

NICOLAE DONE, PH.D.

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PROFESSIONAL SUMMARY

Dr. Done is a health economist with expertise in statistical and machine learning methodologies, causal inference, and predictive analytics applied to a wide range of clinical and economic outcomes in health care. His experience spans the entire pharmaceutical product lifecycle, from early-phase clinical trials to post-market real-world evidence (RWE) generation across numerous therapeutic areas such as cardiology, hematology, oncology, infectious diseases and vaccines, and rare genetic disorders. In his work, Dr. Done uses data from administrative claims, electronic health records, clinical trials, surveys, medical chart reviews, and the medical literature. His work encompasses comparative effectiveness research, predictive modeling, economic evaluations, and policy analyses using diverse data sources including administrative claims, electronic health records, clinical trials, and surveys. Dr. Done's research has been used for regulatory submissions and to inform health care payer and delivery system policy, both in the US and globally; published in peer-reviewed journals; and presented at numerous clinical and economic research conferences.

EDUCATION

- 2017** Ph.D., Health Economics and Policy, Johns Hopkins University
2009 A.B., Biochemical Sciences, Harvard College

PROFESSIONAL EXPERIENCE

2018–Present Analysis Group, Inc.

Manager (2022–Present), Associate (2018–2021)

- Manage multiple project with combined annual budgets of \$20+ million, ensuring on-time, on-budget delivery of complex health economics and outcomes research (HEOR) studies for top-10 pharmaceutical companies and emerging biotech firms
- Lead analyses across product lifecycle from early-phase development through post-market evidence generation, including regulatory submissions (FDA, EMA), comparative effectiveness research, predictive modeling, economic evaluations, and systematic literature reviews
- Apply advanced statistical and machine learning methods including causal inference techniques, survival analysis, Bayesian methods, and develop economic models for health technology assessment
- Conduct analyses of large-scale administrative claims databases, electronic health records, clinical trial data, patient registries, and survey data across diverse therapeutic areas
- Collaborate closely with Managing Principals and Vice Presidents on study design and interpretation; lead day-to-day client interactions; work with clinical and academic key opinion leaders from leading institutions

- Member of firm-wide AI Working Group, developing best practices and guidance for integrating artificial intelligence across internal teams; developed training materials for courses in Stata and R
- Developed dozens of successful proposals resulting in client retention and new business; author and co-author manuscripts for publication in top-tier peer-reviewed journals; present research at major national and international scientific conferences; mentor junior analysts and associates
- Conducted 50+ interviews for full-time positions; deliver presentations for on-campus recruiting

2017–2019 Veterans Health Administration, Center for Access Policy, Evaluation and Research
Health Economist

2016–2017 Boston University, Partnered Evidence-Based Policy Resource Center
AcademyHealth Delivery System Science Research Fellow

2012–2022 Romanian Health Observatory
Co-founder and Vice President

Co-founded non-governmental organization focused on healthcare policy analysis and advocacy in Romania. Led research projects on health insurance privatization, pharmaceutical policy, and health system reform. Provided policy recommendations to Romanian Ministry of Health and international organizations. Developed public education materials on healthcare financing and delivery.

2012–2013 Centers for Disease Control and Prevention
Health Scientist, National Center for Health Statistics

2009–2011 Harvard School of Public Health
Research Analyst

TEACHING

Johns Hopkins Bloomberg School of Public Health

2022–Present Teaching Assistant

Behavioral Economics and Risk: Value-Based Payment Methods and Incentives (2nd Term), Dr. Douglas Hough

Grade course assignments and provide detailed feedback; draft new assignments and case studies; lead LiveTalk discussions on behavioral economics concepts and real-world applications; manage course website and respond to student questions on course materials

2012–2016 Teaching Assistant

Helped teach 30+ credits of health economics and policy courses including: Econometric Methods for Impact Evaluation of Health Programs (Dr. Antonio Trujillo, 2016); Introduction to the US Healthcare System (Dr. Bradley Herring, 2013-2015); Health Economics II (Dr. Frederick Selck, 2015); US Health System Performance and Reform (Dr. Karen Davis, 2014); Fundamentals of Health Policy and Management (Dr. Donald Steinwachs, 2014); Health Economics for Managers (Dr. Douglas Hough, 2013); Health Economics I (Dr. David Bishai, Dr. Kevin Frick, 2012-2013)

Fall 2014 Gordis Teaching Fellow

Independently designed and taught advanced course (Comparative Health Systems and Health Reform) to Johns Hopkins undergraduates

SELECTED PUBLICATIONS

- Muntoni F, Signorovitch J, Goemans N, Manzur AY, **Done N**, et al. “Predicting trajectories of the north star ambulatory assessment total score in Duchenne muscular dystrophy.” *PLoS One*. 2025:20(6)
- Muntoni F, Signorovitch J, Sajeev G, **Done N**, et al. “Meaningful changes in motor function in Duchenne muscular dystrophy (DMD): a multi-center study.” *PloS One*. 2024:19(7)
- Iff J, **Done N**, Tuttle E, et al. “Survival among patients receiving eteplirsen for up to 8 years for the treatment of Duchenne muscular dystrophy and contextualization with natural history controls.” *Muscle & Nerve*. 2024:70(1)
- Signorovitch J, Zhang J, Brown D, Dunmon P, Xiu L, **Done N**, et al. “Pathway for development and validation of multi-domain endpoints for amyloid light chain (AL) amyloidosis.” *Therapeutic Innovation & Regulatory Science*. 2024 (58)
- Gao W, Mostaghimi A, Gandhi K, **Done N**, Ray M, Signorovitch J, Swallow E, Carley C, Wang T, Sikirica V. “Patient characteristics associated with all-cause healthcare costs of alopecia areata in the United States.” *Journal of Medical Economics*. 2023:26(1)
- Mostaghimi A, Gao W, Ray M, Bartolome L, Wang T, Carley C, **Done N**, Swallow E. “Trends in prevalence and incidence of alopecia areata, alopecia totalis, and alopecia universalis among adults and children in a US employer-sponsored insured population.” *JAMA Dermatology*. 2023:159(4)
- Karam C, Brown D, Yang M, **Done N**, et al. “Long-term treatment effects of inotersen on health-related quality of life in patients with hATTR amyloidosis with polyneuropathy: Analysis of the open-label extension of the NEURO-TTR trial.” *Muscle & Nerve*. 2022:66(4)
- Papp KA, Soliman AM, **Done N**, et al. “Deterioration of Health-Related Quality of Life after Withdrawal of Risankizumab Treatment in Patients with Moderate-to-Severe Plaque Psoriasis: A Machine Learning Predictive Model.” *Dermatology and Therapy*. 2021:11(4)
- **Done N**, Herring B, Xu T. “The Effects of Global Budget Payments on Hospital Utilization in Rural Maryland.” *Health Services Research*. 2019:54(3)
- **Done N**, Oh DH, Weinstock MA, et al. “VA Telederm Study: Protocol for a Stepped-Wedge Cluster Randomised Trial to Compare Access to Care for a Mobile App versus a Workstation-Based Store-and-Forward Tele dermatology Process.” *BMJ Open*. 2018:8(12)
- Nicholas LH, **Done N**, Baum M. “Lifetime Job Demands and Later Life Disability.” *The Journal of the Economics of Ageing*. 2020:17
- Roberts ET, Hatfield LA, McWilliams JM, Chernew ME, **Done N**, et al. “Changes in Hospital Utilization Three Years into Maryland’s Global Budget Program for Rural Hospitals.” *Health Affairs*. 2018:37(4)

For a complete list of publications, see Google Scholar profile:

<https://scholar.google.com/citations?user=CvalwiEAAAAJ>

SELECTED PRESENTATIONS

- Kan H, **Done N**, Brnabic AJM, et al. “Modelling Total Healthcare Cost Offsets and Treatment Costs Associated with Treating Adults with Obesity with Tirzepatide and Semaglutide in US Clinical Practice Settings.” Accepted at AMCP Nexus Conference 2025; National Harbor, MD; October 27-30, 2025
- le Roux C, **Done N**, Brnabic AJM, et al. “A Comparison of Tirzepatide and Semaglutide for Weight Reduction in Adults with Obesity in US Clinical Practice Settings.” Presented at ENDO 2025 – 107th Annual Meeting of the Endocrine Society; San Francisco, CA; July 12-14, 2025
- Iff J, Tuttle E, Liu Y, Wei F, **Done N**, et al. “Delayed pulmonary progression in Golodirsén-treated patients with Duchenne muscular dystrophy vs mutation-matched external controls.” World Muscle Society Congress, Charleston, SC, October 3-7, 2023
- Iff J, **Done N**, Tuttle E, et al. “Survival in eteplirsén-treated vs Duchenne Muscular Dystrophy (DMD) natural history patients: an indirect treatment comparison using real-world data.” World Muscle Society Congress, Halifax, Nova Scotia, Canada, October 11-15, 2022
- **Done N**, Ray M, Gao W, et al. “Real-World Treatment Patterns Among US Adolescents with Alopecia Areata: A Retrospective Claims Analysis.” Professional Society for Health Economics and Outcomes Research (ISPOR) Annual Meeting, Washington, DC, May 15-18, 2022
- **Done N**, Ray M, Gandhi K, et al. “Differences in All-Cause Health Care Costs of Alopecia Areata in the United States by Patient Subgroups: A Latent Class Approach.” ISPOR Annual Meeting, Montreal, Canada, May 17-20, 2021
- **Done N**, Li D, Woolley AB, Prentice JC. “Comparative Effectiveness and Safety of Direct Oral Anticoagulants vs. Warfarin in Patients with Atrial Fibrillation Using an Instrumental Variable Approach.” AcademyHealth Annual Research Meeting, Seattle, WA, June 24-26, 2018
- **Done N**, Prentice JC, Batten, A, et al. “Development of a New Risk-Adjustment Procedure for Primary Care Panels in the Veterans Health Administration.” AcademyHealth Annual Research Meeting, Seattle, WA, June 24-26, 2018
- **Done N**, Li D, Woolley A, Rose AJ, Prentice JC. “Comparative Effectiveness of Direct Oral Anticoagulants versus Warfarin in Patients with Atrial Fibrillation.” Professional Society for Health Economics and Outcomes Research Annual Conference, Baltimore, MD, May 19-23, 2018

(Best New Investigator Podium Research Presentation Award)

- **Done N**, Li D, Woolley AB, Prentice JC. “Comparative Effectiveness of Direct Oral Anticoagulants versus Warfarin on Mortality.” Society of General Internal Medicine (SGIM) Annual Meeting, Denver, CO, April 11-14, 2018
- **Done N**. “The Effects of Global Budget Payment on Hospital Utilization in Rural Maryland.” International Health Economics Association (IHEA) Congress, Boston, MA, July 8-11, 2017
- **Done N**. “The Effect of Global Budgets on Hospital Utilization and Outpatient Quality in Maryland.” AcademyHealth State Health Research and Policy Interest Group Meeting, Boston, MA, June 25, 2016

LEADERSHIP AND SERVICE

- 2017–Present** Journal referee for Medical Care, Journal of General Internal Medicine, Value in Health, and Health Policy
- 2022–Present** Member, AI Working Group, Analysis Group
- 2014–2015** President, Johns Hopkins Bloomberg School of Public Health Student Assembly
- 2015–2016** Director of Education, Johns Hopkins Graduate Consulting Club
- 2015–2016** Student Representative, Johns Hopkins Bloomberg School of Public Health Academic Standards Committee
- 2014–2015** Johns Hopkins Bloomberg School of Public Health Centennial Committee
- 2014–2015** Johns Hopkins University Committee for Digital Initiatives
- 2012–2013** President, Johns Hopkins AcademyHealth Student Chapter
- 2011–2012** Research and Advocacy Intern, Maryland Citizens' Health Initiative
- 2008–2009** Editor, Harvard Health Policy Review

SELECTED HONORS AND AWARDS

- 2018** Best New Investigator Podium Research Presentation Award, ISPOR
- 2016** Delivery System Science Fellowship, AcademyHealth
- 2015** Gordis Teaching Fellowship, Johns Hopkins University
- 2014** Student Recognition Award, Johns Hopkins School of Public Health
- 2014** Health Care Case Competition, Second Place, Carey Business School
- 2013** Biotechnology Case Competition, First Place, Wake Forest University
- 2013–2016** Sommer Scholarship, Johns Hopkins Bloomberg School of Public Health
- 2011–2013** Sir Arthur Newsholme Scholarship, Johns Hopkins Bloomberg School of Public Health
- 2008** Cordeiro Health Policy Research Fellowship, Harvard College

PROFESSIONAL ASSOCIATIONS AND MEMBERSHIPS

- 2016–Present** International Society for Pharmaceutical Outcomes and Research (ISPOR)
- 2020–2022** Academy of Managed Care Pharmacy (AMCP)
- 2015–2019** International Health Economics Association (IHEA)
- 2015–2018** American Society of Health Economists (ASHEcon)
- 2013–2020** AcademyHealth

LANGUAGES

Romanian (native), English (fluent), French and Italian (beginner)