

CURRICULUM VITAE

PERSONAL INFORMATIONS

First name / Surname

Address

Telephone

E-mail

Nationality

Date of birth

Gender

Dario LIDONNICI

5, Largo Seprio, I - 20025 Legnano, Milano

Mobile: (+39) 347 42 76 405

dlidonnici@gmail.com

Italian

23 June 1983

Male

WORK EXPERIENCE

- Dates
- Occupation or position held
- Name and address of employer
- Main activities and responsibilities

May 2023 - onwards

Founder & Managing Director

More Than Access S.r.l. Società Benefit, 2, Via Cesare Mangili, I - 20121 Milano

Start-up building and coordination of the business plan. People management. Strategic consultancy on national access and P&R process. Business development and administration.

- Dates
- Occupation or position held
- Name and address of employer
- Main activities and responsibilities

March 2021 - onwards

Co-Founder & Consultant

Indicon S.r.l. Società Benefit, 10, Via Aurelio Saffi, I - 20123 Milano

Start-up building. Strategic consultancy on Digital Health issues. Drafting of the reimbursement dossier for the first Digital Therapeutics in Italy. Business development.

- Dates
- Occupation or position held
- Name and address of employer
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- Main activities and responsibilities

January 2023 – May 2023

Market Access Director

Pharmalex Italy S.p.A., 3, Via Vincenzo Monti, I - 20123 Milano

August 2020 - December 2023

Market Access Director (Start up)

May 2016 - July 2020

Pricing Lead

MA Provider S.r.l., 3, Via Vincenzo Monti, I - 20123 Milano

Strategic consultancy on national access and P&R process (focus on rare diseases and orphan drugs, oncology, hematology). Dossier strategy and development, HE and HTA consultancy. P&R dossier submission at the Italian Medicines Agency, negotiation management. Direct management of KOLs and clients contacts. Development of product-tailored market access strategies at national and regional level. Scenario analysis, market access interim roles in pharma companies.

- Dates
- Occupation or position held
- Name and address of employer
- Main activities and responsibilities

November 2014 - April 2016

Commercial lead

3 Pharma Consulting Boutique Sagl, 38, Via Nassa, CH - 6900 Lugano

Start-up development: business development of market access for pharma companies, both internationally and locally.

P&R dossier drafting, Advisory board organisation, market analysis, access plan development, direct interaction with international key opinion leaders in different therapeutic areas (rare diseases, pulmonology, oncology, infectious diseases).

- Dates
- Occupation or position held
- Name and address of employer
 - Main activities and responsibilities

November 2010 - October 2014

Value Access Manager

MA Provider S.r.l., 24, Via Carducci, I - 20123 Milano

General consultancies: competitor and needs analysis; projects writing about different topics (HTA, social, scientific). Management and contact of KOLs in different therapeutical areas.

Specific fields: Market access: SCAN project - development, simulations and marketing strategies with an online software for market access of new pharmaceutical products, including market forecast, pricing algorithm, P&L and clinical data analysis. Organization and coordination of advisory boards. Pharmacoeconomics: adaptation of global models (budget impact and cost-effectiveness analyses). Implementation of new budget impact models. Marketing & Communication: consultancy for launch plans. Development and follow-up of marketing materials (visuals, training manuals, summaries of product characteristics). Development of iPad applications for field force. HTA: WEF-E 2011-2014/WEF-IBD 2013-2014 - implementation of a database for data collection and review of data; coordination of the first HTA Italian independent group; coordination of the project output based on the EUnetHTA Core Model. Writing of HTA report on medical foods to be presented to HTA Regional Agencies/Committees. Medical writing: writing and editing of scientific/economic papers, reports, posters. Projects: introduction of hepatitis in the Italian Health National Plan, with stakeholders/decision makers/payers contact and involvement. Scientific Societies Position Papers coordination.

- Dates

November 2006 - December 2009

Student/Researcher - Internship @Laboratory of Molecular Neurobiology - Dpt of Neuroscience

"Mario Negri" Institute for Pharmacological Research, 19, Via Giuseppe La Masa, I - 20156 Milano

Head of Laboratory Dr. Caterina Bendotti

Development and study of an *in vitro* model of amyotrophic lateral sclerosis, with attention to the role of p38MAPK, TNF α and neuroinflammation, glutamate, AMPA receptors and excitotoxicity, in order to identify new molecular targets to develop therapeutic tools for the treatment of the pathology. Use of primary cell cultures of spinal neurons and cortical astrocytes and cocultures of the same cellular types.

- Dates

January - July 2005

Student - Internship @Laboratory of Pharmacology of Lipid Transport

University of Milan - Department of Pharmacological Sciences, 9, Via Giuseppe Balzaretti, I - 20133 Milano - Head of Laboratory Prof. Dr. Alberico L. Catapano

Cultures of human umbilical vein endothelial cells (HUVECs) and their cocultures with linfomonocytes from peripheral blood as *in vitro* models to study atherosclerosis and angiogenesis, in order to characterise mediators involved in the mechanisms of vascular wall repair, with specific interest on membrane receptors such as chemokine receptor CXCR4.

EDUCATION AND TRAINING

- Dates
- Name and type of organisation providing education and training
- Title of qualification awarded

September 2013 - September 2016

Catholic University of Milan

1, Largo Agostino Gemelli, I - 20123 Milano

Bachelor of ECONOMICS AND BUSINESS ADMINISTRATION

Thesis title: *Market access in pharma companies: organizational implications and future trends.*

A survey-based description of the Italian context

Final mark: 110/110

- Dates

January 2010 - March 2011

SDA Bocconi School of Management

8, Via Bocconi, I - 20136 Milano

II level Master in HEALTH CARE MANAGEMENT

- Title of qualification awarded

- Dates

September 2005 - March 2008

University of Milan

7, Via Festa del Perdono, I - 20122 Milano

Master of DRUG BIOTECHNOLOGIES

Thesis title: *Study of an in vitro model of amyotrophic lateral sclerosis: role of TNF α , glutamate and p38MAPK in the selective death of motor neurons*

Final mark: 110/110 with distinction

- Name and type of organisation providing education and training
- Title of qualification awarded

- Dates
- Name and type of organisation providing education and training
- Title of qualification awarded

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- Name and type of organisation providing education and training
- Title of qualification awarded

PERSONAL SKILLS AND COMPETENCES

MOTHER TONGUE(S)

OTHER LANGUAGE(S)

Self-assessment
European level (*)

English

Spanish

TECHNICAL SKILLS AND COMPETENCES

SOCIAL SKILLS AND COMPETENCES

September 2002 - July 2005

University of Milan

7, Via Festa del Perdono, I – 20122 Milano

Bachelor of PHARMACEUTICAL BIOTECHNOLOGIES

Thesis title: *Use of cytofluorimetry to determine the modulation of the endothelial expression of CXCR4 by high density lipoproteins (HDL)*

Final mark: 107/110

1997-2002

Liceo Scientifico Statale "Claudio Cavalleri"

23, Via Spagliardi, I – 20015 Parabiago, Milano

Scientific diploma "Brocca experimentation" - Final mark: 100/100

Italian

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
B2	Independent user	C1	Proficient user	B2	Independent user	B2	Independent user	C1	Proficient user
B1	Independent user	B2	Independent user	B1	Independent user	B1	Independent user	B1	Independent user

(*) Common European Framework of Reference (CEF) level

Pharmaceutical, biochemical, cellular and molecular biology competences: Generation of primary cultures of cortical astrocytes and spinal neurons from E14 mouse embryos. Isolation and culture of endothelial cells from human umbilical cord vein. Pharmacological treatments *in vivo* and *in vitro*. Cytofluorimetric analysis. DNA and RNA extraction from biopsies and cell cultures, PCR, RT-PCR and real-time PCR, amplificate analysis by gel electrophoresis. Immunocytochemical methods, ELISA and multiplex quantifications, western blot, lipoproteins separation from human plasma.

Computer competences: ECDL Start Certification gained in 2002 (Managing files, Word processing, Spreadsheets, Information Network Services). Independent user of graphics softwares.

Project management competences: Project planning, initiation and organization, accurate estimating and cost control, project execution and control, developing powerful project presentations and reports.

Consulting skills: Competitor and needs analysis, management of the client relationship by using an adequate direct yet complete and formal reporting format that compliments a respected and productive relationship.

Vocation to team working with good social skills inside the working group acquired during education and training years and internship periods. Endowed with leadership skills, used to define timelines and workflows, operating in many activities contemporary and presenting in front of audience. Focus on results, precision, organization and talent to problem solving complete the profile. Open to new experiences, curious and deeply interested in best extending my own skills and competences.

Legnano, 3 ottobre 2023



ADDITIONAL INFORMATION

• Posters and oral communications

18th International Symposium on ALS/MND – Toronto, Canada, 1-3 December 2007:

- ~ Tortarolo M, Basso M, Peviani M, Spaltro G, **Lidonnici D**, Bonetto V, Bendotti C. *Astrocyte-spinal neuron co-culture as in vitro model of ALS to examine inter and intracellular mechanisms associated to motor neuron degeneration*

Mutant SOD1 and familial ALS: from the molecule to man – Milan, 13-16 September 2007:

- ~ Basso M, Tortarolo M, Spaltro G, **Lidonnici D**, Salmona M, Bendotti C, Bonetto V. *Proteomic analysis of astrocytic secretion in a mouse model of familial amyotrophic lateral sclerosis*
- ~ Tortarolo M, Spaltro G, **Lidonnici D**, Veglianesi P, Lococo D, Bendotti C. *Role of MAP kinases cascade in SOD1-linked fALS*

Joint meeting Italian Association of Neuropathology (AINP) - Italian Association on Brain Aging (AIRIC) – Milan, 18-21 June 2008:

- ~ **Lidonnici D**, Daleno C, Spaltro G, Calcagno E, Tortarolo M, Bendotti C. *Study of an in vitro model of ALS: role of TNF α , glutamate and p38MAPK in the selective death of motor neurons*

6th European ALS Congress – Lisbon, Portugal, 20-22 June 2008:

- ~ Tortarolo M, **Lidonnici D**, Daleno C, Spaltro G, Calcagno E, Bendotti C. *Study of an in vitro model of ALS: role of TNF α , glutamate and p38MAPK in the selective death of motor neurons*

XV Telethon Scientific Convention – Riva del Garda (TN), 9-11 March 2009:

- ~ Tortarolo M, **Lidonnici D**, Daleno C, Basso M, Spaltro G, Bendotti C. *In vitro studies on the role of TNF α and p38MAPK pathways in the pathogenesis of familial amyotrophic lateral sclerosis*

ISPOR 14th Annual European Congress – Madrid, Spain, 5-8 November 2011:

- ~ Lanati EP, D'Ausilio A, **Lidonnici D**, Iorio A, Jommi C. *SCAN: an integrated system for market access of new drugs in Italy*. Value Health. 2011 Nov;14(7):A425, Poster PRM24

4th SIHTA National Congress – Udine, 17-19 November 2011:

- ~ Lanati EP, D'Ausilio A, **Lidonnici D**, Ruggeri M, Iorio A, Jommi C. *SCAN: un sistema integrato per l'accesso al mercato dei nuovi farmaci in Italia*

ISPOR 16th Annual European Congress – Dublin, Ireland, 2-6 November 2013:

- ~ Lanati EP, **Lidonnici D**, Cammà C. *How the pricing strategy of 2nd generation HCV direct antiviral agents can affect the number of treated patients in Italy and the national drug budget*. Value Health. 2013 Nov;16(7):A501, Poster PGI47

ISPOR 17th Annual European Congress – Amsterdam, The Netherlands, 2-6 November 2014:

- ~ Lanati EP, **Lidonnici D**, Gasbarrini A, Ruggeri M, Sacchini D, Caporaso N, Fagioli S. *Patients diagnostic therapeutic pathways for HCV patients in Italy: impact of regionalization in treatments and guidelines*. Value Health. 2014 Nov;17(7):A372, Poster PGI55.
- ~ Lanati EP, **Lidonnici D**, Gasbarrini A, Ruggeri M, Sacchini D, Caporaso N, Fagioli S. *Cohort of HCV patients in Italy: sizing and treatments in a sample of Italian hepatology centers*. Value Health. 2014 Nov;17(7):A371, Poster PGI47
- ~ Lanati EP, **Lidonnici D**. *Economic evaluation of agomelatine for major depressive disorders relative to other antidepressants in the Italian setting*. Value Health. 2014 Nov;17(7):A460, Poster PMH36

8th SIHTA National Congress – Rome, 1-3 October 2015:

- ~ Lanati EP, **Lidonnici D**. *Proton pump inhibitors in Italy: it's time to make a (policy) change*

ISPOR 18th Annual European Congress – Milan, 7-11 November 2015:

- ~ **Lidonnici D**, Lanati EP. *Proton pump inhibitors in Italy: it's time to make a (policy) change*. Value Health. 2015 Nov;18(7):A632, Poster PGI54
- ~ Gardini I, Lanati EP, Caporaso N, Fontana R, **Lidonnici D**. *Nutritional aspects and disinformation in liver disease: a questionnaire-based survey in Italian patients*. Value Health. 2015 Nov;18(7):A630-1, Poster PGI47
- ~ Romano F, Ruggeri M, Coretti S, Giannini EG, Sacchini D, Annicchiarico BE, Marchetti M, Rodeghiero F, **Lidonnici D**. *Economic assessment of eltrombopag in the treatment of thrombocytopenia*. Value Health. 2015 Nov;18(7):A626, Poster PGI22.

ISPOR 19th Annual European Congress – Wien, 29 October-2 November 2016:

- ~ Lanati EP, **Lidonnici D**, Ronco V. *Italian timings in new drugs approval: an up-to-date analysis*. Value Health. 2016 Nov;19(7):A448, Poster PHP49.
- ~ Lanati EP, **Lidonnici D**, Ronco V. *Absence of price-prevalence correlation in orphan drugs in Italy*. Value Health. 2016 Nov;19(7):A600, Poster PSY141

ISPOR 20th Annual European Congress - Glasgow, 4-8 November 2017:

- ~ **Lidonnici D**, Lanati EP, Isernia M. *New drugs approval in Italy: analysis of the applied negotiation conditions 2015-2017*. Value Health. 2017 Oct-Nov;80(9): A659. Poster PHP45
- ~ **Lidonnici D**, Lanati EP, Isernia M. *New drugs approval timing in Italy (2015-2017)*. Value Health. 2017 Oct-Nov;80(9): A659-A660. Poster PHP46

ISPOR 23rd Annual International Congress - Baltimore, 19-23 May 2018:

- ~ **Lidonnici D**, Ronco V, Niedecker S, D'Ausilio A, Lanati EP. *State of the art and future perspectives of advanced therapy medicinal products in Italy and in the international arena*. Value Health. 2018 May;21(S1): S92. Poster PHP31
- ~ **Lidonnici D**, Lanati EP, Niedecker S, Isernia M. *Updated new drugs approval timing in Italy (2015-2017)*. Value Health. 2018 May;21(S1): S91-92. Poster PHP27

• Publications

- ~ **Lidonnici D**, Lanati EP, Niedecker S, Isernia M. *New drugs approval in Italy: updated analysis of the applied negotiation conditions 2015-2017*. Value Health. 2018 May;21(S1): S92. Poster PHP28Mutant SOD1 and familial ALS: from the molecule to man – Milan, 13-16 September 2007: ISPOR 21st Annual European Congress - Barcellona, 10-14 November 2018:
- ~ **Lidonnici D**, Lanati EP, Niedecker S, Isernia M, Ronco V. *Outcome of new drug negotiation process in Italy: approval conditions (2015-2018)*. Value Health. 2018 Oct;21(S3): S1. Oral Presentation AC1
- ~ **Lidonnici D**, Lanati EP, Niedecker S, Isernia M. *Analysis of approval timing for 89 new drugs in Italy from January 2015 to May 2018*. Value Health. 2018 Oct;21(S1): S163. Poster PHP76
- ISPOR 22nd Annual European Congress - Copenhagen, 2-6 November 2019:
- ~ Casilli G, Ronco V, **Lidonnici D**, Lanati EP. *Fifty shades of... Innovativeness in Italy*. Value Health. 2019 Nov;22(S3): S715–S716. Poster PMU44
- ~ Casilli G, **Lidonnici D**, Morichi M, Isernia M, Lanati EP. *Prevalence vs. treatment cost: analysis of drugs for rare disease in Italy*. Value Health. 2019 Nov;22(S3): S716. Poster PMU45
- ~ Enrici A, **Lidonnici D**, Isernia M, Lanati EP. *Positive impact of innovative status in P&R process timing in Italy*. Value Health. 2019 Nov;22(S3): S716. Poster PMU46
- ~ Enrici A, **Lidonnici D**, Isernia M, Lanati EP. *Orphan drug designation: no impact on P&R process timing in Italy*. Value Health. 2019 Nov;22(S3): S716. Poster PMU47
- ~ Enrici A, **Lidonnici D**, Lanati EP. *P&R process in Italy: a focus on negotiation outcomes of innovative drugs*. Value Health. 2019 Nov;22(S3): S716. Poster PMU48
- ~ Enrici A, **Lidonnici D**, Lanati EP. *Negotiation outcomes in Italy: what's the impact of orphan drug designation?* Value Health. 2019 Nov;22(S3): S716–S717. Poster PMU49
- ~ Casilli G, **Lidonnici D**, Isernia M, Morichi M, Konstanski M, Kuchenbecker U, Mittendorf T, Lanati EP. *Price analysis of new medicinal products reimbursed in Italy and Germany*. Value Health. 2019 Nov;22(S3): S719. Poster PMU65
- 60th Annual ESPE meeting - Rome, 15-17 September 2022
- ~ Antoniazzi F, Bedeschi MF, Maghnie M, Mora S, Selicorni A, **Lidonnici D**, Ravasio R, Scarano G, Sessa M, Verdoni F, Zampino G, Boero S. *The JAMP (Journey around Achondroplasia Medicines and Patients) project: results collected from two surveys to clinicians and patients in Italy*. Poster P1-330
- ISPOR 25th Annual European Congress - Vienna, 6-9 November 2022
- ~ Casilli G, De Nigris M, **Lidonnici D**, Ravasio R. *Prevalence as a driver of treatment cost for drugs in the rare disease field in Italy*. Poster HPR65
- ~ Mangia PP, Guardigni M, **Lidonnici D**, Luccini F. *Progression free survival and duration of treatment as a proxy of disease severity: use of these variables to determine price benchmarks*. Poster HPR158
- ~ Brambilla P, Torriani A, Raimondo P, **Lidonnici D**, Ravasio R. *Analysis of the time spent by AIFA committees for the assessment of new drugs: impact of the application of managed entry agreements*. Poster HPR160

Peviani M, Kurosaki M, Terao M, **Lidonnici D**, Gensano F, Battaglia E, Tortarolo M, Piva R, Bendotti C. *Lentiviral vectors carrying enhancer elements of Hb9 promoter drive selective transgene expression in mouse spinal cord motoneurons*. Journal of Neuroscience Methods 205 (2012): 139–147 (IF 2.114)

Basso M, Pozzi S, Tortarolo M, Fiordaliso F, Bisighini C, Pasetto L, Spaltro G, **Lidonnici D**, Gensano F, Battaglia E, Bendotti C, Bonetto V. *Mutant copper-zinc superoxide dismutase (SOD1) induces protein secretion pathway alterations and exosome release in astrocytes: implications for disease spreading and motor neuron pathology in amyotrophic lateral sclerosis*. Journal of Biological Chemistry 288 (2013):15699-711 (IF 4.6)

Tortarolo M, Vallarola A, **Lidonnici D**, Battaglia E, Gensano F, Spaltro G, Fiordaliso F, Corbelli A, Garetto S, Martini E, Pasetto L, Kallikourdis M, Bonetto V, Bendotti C. *Lack of TNF-alpha receptor type 2 protects motor neurons in a cellular model of amyotrophic lateral sclerosis and in mutant SOD1 mice but does not affect disease progression*. Journal of Neurochemistry 135(2015):109-24 (IF 4.244)

Romano F, Ruggeri M, Coretti S, Giannini EG, Sacchini D, Annicchiarico BE, Marchetti M, Rodeghiero F, **Lidonnici D**. *Economic assessment of eltrombopag in the treatment of thrombocytopenia*. Expert Review of Pharmacoeconomics & Outcomes Research 15(2015):713-20 (IF 1.87)

Lidonnici D, Ronco V, Isernia M, Lanati E, Jommi C, Canonico PL, Genazzani AA. *Tempi di accesso ai farmaci in Italia nel periodo 2015-2017: Analisi delle tempistiche di valutazione dell'Agenzia Italiana del Farmaco*. Global & Regional Health Technology Assessment; Volume 2018: 1–9

Raimondo P, Casilli G, Isernia M, **Lidonnici D**, Ravasio R, Ronco V, Lanati E. *The AIFA time-to-reimbursement: a comparison between the last two committees from 2015 to 2020*. Global & Regional Health Technology Assessment, 2020:7(1), 109–114.

Maghnie M, Bruzzi P, Casilli G, **Lidonnici D**, Scarano G. *The management of achondroplasia in Italy: results from a Delphi panel based on real-world experience*. Front Pediatr. 2023 Jun 19;11:1209994.

Casilli G, **Lidonnici D**, Jommi C, De Nigris M, Genazzani AA. *Do France, Germany, and Italy agree on the added therapeutic value of medicines?* Int J Technol Assess Health Care. 2023 Aug 15;39(1):e54.

• Edited papers

Ascierto PA, Kirkwood JM, Grob JJ, Simeone E, Grimaldi AM, Maio M, Palmieri G, Testori A, Marincola FM, Mozzillo N. *The role of BRAF V600 mutation in melanoma*. Journal of Translational Medicine (2012 Jul 9;10:85)