

Payer Agreements: Splitting the Risk

<https://marketpublishers.com/r/PFF9D033B67EN.html>

Date: October 2011

Pages: 41

Price: US\$ 695.00 (Single User License)

ID: PFF9D033B67EN

Abstracts

Budgets are tight. Payer funding for new products is dwindling. And for pharmaceutical companies, market access is more and more difficult to attain.

Across the UK, the US, Canada, Australia and parts of Europe, payer schemes are increasingly de rigueur. Schemes advanced by pharmaceutical companies either aim to grapple financial issues such as price volume agreements, or they tackle uncertainty by addressing increased data collection.

Report Overview

In Payer Agreements: Splitting the Risk, FirstWord Dossier offers a complete and concise overview of payer schemes by definition and category. Based on an array of expert interviews, the report discusses the key drivers behind the evolution of payer schemes from financial imperatives to market uncertainty. Most importantly, the report defines—country by country—emerging trends based on current case studies and tackles the big question: What are the key features that will ensure success?

Key features

Detailed examination of the role of agreements in global pricing, reimbursement and market access

Discussion of the drivers for schemes, including HTA and financial challenges

Country-by-country trends illustrated with case studies

Expert insight into the role of schemes and their evolution

Analysis of the pros and cons of agreements

Key Benefits

Definitions and categories of schemes

Expert insight from key regulatory bodies

Comprehensive references to key literature

Key Questions Asked

What principles should be used in designing schemes?

When should companies offer risk-sharing agreements?

How can European risk-sharing be implemented in the US?

What is the current state of play with schemes globally?

What changes are likely in the future?

Who Should Read This Report

Market access directors and managers

Health economics professionals

Pharmacoeconomics professionals

Health Outcomes / Outcomes Research professionals

Pricing and Reimbursement teams

Government and regulatory affairs analysts

Marketing research/business intelligence managers

Government and regulatory affairs analysts

Contents

EXECUTIVE SUMMARY

CURRENT AGREEMENTS WITH PAYERS ACROSS AUSTRALIA, EUROPE, CANADA AND THE US

Introduction

Defining and categorizing schemes

Definitions from the literature

UK definition and categorization

Drivers for schemes

Financial challenges

HTA and saying 'no'

Dealing with uncertainty

COUNTRY TRENDS IN SCHEMES AND SELECTED CASE STUDIES

Australia

Bosentan patient registry

Canada

Clozaril money-back guarantee

Denmark

No cure, no pay for Diovan

France

Risperdal refund

Germany

Aclasta refund scheme

Italy

Tarceva discount scheme

Sutent discount scheme

Serbia

Avastin, Erbitux and MabCampath rebate schemes

Sweden

Crestor and ezetimibe coverage with evidence development

UK

Multiple Sclerosis Risk Sharing Scheme

Velcade money back guarantee

Lucentis dose capping scheme

US

Proscar refund scheme

Zocor refund scheme

Januvia guarantee scheme

Sanofi and Proctor & Gamble pay for fractures scheme

POTENTIALS AND PITFALLS OF AGREEMENTS

Fit with pricing and reimbursement environments

Pros and cons

Reality check

CONCLUSIONS

Too early to say

Maybe necessary, but not sufficient

Exploring uncertainty, not discounting in the future

ACKNOWLEDGEMENTS

I would like to order

Product name: Payer Agreements: Splitting the Risk

Product link: <https://marketpublishers.com/r/PFF9D033B67EN.html>

Price: US\$ 695.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

info@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/PFF9D033B67EN.html>