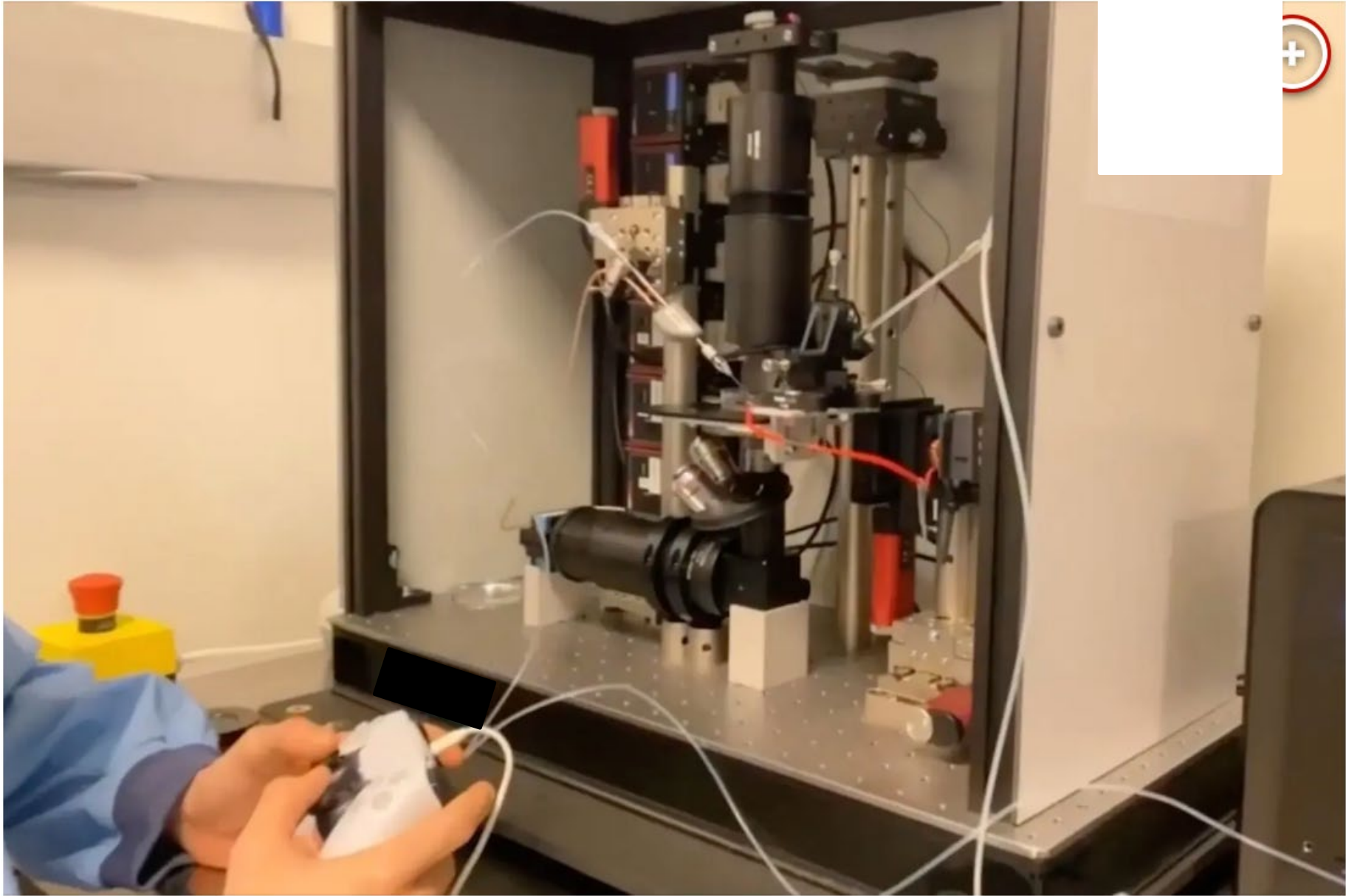
At home US





WRITER & ARTIST
SCOTT NICKEL

MAD
MADMAG.COM



ASRM to Support Innovation



- **ASRM RESEARCH INSTITUTE**
- **ASRM-SSR collaboration**
- **Supporting fellowship education**
- **ASRM to support startups**
 - Opportunities at annual meeting
 - Innovation summit
- **ASRM incubator (??)**



Research Institute

\$1,009,314



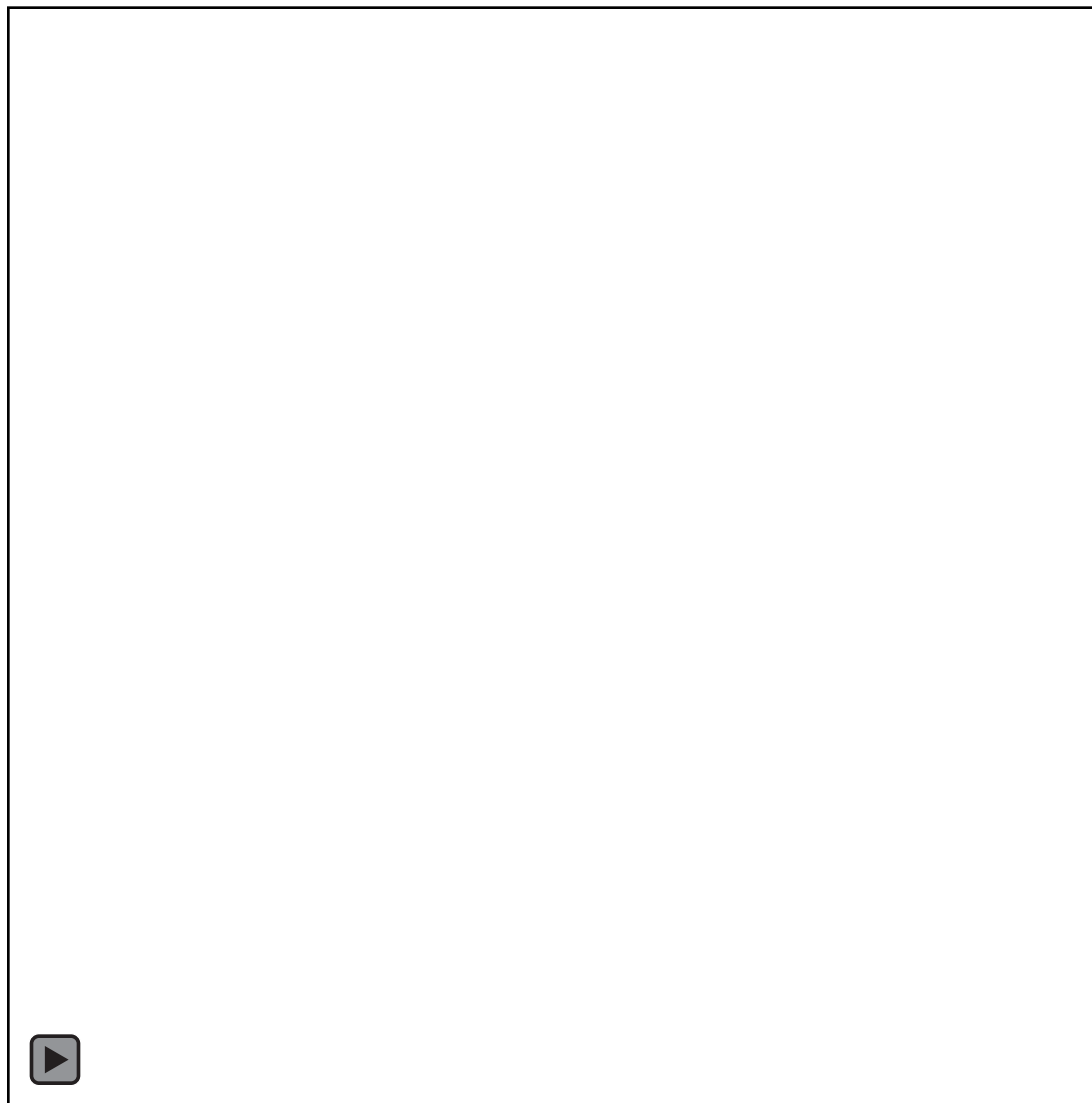


SPARK

Scientists and Physicians

Advancing Reproductive Knowledge



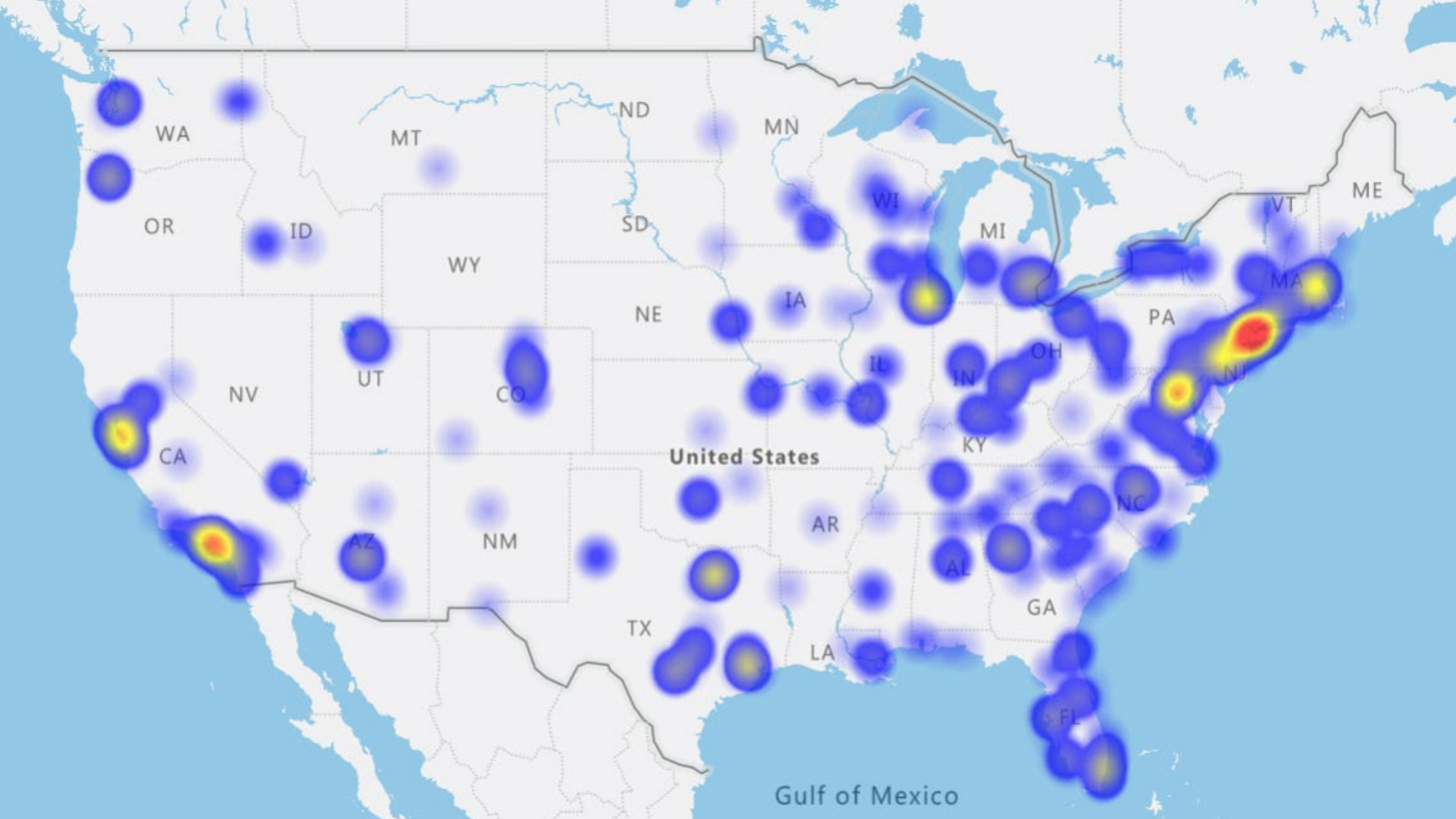


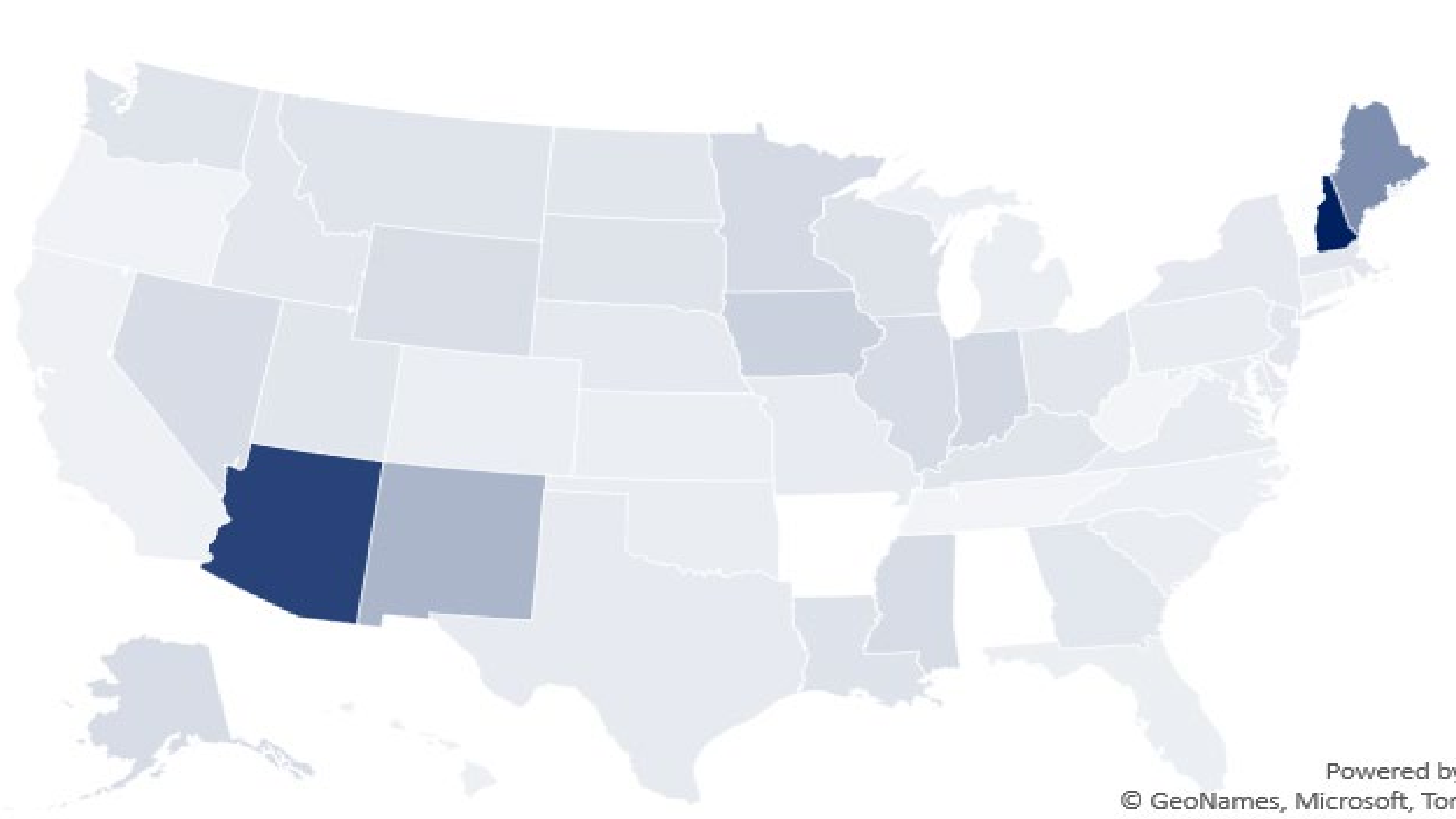


"MAYBE I SHOULDN'T ASK WHERE YOU SEE YOURSELF IN FIVE YEARS."

Increase REI training

- **Universal curriculum**
 - Clinical training
 - Research training
 - Entrepreneurship
- **Partnership program**
- **CME**
- **Mentorship**
- **Financial support (?)**





Why do have a wait?



Embryologist jobs

Sort by: **relevance** - date

142 jobs ?

Traveling Embryologist - Live Anywhere in the US

Ovation Fertility

United States

Pay information not provided

Full-time

Monday to Friday +1

➤ Easily apply

We are growing and searching for experienced Embryologists excited by traveling to a variety of locations to provide coverage in our service markets. You may...

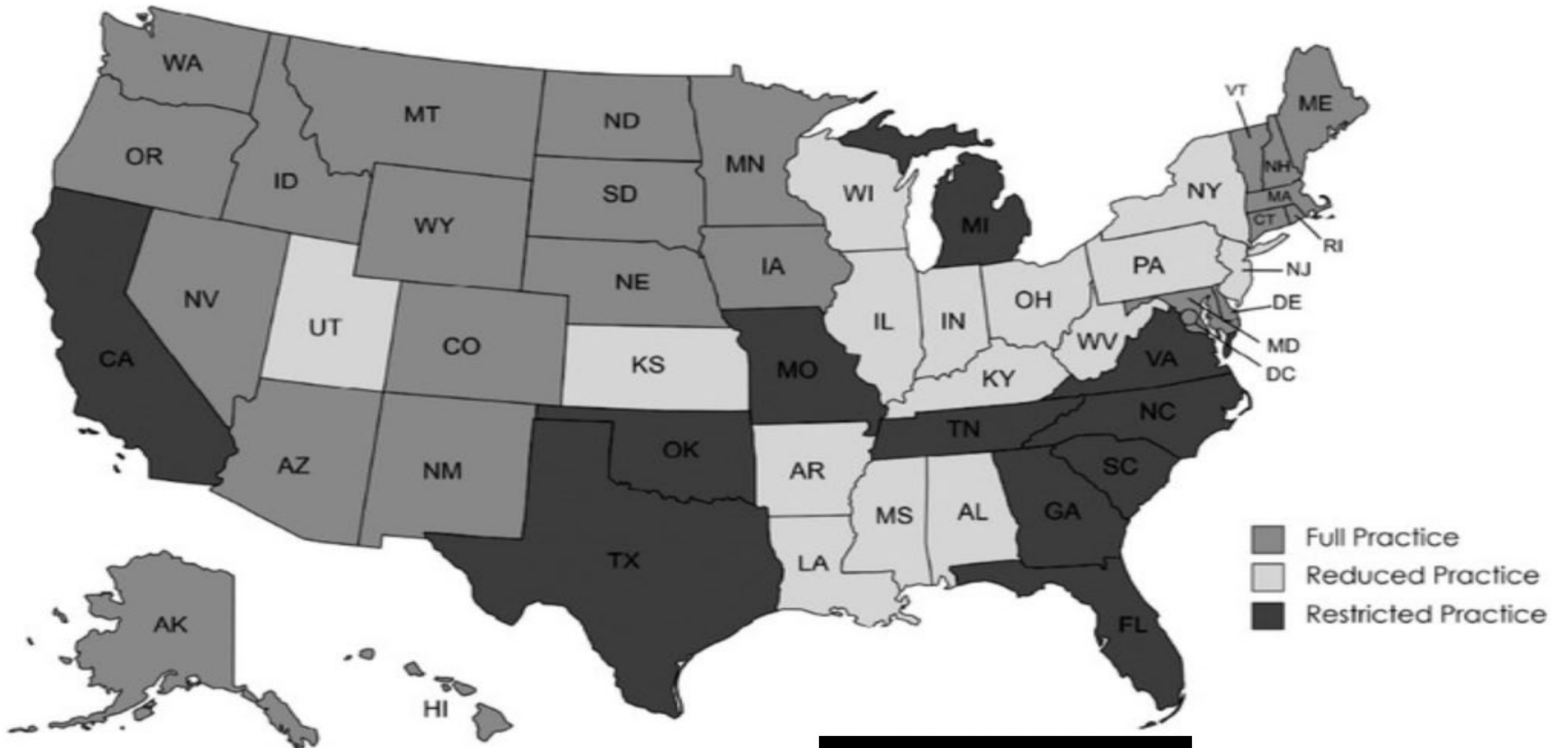
Active 15 days ago

Embryologist

Stony Brook Administrative Services

Commack, NY

APP practice patterns



Physician-APP Summit

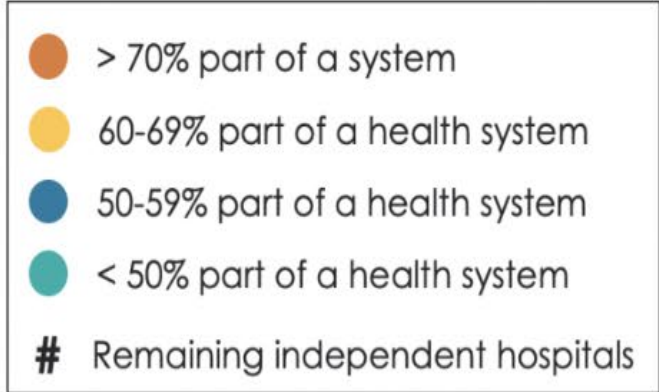
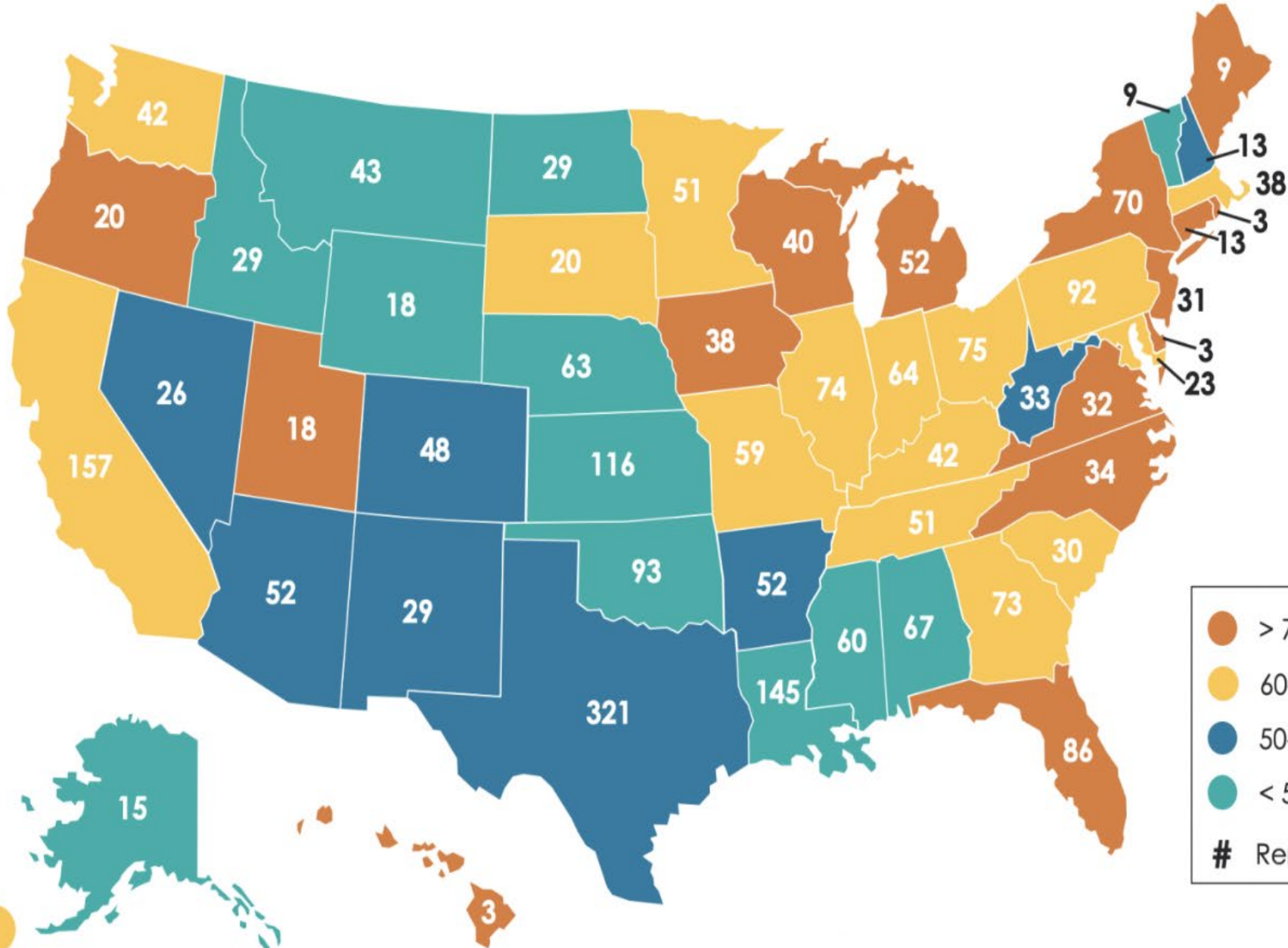
- **Goal: Develop ways to integrate APPs into REI practice**
- **Physicians/APPs**
- **Working groups**
 - Practice areas
 - Procedures
 - Protocols
- **Education needs to be developed**



- **Curriculum**
 - Didactic education
 - Simulation
 - Hands on IRL
- **Collaboration with practices**
- **Certificate vs. Certification**



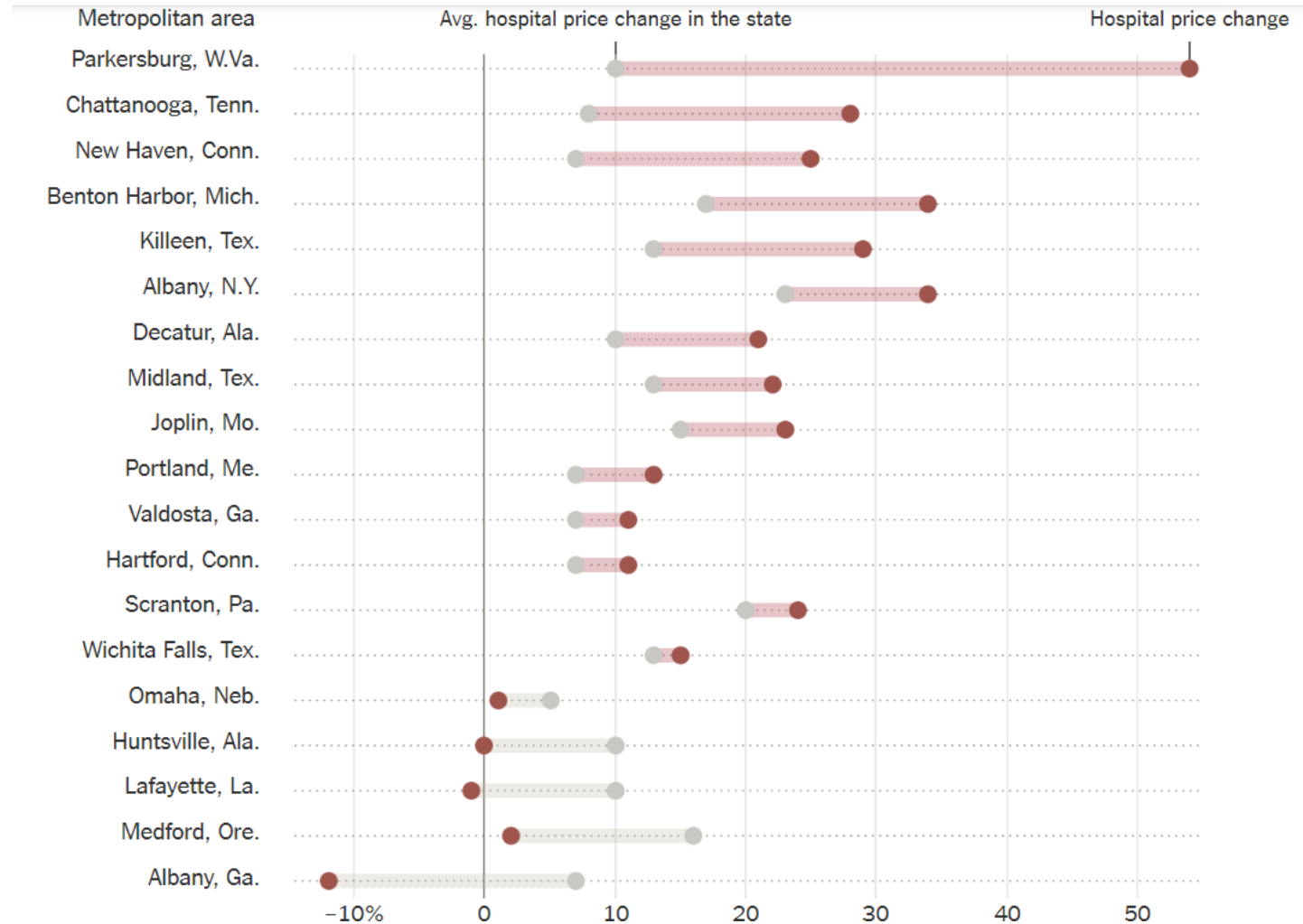
“This is us.”



1. Non-Federal general acute care care hospital or specialty hospital (e.g. surgical, LTAC, rehabilitation facility). Excludes VA facilities and hospitals part of corrections systems.

Source: Compendium of U.S. Health Systems, 2016. Content last reviewed May 2019. Agency for Healthcare Research and Quality, Rockville, MD. <https://www.ahrq.gov/chsp/data-resources/compendium.html>; Gist Healthcare analysis.

Hospital Consolidation Increases Price



Clinic Consolidation

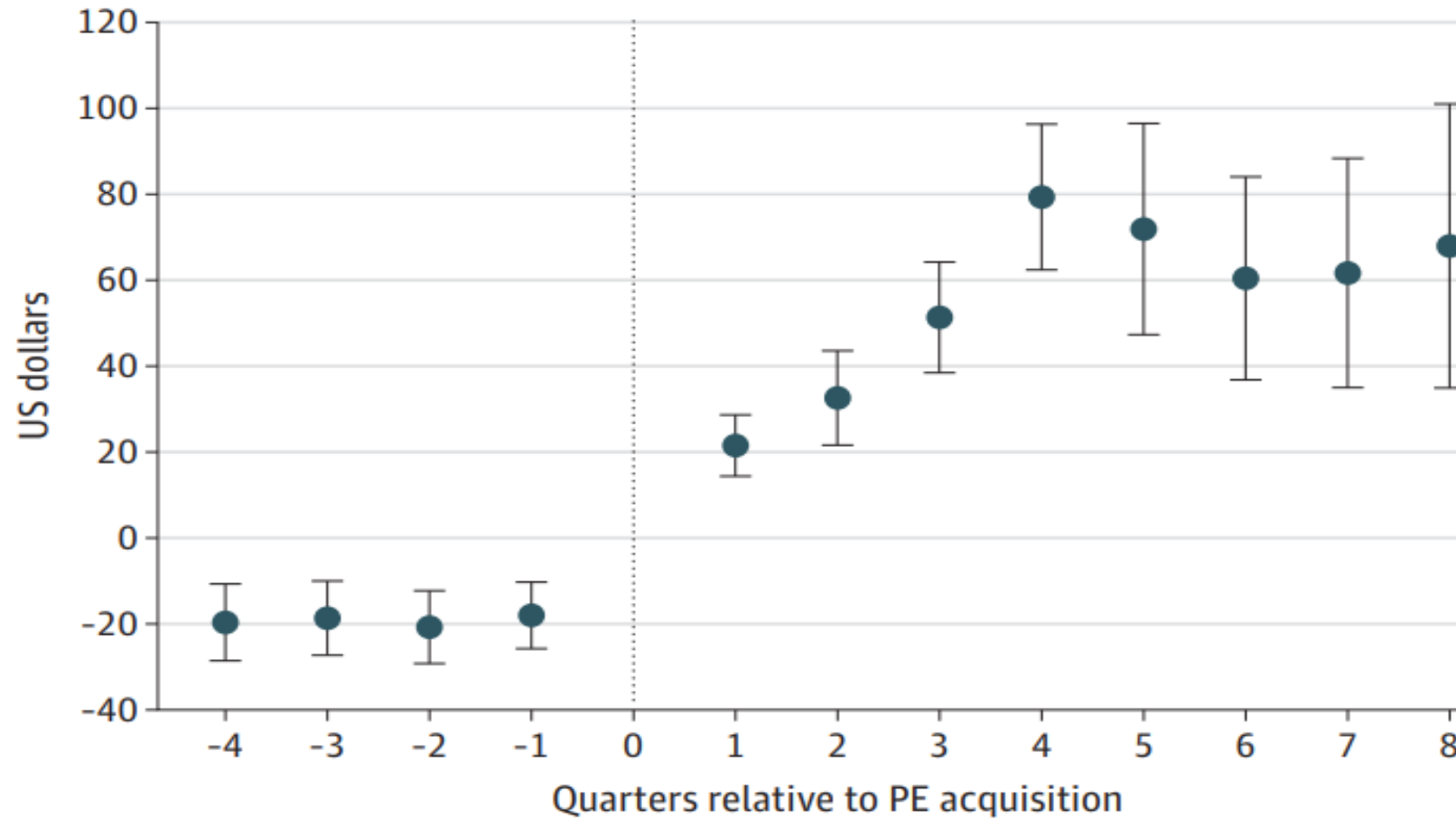
- **Workforce shortage**
- **Diminishing reimbursements**
- **Supply chain shortages drive pricing**
- **Increasing innovation**

NEED ECONOMIES OF SCALE

Private Equity

- **933 practices acquired, 2013-2020**
- **2018 – more employed than self-employed**
- **Two companies own ~33% of ERs (TeamHealth, Envision)**
- **Blackstone purchased TeamHealth for \$6.1B in 2016**
- **PE investment ~\$340B, 2010-2020**

Charges per claim before/after PE



Nursing home quality decreased

- Increased cost – 11%
- Increased prob death – 10%
- Decreased nursing
- Increased use psychotics

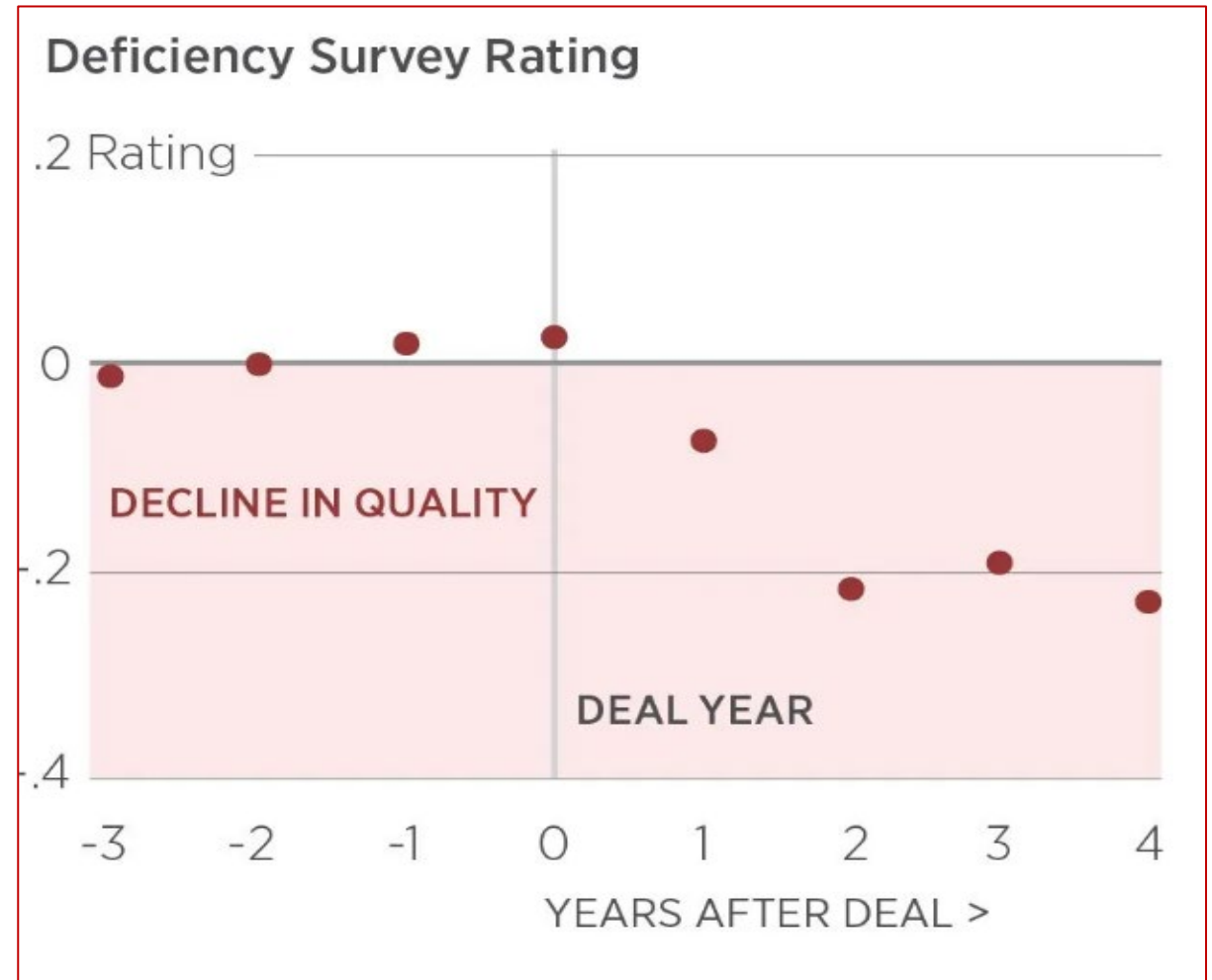
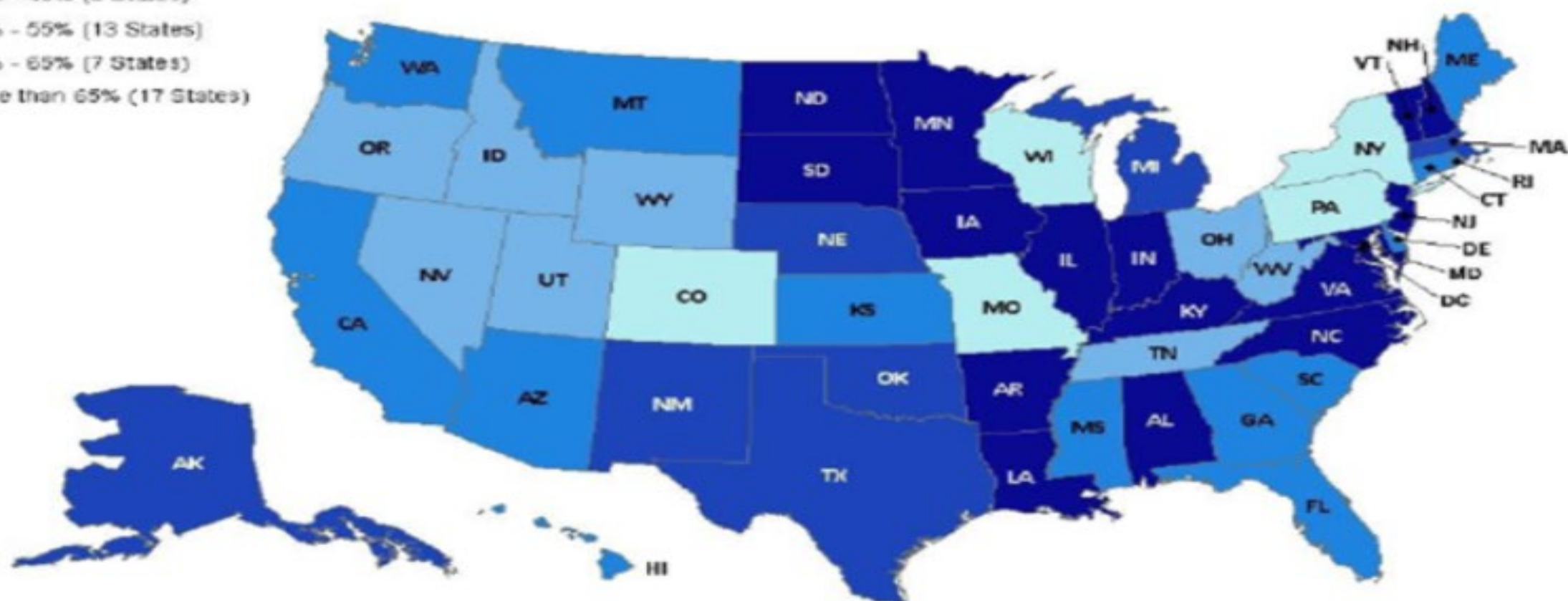
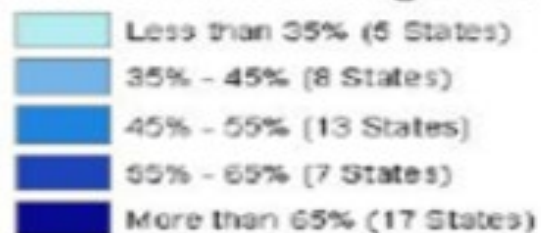


Figure 1: Market Share of Largest Insurance Carrier in the Individual Insurance Market, 2010

Market Share of Largest Insurer



Source: Kaiser Family Foundation analysis of 2010 insurer filings to the National Association of Insurance Commissioners and the California Department of Managed Health Care using the Mark Farrah Associates Health Coverage Portal™. Market share was calculated as the percent of the state's individual insurance market enrollment accounted for by each parent company (measured in member months).



*"I'm afraid I have some bad news.
The company has been taken over by the little kid
who sells lemonade down the street."*

Summary

- **Technology is playing an increasing role**
 - AI
 - Automation
 - Industry vs. MD lead
- **Education is key**
- **Support staff**
- **Expand physician workforce**
- **APP workforce roles**
- **Consolidation – Health care should be run by doctors**
- **Embryology school**