International Best Practices for Negotiating Reimbursement Contracts from Pharmaceutical Manufacturers

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External Reference Pricing
Reimbursement Contracts
Any negotiated discount paid to a drug plan
CONTRACTS

Price

Volume

Health Outcomes

Complexity
BEST PRACTICES?

WHY DON’T WE JUST PRETEND WE’RE GOOD AT SOMETHING AND CALL IT OUR STRATEGY.
METHODS
COMMON MOTIVATIONS

Financial

Clinical
COMMON CHALLENGES

Enforcement

Gaming
BEST PRACTICES

TRANSPARENCY

PRAGMATISM
Simplicity in contract design

DISCIPLINE
Consistent and fair processes
PRAGMATISM
Simplicity in contract design
DISCIPLINE

Consistent and fair processes
SYSTEM MATTERS
SINGLE PAYER ADVANTAGE

Administrative Efficiency

Trade Offs

Bargaining Power

Equity
Thank You