



MARKET ACCESS
SEMINÁRE A RIEŠENIA

Health care & Market access in practise

Theory and practice of Managed Entry Agreements

6.5.2016

Austria Trend Hotel Bratislava, Vysoká 2A, 811 06 Bratislava, Slovakia

www.austria-trend.sk

PROGRAM

8:00 - 9:00

Registration

9.00 – 9.45

Patients and industry cooperation - marketing or real cooperation?

Dominik Tomek, PhD., European Patients Forum, Brussels

Different approach of regulators and government in EU member states. The EUPATI project - a dream or a chance for patients? Patient involvement in research - PROs and case study. How to create a successful EUPATI National platform.

9.45 – 10.30

Cooperation with industry from the view of national patient umbrella organization

MUDr. Katarína Kafková, president, Association for Patients' Rights Protection

Where we are and where we go? What can we do for the patients and for the industry? Do we need educated patient?

10.30 – 11.00

Coffee Break

11.00 – 13.00

Theory and practice of Managed Entry Agreements – theoretical part.

András Inotai, PhD. Head of Pharmaceutical Policy Department, Syreon Research Institute; Patient Reported Outcomes module leader, Eotvos Lorand University (ELTE), Budapest, Hungary

Zoltán Kaló, PhD. Professor of Health Economics, Eotvos Lorand University (ELTE), Budapest, Hungary

This course is designed for health care professionals (including public decision-makers, payers, academia and industry) involved in pricing and reimbursement decisions who wish to understand the applicability and technical aspects of managed entry agreements (MEAs). The topic will be introduced with key features of pricing and reimbursement systems to understand why special methods are needed to facilitate evidence-based reimbursement policies of new health technologies. The speakers will present an economic model to explain the methodology and implications of managed entry agreements in cost-effectiveness and budget impact analysis.

13.00 – 14.00

Lunch

14.00 – 16.00

Theory and practice of Managed Entry Agreements – practical part.

Zoltán Kaló, PhD. Professor of Health Economics, Eotvos Lorand University (ELTE), Budapest, Hungary

Participants will then have the opportunity to apply what they have learned through a hands-on exercise on making pricing and reimbursement decisions. A decision algorithm will be presented to support evidence and value based policy decisions of high-cost new technologies in CEE countries. A series of password protected economic models will add more and more complexity to a pragmatic case study on a new pharmaceutical product in oncology. To close the course faculty will lead a discussion on the applicability of a pragmatic decision tool illustrating the pros and cons of different managed entry agreements and their usefulness in CEE settings. Participants who wish to gain hands-on experience must bring their laptops with Microsoft Excel for Windows installed.



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