

INTERNATIONAL EXPERIENCE SHARING ON NEGOTIATIONS OF NEW PHARMACEUTICALS

From the 27th – 28th of June 2022, Amgros and the Nordic Pharmaceutical Forum hosted an international workshop on negotiations on new pharmaceuticals with representatives from organizations in 9 countries in Copenhagen, Denmark.

Representatives from the following organizations: Amgros I/S (Denmark), Sykehusinnkjøp (Norway), Swedish Association of Local Authorities and Regions (Sweden), Landspítali (Iceland), National Center for Pharmacoeconomics and the Corporate Pharmaceutical Unit of the Health Service Executive (Ireland), Ministerie van Volksgezondheid, Welzijn en Sport (The Netherlands), RIZIV-INAMI (Belgium), Infarmed (Portugal), and the Pan-Canadian Pharmaceutical Alliance and Patented Medicine Prices Review Board (Canada), exchanged experience and challenges regarding the position of the negotiator, especially when negotiating on new pharmaceuticals. The group also discussed future opportunities for experts to interact and share knowledge beyond existing collaborations such as the Nordic Pharmaceutical Forum and the Beneluxa Initiative. In this, the group aimed to identify key elements that impact the position of the negotiator and utilised the outcome of this analysis to determine a future work agenda.

Going forward the organizations will amongst other things discuss potential solutions to ensure sustainable and equitable access to effective medicines – especially in smaller markets. And how negotiators deal with the lack of evidence on the effectiveness of high-priced new medicines and the increasing pressure on pharmaceutical budgets.

There was a general and fruitful exchange of thoughts during the meeting.