

Drug Market Access & Pricing in Europe

Payer Contracts, HTA process and Tender management

TOPICS

- Reference Pricing in Europe
- Payer-Archotyping
- Market Access and Pricing in France, Italy, Spain, Germany and the UK
- Specialties with regard to ATMPs/ Gentherapeutics
- HTA process and the role of RWE in the HTA context

YOUR SPEAKERS



Dr Thomas Ecker
Ecker + Ecker GmbH and
Accessus Health GmbH,
Hamburg, GERMANY



**Graham Foxon Ph.D.
MBA**
Remap Consulting UK Ltd,
Cheshire, GREAT BRITAIN



Dr Alicia Gil
OMAKASE Consulting S.L.,
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Fabio Kistner
Simon-Kucher & Partners
Strategy & Marketing Consultants
GmbH, Munich, GERMANY



Dr Entela Xoxi
Senior Scientific Advisor -
Independent consultant

Drug Market Access & Pricing in Europe

Aims and objectives

Market access and pricing for drugs is complex and requires careful preparation for launch. Knowledge of the underlying health systems and the different, mutually influencing pricing systems in Europe is essential for it.

In our online seminar you will receive the most important information for successful market access in the EU4 countries and in the UK.

22 April 2024: Payer archetypes, Market Access and Pricing in France and the UK

23 April 2024: Market Access and Pricing in Spain, Germany and Italy

Who should attend?

This online seminar is aimed at specialists and executives in the healthcare industry who are involved in market access and pricing in Europe.

Benefits of participation

By attending the seminar...

- you know about the most important differences and similarities with regard to market access in Europe.
- you have insights in key trends in pricing & market access in Europe.
- you know how to avoid pitfalls in regard to price-referencing.
- you will get practical tips for your work in Market Access & Pricing.
- you will benefit from the experience of our experts.

YOUR SPEAKERS

Dr Thomas Ecker

Ecker + Ecker GmbH and Accessus Health GmbH,
Hamburg
CEO

Graham Foxon Ph.D. MBA

Remap Consulting UK Ltd,
Cheshire
Managing Director

Dr Alicia Gil

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Fabio Kistner

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Manager

Dr Entela Xoxi

UNIVERSITÀ CATTOLICA del Sacro Cuore - Alta
Scuola di Economia e Management dei Sistemi
Sanitari (ALTEMS)

Lecturer with Collaboration Agreement for Research
Projects and Senior Scientific Advisor - Independent
consultant

Your programme at a glance

Day 1: 9:00 am - 3:00 pm

Payer archetypes in Europe

Fabio Kistner

- Main payer archetypes - similarities and differences

Market Access & Pricing in France

Graham Foxon

- Stakeholder in France
- HTA process and the role of RWE in the HTA context
- Pricing negotiation with CEPS; Value based pricing approaches?
- Managed Access Entry Agreements & Patient Access Schemes; role of ATU
- Specialties with regard to ATMPs/ Gentherapeutics
- Price, volume & revenues forecasting

Market Access & Pricing in the UK

Graham Foxon, Fatima Chunara

- Stakeholder & Stakeholder mapping post Brexit
- Managed Access Entry Agreements & Patient Access Schemes
- Role of RWE in the HTA context
- Specialties with regard to ATMPs/ Gentherapeutics/Orphan drugs
- Value based pricing approaches
- Price, volume & revenues

Day 2: 9:00 am - 3:00 pm

Market Access & Pricing in Spain

Dr. Alicia Gil

- Stakeholder in Spain
- HTA process and the role of RWE
- Negotiation with SGCMPs
- Patient Access Schemes
- Specialties with regard to ATMPs/ Gentherapeutics/Orphan drugs
- Price, volume & revenues forecasting

Market Access & Pricing in Italy

Dr. Entela Xoxi

- Stakeholder in Italy
- Managed Access Entry Agreements & Patient Access Schemes
- Role of RWE in the HTA context
- Specialties with regard to ATMPs/ Gentherapeutics/Orphan drugs
- Value based pricing approaches
- Price, volume & revenues

Market Access & Pricing in Germany

Dr. Thomas Ecker

- The AMNOG process 2023 - role of RWE?
- Challenge AbDe
- Managed Access Entry Agreements & Patient Access Schemes - what is possible
- Price, volume & revenues: new requirements!
- Recent legal changes for price negotiations
- Value based pricing approaches
- Market Access and pricing for medical apps

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REGISTRATION UNDER

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REGISTRATION FORM

Yes, I will attend

☐ Drug Market Access & Pricing in Europe

☐ Yes, I agree that FORUM Institut may inform me about events by:
☐ email; and/or ☐ telephone.
I may withdraw my consent at any time.

Date

22 - 23 April 2024 - online
22 April 2024: 9:00 am - 3:00 pm
23 April 2024: 9:00 am - 3:00 pm

Fee

€ 1590.00 (+ German VAT)
The participation fee includes documentation for download, a certificate, access to the Learning Space and technical support including PreMeeting.

Name

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Company

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Post code, city, country

Tel. no./Fax no.

E-mail

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Date, signature

Procedure of an online seminar

- Online seminars - live and interactive via the Learning Space.
- Your access data and all accompanying documents are accessible at any time in the Learning Space.
- Didactically and technically optimally concept with plenty of room for your questions.
- Free PreMeeting to prepare
- Continuous support during the online seminar for optimal learning success.

CANCELLATION POLICY

Our general terms and conditions (as of 01 November 2021) apply and are available upon request. We can send them to you at any time. Alternatively, you can access them online at www.forum-institut.com/t&c

YOUR CONTACT



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