



Risk sharing and time to Access for Innovation

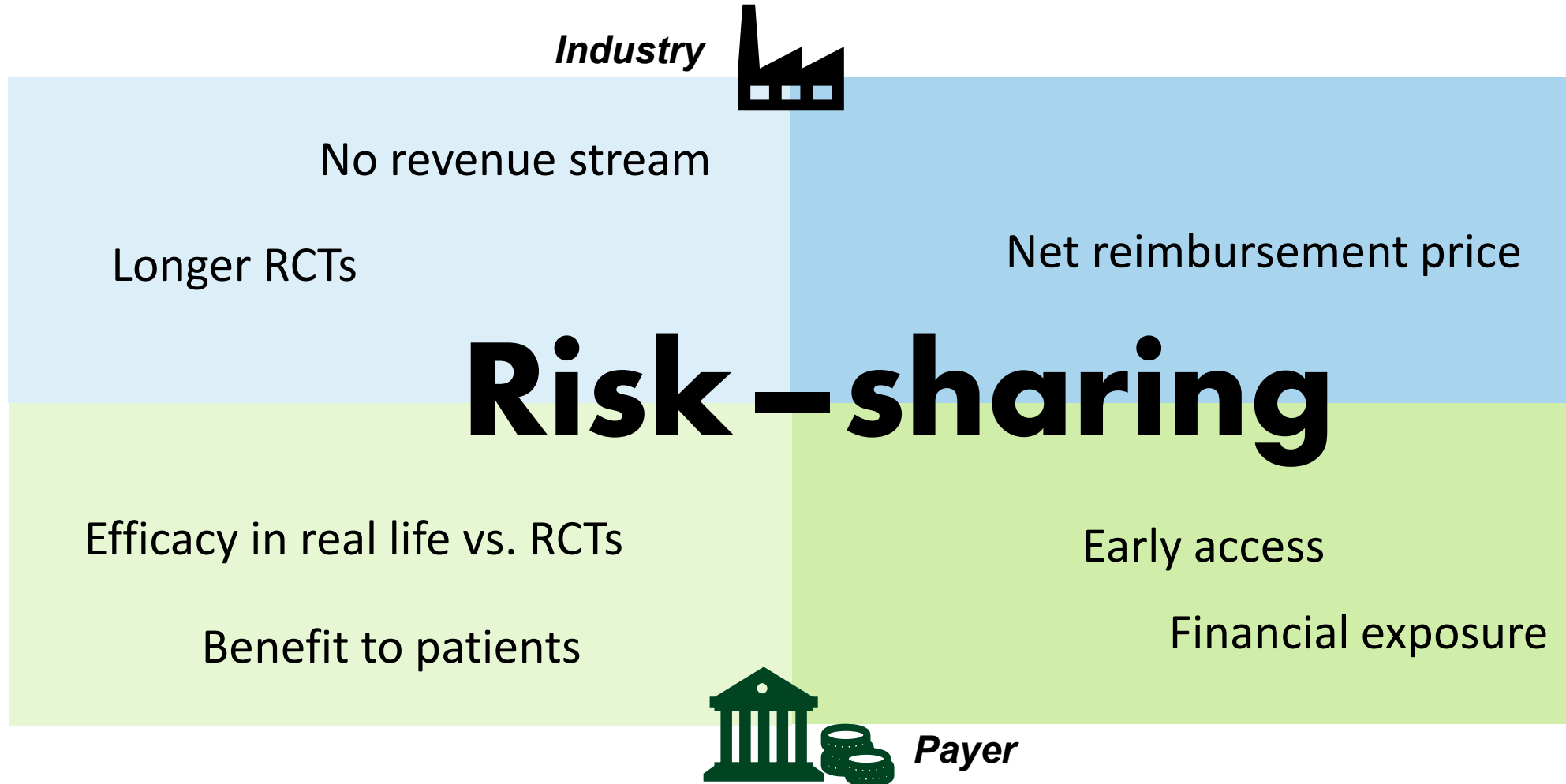


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HTA Conference
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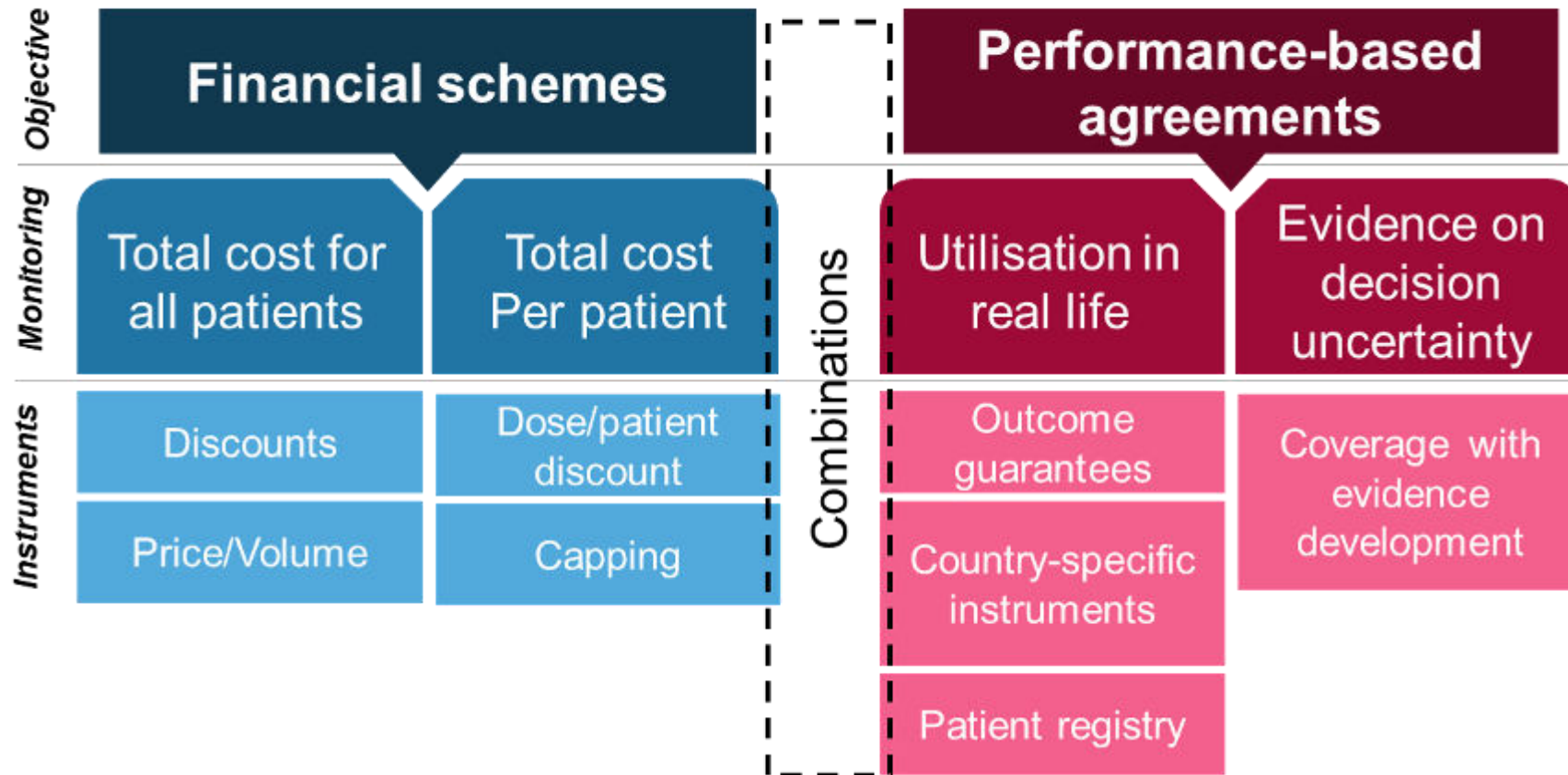
Which risk? / What to share?





How to share the risk?

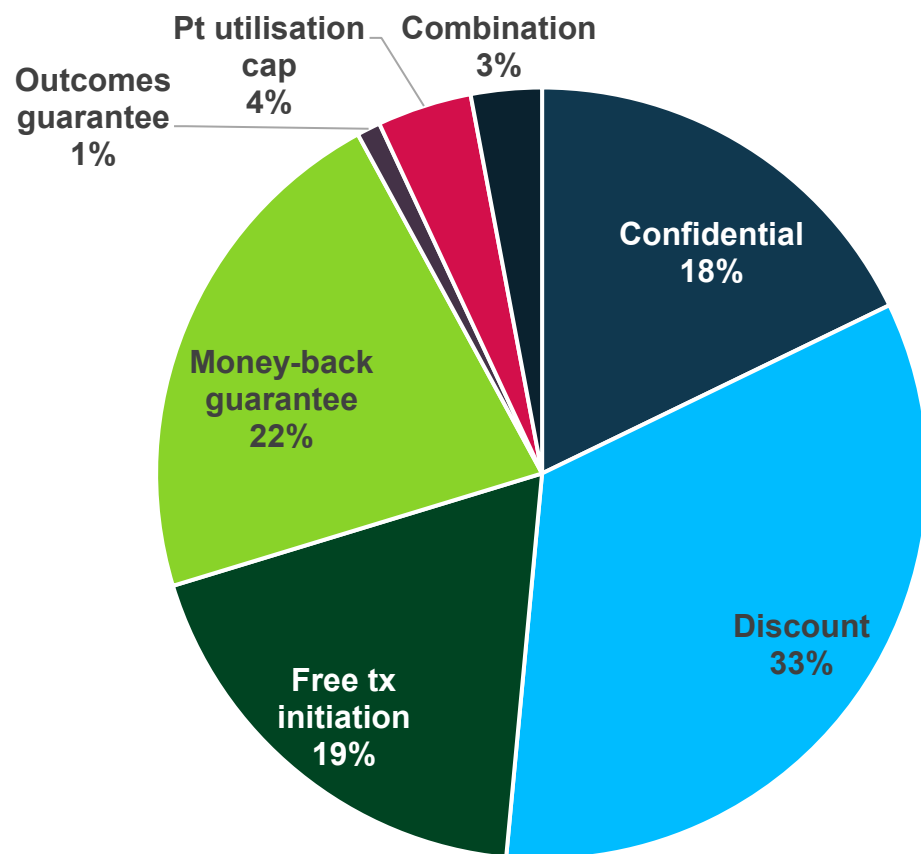
Risk sharing agreements Taxonomy¹



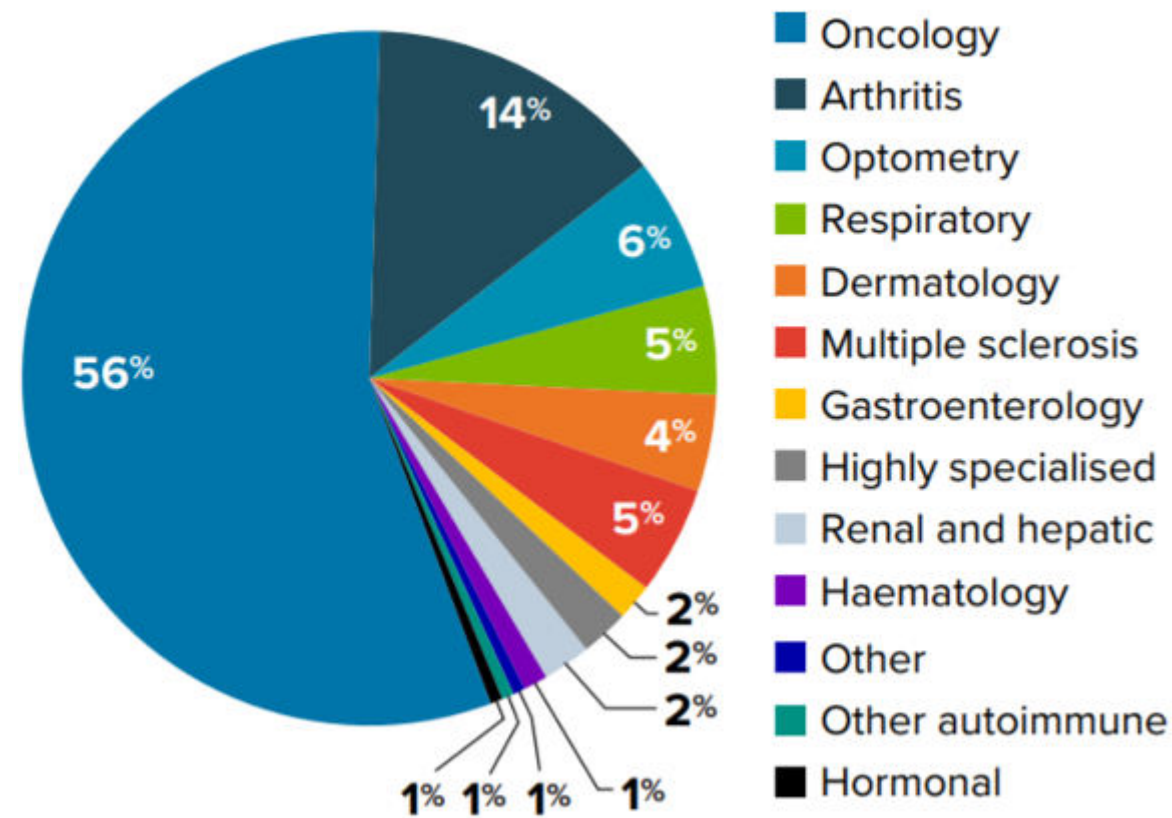
1. Ferrario and Kanavos (2013), Managed Entry Agreements for Pharmaceuticals: The European Experience. Brussels: EMiNet



Financial agreements prevail over PbRSAs, mostly on oncology drugs



MEAs for oncology drugs across EU countries, 2015-2016¹



NHS England PASs by disease area, 2009-2018²

1. Pauwels et al (2017), Managed Entry Agreements for Oncology Drugs: Lessons from the European Experience to Inform the Future, Frontiers in Pharmacology

2. Richardson & Ling, Patient Access to New Medicines: The Changing Landscape, ISPOR Europe 2018



What are the factors driving these trends & to revert?



Time

Patient access to new treatments puts pressure on decision-makers



Cost

High-cost drugs with high budget impact are key concern for payers



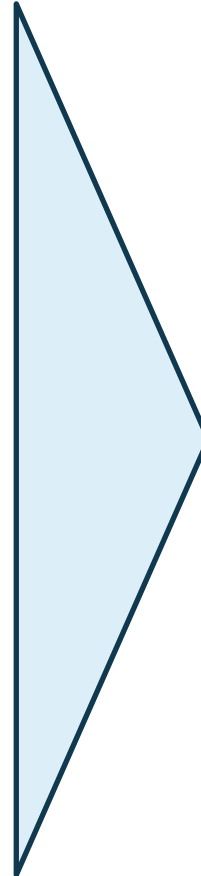
Complexity

Financial schemes are simple to design and monitor



Security

Financial schemes provide greater predictability for both sides



Horizon Scanning

Knowing what to expect allows time for preparation and planning



Early Dialogue

Early exchange of info among stakeholders can accelerate access and reduce uncertainty



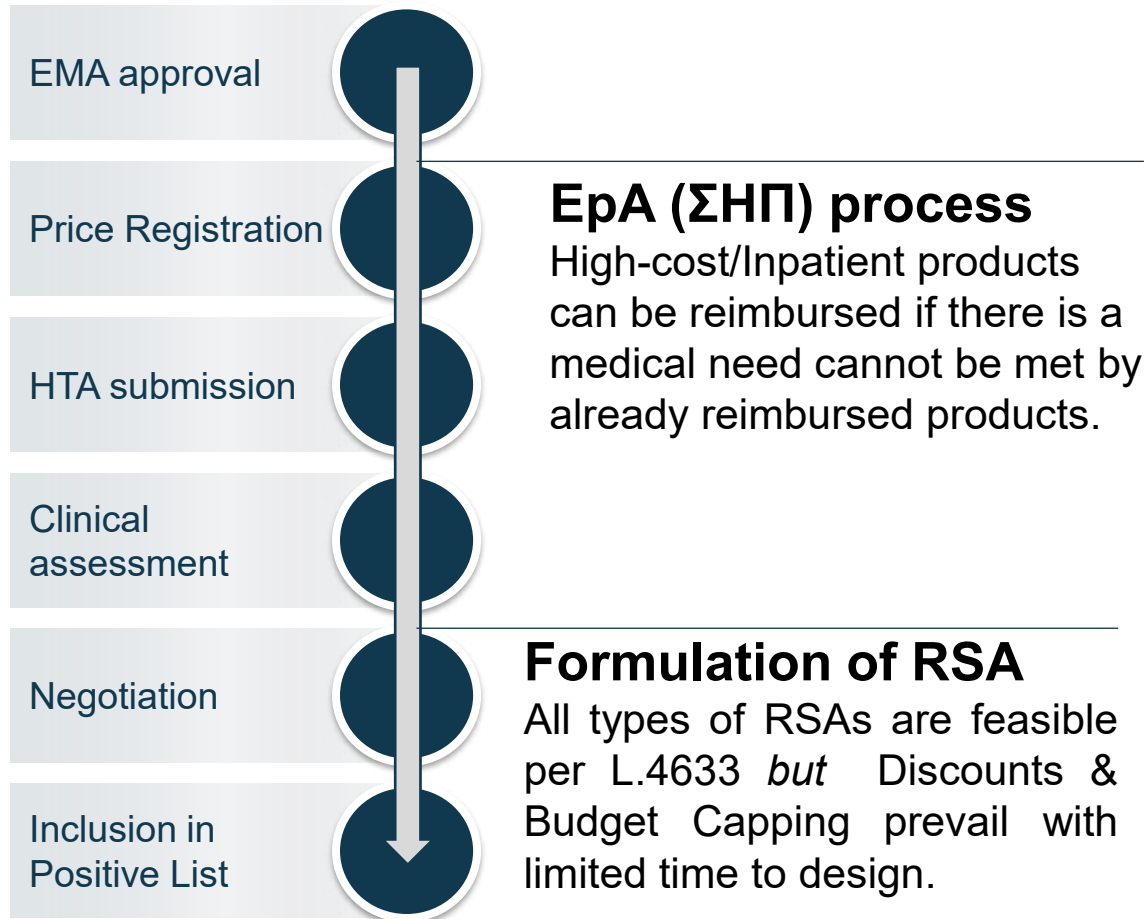
Patient Registries

Readily available infrastructure allows for easier and faster design of PbRSAs



How about RSAs and time to access in Greece?

Access pathway



- Feasibility of RSAs since 2018 allows for sustainable policy and austerities reduction
- Early access provision for patients in need



- Equity issues arise for access to new innovative products in outpatient setting
- Delays in reimbursement process
- Missing opportunity to optimize reimbursement
- Absence of monitoring mechanisms
- Absence of patient registries

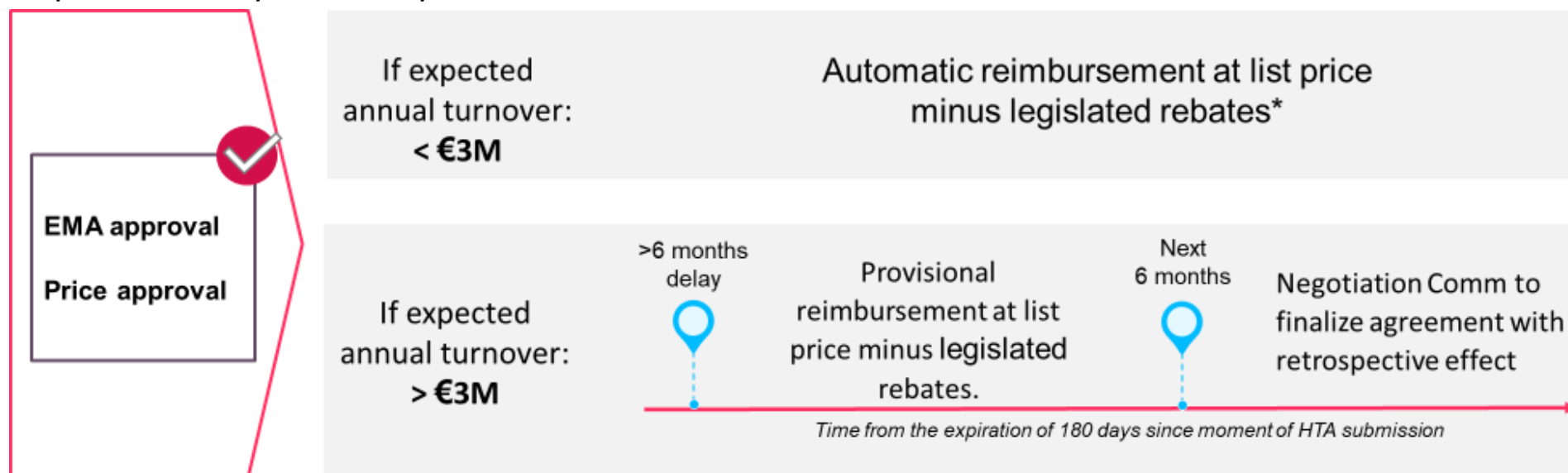


How can we optimize RSAs in Greece?

In the short term...

- Set up mechanism for early access across all products to **ensure equality** across all patients
- **Utilize compulsory discounts/ rebates** as leverage to financial exposure
- **Focus on products with high budget impact** to the healthcare system
- **Gain time** for developing optimal RSAs without restricting access

Proposed new operational process





How can we optimize RSAs in Greece?

In the long term...

Create a framework that allows the transition from financial to outcomes-based RSAs development wherever necessary optimizing the concept of risk-sharing

Build infrastructure for setting health outcomes goals & monitoring mechanisms



Utilize tools to allow for timely and optimal RSAs



Steer focus from addressing budget excess to health priorities





To conclude...

- RSAs need to encompass the trade-off between optimal value-based reimbursement & time to access
- Early preparation and data availability can help accelerate developing optimal and value-based RSAs
- Provision of simple financial schemes can allow fast access to products associated with limited financial exposure and save time during the negotiation process
- Early access mechanisms should become available products across all disease areas



Thank you !

