



NORDIC COOPERATION

Focus on security of supply and better prices

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Flemming Sonne

CEO - Head of Amgros,

Amgros is the national pharmaceutical procurement organization
for regional authorities in Denmark

Chairman of Nordic Pharmaceutical Forum

Worked at Amgros since August 2004

Work experience

- The pharmaceutical industry: Glaxo, Astra, AstraZeneca,
Private and public hospitals in Denmark



Denmark

THE DANISH HOSPITAL MARKET – SIMILAR TO THE OTHER EU-COUNTRIES



OUR COMMON TASK

- Deliver the right medicine at the right price and right time
- Ensure high security of supply
- Ensure the need for special needs in hospitals
- Be at the forefront of changes in the market in individual countries and the EU / world



MARKET AND CHALLENGERS

- Drug costs are rising and the budgets are under pressure
- Still many new and expensive drugs
- Increased risk of delivery failure
- Decisions in other countries are increasingly influencing Denmark



DISKUSSIONS AND CHALLENGES

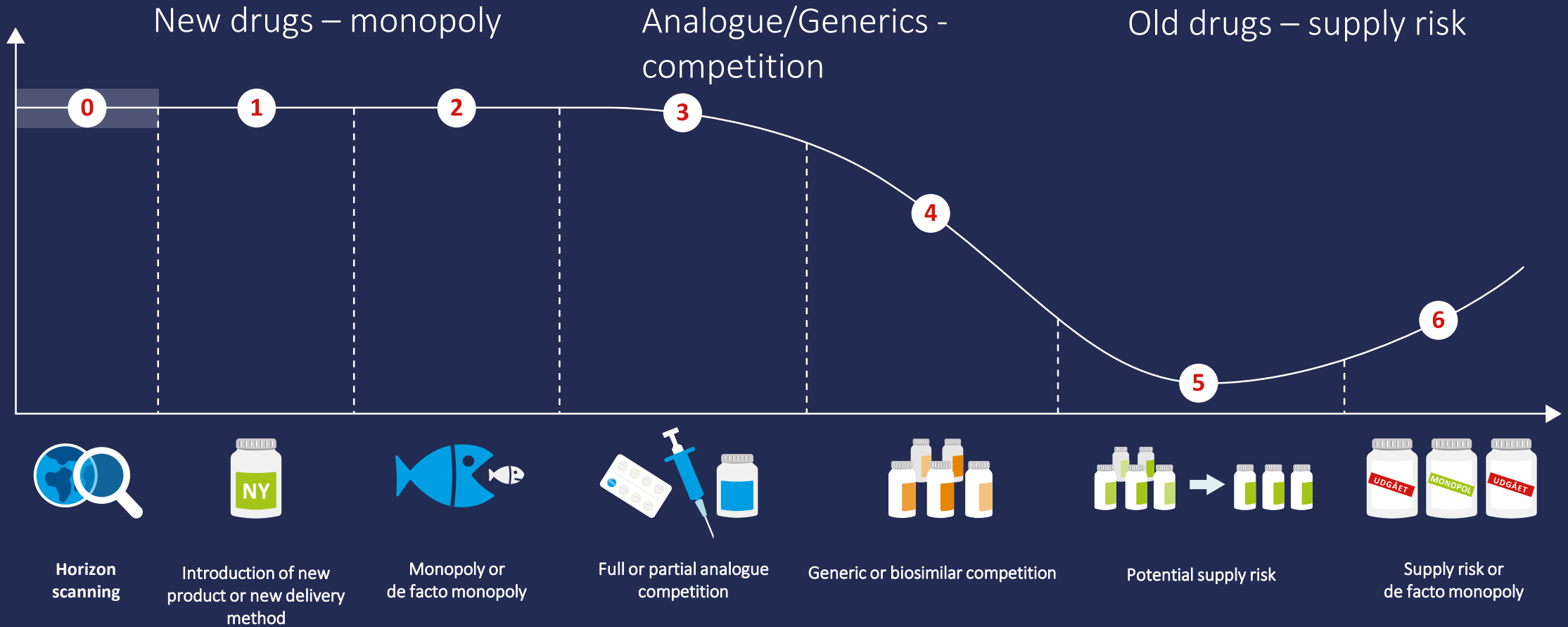
- The Nordic countries draw up guidelines and drug recommendations
- Increased Nordic and EU cooperation in areas such as HTA, Horizon scanning, procurement
- Pressures on countries from industry relative to alternative price agreements, Value based pricing, etc.



THE FUTURE

- Need for clear visions for the future's international cooperation
- International cooperation, knowledge sharing and vision will be natural in just a few years
- All countries will target efforts in the preparations life cycle

CHALLENGES ARE THE SAME IN ALL COUNTRIES





INTERNATIONAL COOPERATION PROVIDES NEW OPPORTUNITIES

The Nordic countries are small markets

- Small markets do not have the same pricing opportunities
- Small markets can not offer the same economies of scale
- Suppliers can play the countries against each other



Collaboration, Large Business and Common Solutions

- Uncover opportunities and share knowledge and experience
- Common solutions for eg. HS, supply, new drugs, production
- Stronger Nordic unity provides stronger purchasing power

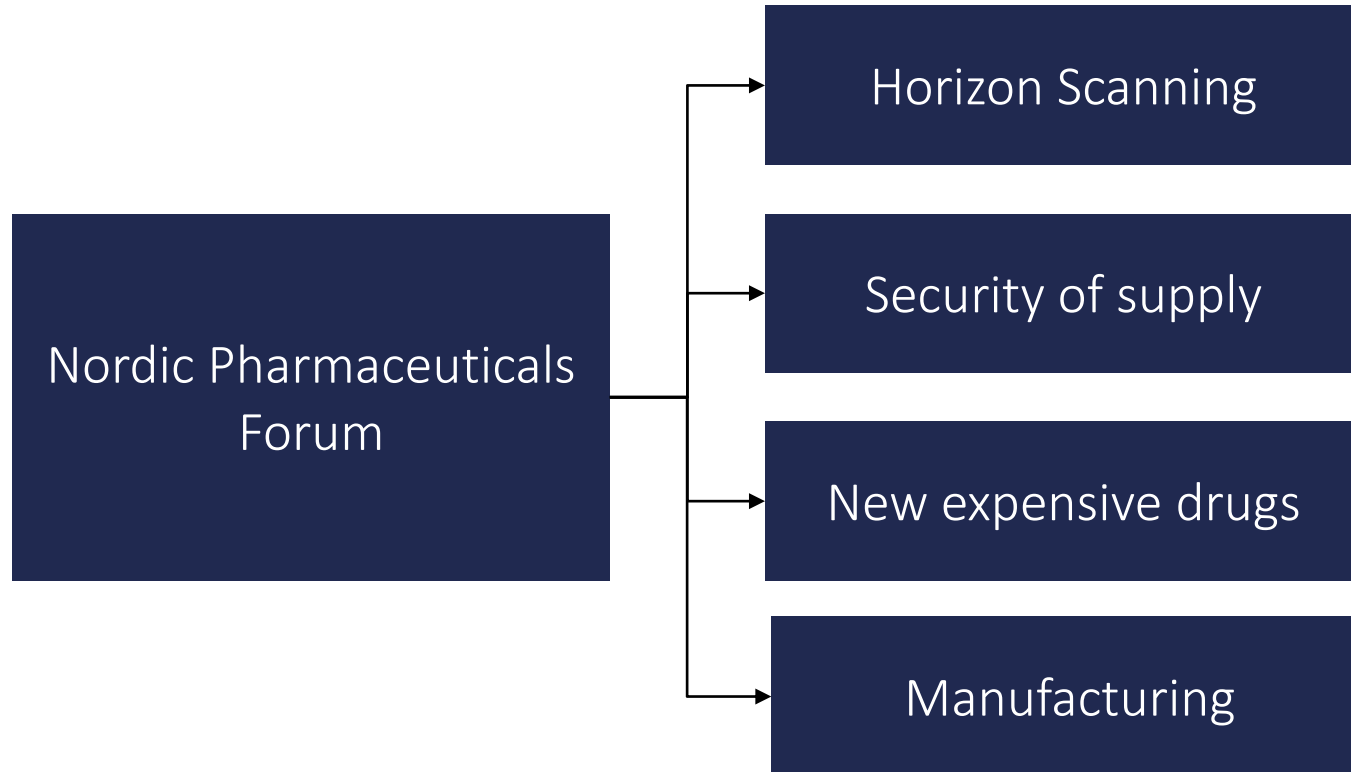


Increased security of supply

- A larger market can make it more attractive to bid
- It might give better prices to all
- This may ensure security of supply for all



NORDIC COOPERATION MUST CREATE VALUE FOR ALL



- Nordic Pharmaceutical Forum Established in 2015
- The purpose is to create an informal space for a Nordic cooperation focusing on discovering opportunities, knowledge sharing and working towards common
- Nordic solutions
- Norway, Sweden, Iceland, Denmark
- The cooperation is based on volunteering and consensus shared responsibility
- Joint funding
- Formal cooperation will be strengthened in 2019 cross the Nordic Countries

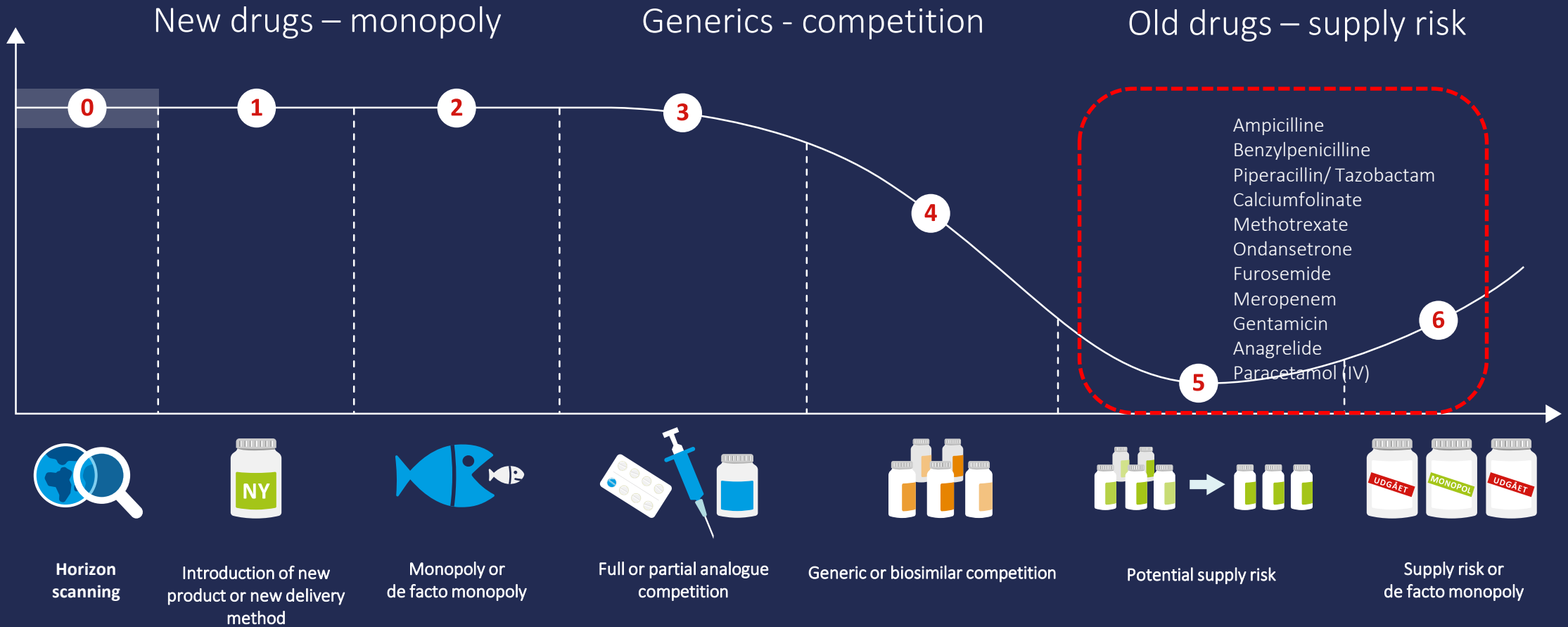


INCREASED FOCUS ON SECURITY OF SUPPLY



- The goal is, through a larger market, to ensure better security of supply
- We want to attract and maintain suppliers to meet supply problems
- It is therefore older medicines with one or few suppliers on the market (Phase 5 and 6 in the life cycle) we are looking for

CHALLENGES ARE THE SAME IN ALL COUNTRIES



PURPOSE AND ADDED VALUE BY JOINT NORDIC PROCUREMENT



Purpose of the pilot project:

- To gain experience with joint procurement
- To investigate if joint nordic procurement will lead to lower prices or better security of supply of old drugs

We will collect knowledge of:

- How to organize joint procurement including how to handling different setups of logitics and regulatory affairs
- How to sellect the right drugs as to the lifecycle
- How to meassure the added value / succes
- If we shall do this in a larger scale





















NORDIC PHARMACEUTICAL FORUM IS ACTIVE

 = Announced

 = Work in progress

 = Active

Kilder: WHO & Amgros

	Horizon Scanning	Tecnology assesments HTA	Sharing prices	Market monitoring	Price negotiations	Procurement and contracts	Manufacture of Pharmaceuticals
BeNeLuxA							
NLF							
FINOSE							
Valetta							
Visegrad							
Baltic Partnership							

AMGROS' FUTURE FOCUS IN RELATION TO NORDIC AND INTERNATIONAL COOPERATION



- Amgros will develop the international profile in the coming years
- We will seek new alliances and influence in the north and in the EU
- And we will seek closer cooperation with existing forums, for example. BeNeLuxA, FINOSE, EuNetHta, and more
- Finally, we will continue to develop concrete common Nordic solutions in the area of supply, horizon scanning, purchasing, manufacturing, price negotiation, and more



THANKS

EKSTRA

A close-up photograph of two pills on a textured, greyish surface. One pill is bright blue and the other is light green. The blue pill is in the foreground, slightly out of focus, while the green pill is behind it. The background is a blurred, textured surface.

ALL OF US NEED TO BALANCE VALUE IN THREE DOMAINS

