

STAFF

JAY GREISSING



MY NAME IS JAY GREISSING.

I started working at PPTA in August 2006 as Director, Federal Affairs and have recently been promoted to Senior Director, Federal Affairs. Over the years, I have come to appreciate the challenges that manufacturers face in bringing therapeutic interventions to market to treat rare diseases, disorders, and conditions. These challenges are increasing rapidly in the post-health care reform world in which the states are bankrupt and reducing health care expenditures, especially for Medicare Part B, continues to be a priority for Congress. I have several responsibilities including managing the Federal Affairs Steering Committee, but my primary role is to lead the federal affairs team in my dual capacity of handling health policy issues with several Federal agencies and legislative issues before Congress.

Tell us about your background.

I was born in Washington, D.C. and I am a seventh generation Washingtonian. I am the oldest of seven children, six of whom are boys. I grew up nearby in Falls Church, Virginia and attended school at Saint Albans School for Boys in the District, where I won the Coach's Award in both football and basketball my senior year. During school, I developed a passion for oil painting, and began studying Japanese. Upon graduating from Saint Albans, I attended the University of Virginia where I majored in Asian Studies. After working in government affairs and public relations for two years following my graduation, I moved to New York to attend Fordham University School of Law. After sitting for the bar exam, I moved back to the Washington, D.C. area to begin working on the U.S. Senate Committee on the Judiciary for Chairman Orrin G. Hatch (R-UT).

At present I live in Washington, D.C. with my wife Kim and our two children, Maggie and Jack. In my spare time, I enjoy coaching my daughter in soccer and lacrosse, attending a wide variety of sporting events, and attending heavy metal music concerts.

What is your proudest professional achievement?

In my nearly five years at PPTA, I achieved significant victories at both the Centers for Medicare & Medicaid Services and on Capitol Hill. For example, during the health care reform debate, I successfully worked with the staff of the Senate Committee on Finance to limit the Medicaid outpatient drug rebate percentage increase for the entire therapeutic class of blood clotting factors to only 17.1 percent, while the rest of the branded drug industry was increased to 23.1 percent. Additionally, I worked with Sen. Hatch to include in the new law a Government Accountability Office study of the 340B Drug Pricing Program. My proudest moment, however, was probably when the Finance Committee staff included language that I developed to require the new Patient Centered Outcomes Research Institute to convene a rare disease advisory panel on each occasion that a rare disease, disorder, or condition is considered for comparative effectiveness research.

What is most rewarding about working in this industry?

The manufacturers we represent produce lifesaving therapies for patient populations who rely heavily

upon them. I have two younger brothers with mild hemophilia A. Although they only require treatment before and after surgical procedures, I now have a much greater appreciation for their experiences and the patient community as a whole after my time at PPTA.

