



Industry-Payor Agreements for Pharmaceuticals Survey results

Eddy Nason, IOG Director

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**Institute on
Governance**

LEADING EXPERTISE

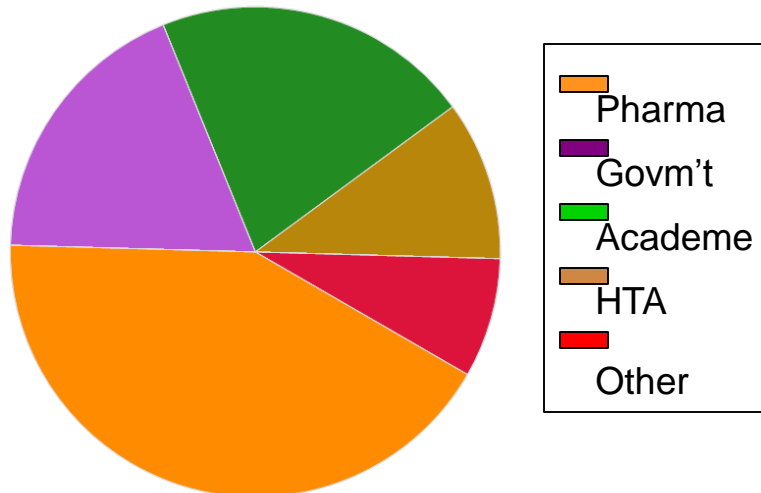
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EXPERTISE DE POINTE

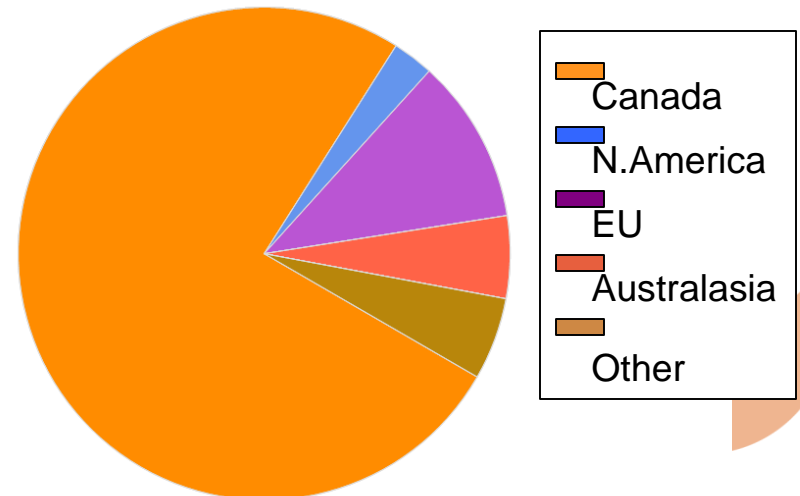
Survey purpose and responses

- The survey was designed to provide input on the main values and barriers around “innovative” agreements.
- Respondents were from a wide variety of stakeholder groups
- Respondents mainly from Canada, but some international.

Primary Sector



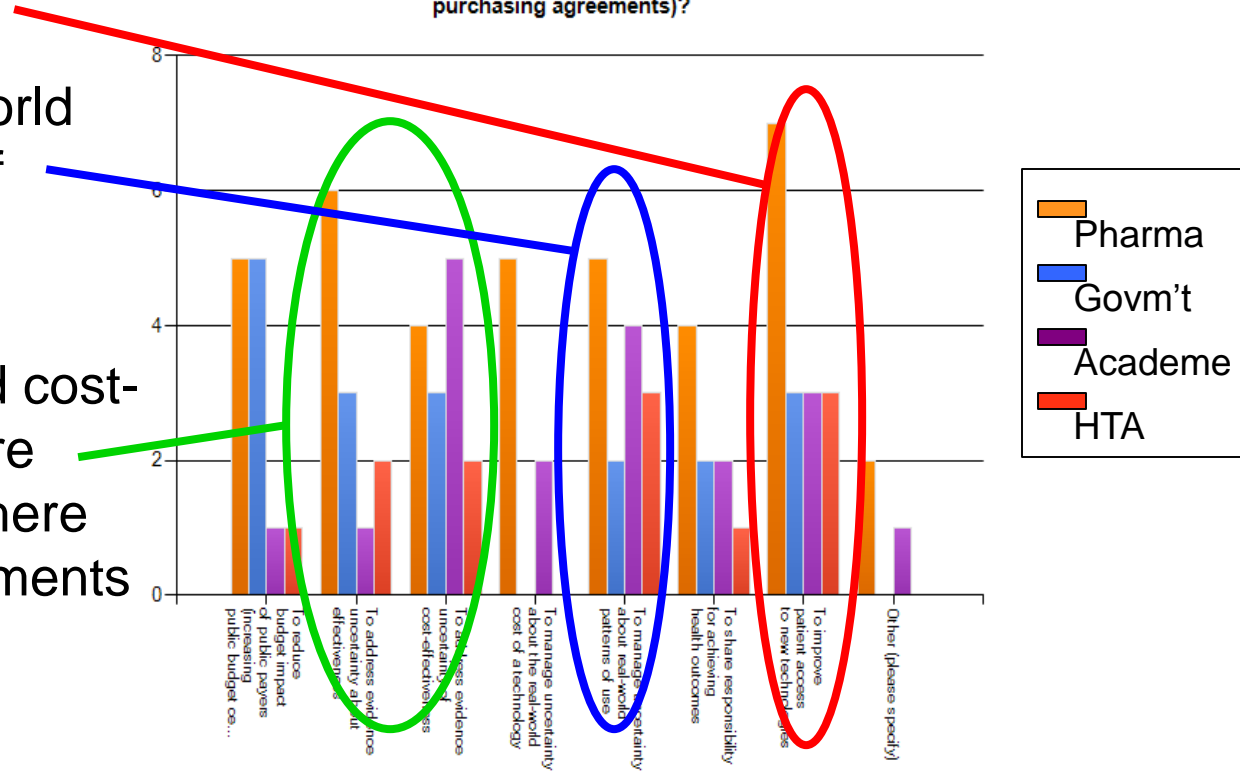
Jurisdiction



What value is brought by these agreements?

- Increased patient access
- Managing real world patterns of use of drugs
- Addressing effectiveness and cost-effectiveness were seen as areas where innovative agreements can add value

In your view, what are the three most significant values of innovative agreements to manage the introduction of new technologies (not traditional purchasing agreements)?



What are the main barriers and facilitators for agreements?

- Main barriers:
 - Capacity or expertise in government
 - Process of monitoring the performance of agreements (organizational capacity and structure to monitor)
 - Ability to gather information on performance to assess objectives of the agreement
- Main facilitators:
 - Willingness in industry
- *To a lesser extent:*
 - Willingness in government
 - Expertise in industry

Barriers/Facilitators

