SEMINAR

FORUM
40 YEARS

Market Access of Drugs in Russia

Regulatory essentials, entry process and marketing options

TOPICS

- Regulatory intelligence pathway
- Import regulations and entry process
- Market access strategy
- Partnering and contracting peculiarities
- Timeline of a market entry

YOUR SPEAKERS

Mag. Gerhard Eder
EG - CEE Consult
Mag. Eder Gerhard
Unternehmensberatung,
Vöcklabruck, AUSTRIA

Vladimir Krasnikov
Russian Pharmalicensing
Group, LLC
Moscow, RUSSIA

28 SEPTEMBER 2020 IN BERLIN

Aims and objectives

Will your products be sold on the Russian market? Then don't miss this seminar: you will get first-hand information on regulatory and import requirements, as well as useful hints for your market access strategy.

You will also become aware of what to avoid in preparing for your market entry, how to draft a contract with a Russian partner and how to estimate the timeline for market access.

Who should attend?

This seminar addresses the needs of healthcare professionals involved in bringing pharmaceuticals to the Russian market. Regulatory affairs, business development and market access experts will particularly benefit from this course.

Limited number of attendees

This seminar is limited to 20 participants. This limitation, a feature of all FORUM seminars, enables participants to thoroughly discuss the complex issues covered by the programme.

Quality guaranteed!

We follow the IMI quality criteria and, as a signatory, we are an active partner in further developing and optimising the quality standards. An aggregate evaluation of participants' feedback on all FORUM's healthcare training courses (evaluation period from 01.2019 - 12.2019) produced a result of 1.6 (based on a school grading system of 1-6).

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Vöcklabruck, AUSTRIA

Founder, Consultant

Vladimir Krasnikov
Russian Pharmalicensing
Group, LLC
Moscow, RUSSIA

Founder

Your benefits

- Two experts with first-hand knowledge of the Russian market
- Information on regulatory affairs, import regulations and market access combined in a single seminar
- Plenty of time for discussion in a small group

Booking option: e-Learning

If you would like to know the general regulatory affairs principles outside the ICH region, we recommend our "e-Learning: Marketing Authorisation Outside the ICH Region".

This e-learning will show you how to categorise the various regions in terms of regulatory requirements.

Please search for webcode 2012221 on www.forum-institut.com

Regulatory essentials, entry process and marketing options

Your programme 09:00 - 17:00

Prerequisites for entering the Russian Market
Gerhard Eder

Regulatory overview of the EAEU
Vladimir Krasnikov

- The main aims and features of the regulatory landscape
- Example: Review of the registration procedure
- Product categorisation and classification

Regulatory intelligence pathway
Vladimir Krasnikov

- Clinical study requirements
- GMP requirements
- Safety and pharmacovigilance
- Local RA agent

Import regulations and procedure
Vladimir Krasnikov

- Obtaining mandatory permissions
- Payment of customs duty and VAT

Overview of stakeholders in rare disease policy and orphan drug circulation in Russia
Vladimir Krasnikov

- The Russian 'Union of Patients and Patient Organisations for Rare Diseases'

Common mistakes before and during entry
Gerhard Eder

- What to avoid in a market entry into Russia

Searching for the right market access partner
Gerhard Eder

Peculiarities of contracts in Russia
Gerhard Eder

- Common misunderstandings in contracts
- Possible solutions shown in cases

Marketing options and structural peculiarities
Gerhard Eder

Timeline of a market entry and first delivery
Gerhard Eder

- Sample timeline

Market Access of Drugs in Russia

REGISTRATION UNDER

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Webcode 2009233

REGISTRATION FORM

Yes, I will attend

☐ Market Access of Drugs in Russia
(Webcode 2009233)

☐ e-Learning: Marketing Authorisation Outside the ICH Region (Webcode 2012221)

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

Name

Position, department

Company

Street

Post code, city, country

Tel. no./Fax no.

E-mail

Contact person at office

Date, signature

Date and venue
Monday, 28 September 2020 in Berlin
08:30 registration; 09:00 - 17:00 seminar
Adina Apartment Hotel Berlin Mitte
Platz vor dem Neuen Tor 6 · 10115 Berlin
Tel. +49 30 2000 32 0 · Fax +49 30 200 767 599

Fee
€ 1,190.00 (+ German VAT)
The fee includes course documentation (including free download) as well as refreshments, lunch and a certificate.

Fee e-Learning
€290.00 (+ German VAT) - e-Learning: Marketing Authorisation Outside the ICH Region (Webcode 2012221) - This fee is only valid in combination with the above mentioned seminar.

Our quality promise
We are proud of having passed the PharmaTrain Federation quality audit with excellence. We are now a recognised 'PharmaTrain Centre'.

CANCELLATION POLICY

Our general terms and conditions (as of 1 January 2016) 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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