

Getting Dollar on the Penny: Procurement of Health Technologies and Price Negotiation

Date: 30th September 2020

Time: 9:00am Accra/Dakar; 11:00am Lilongwe; 12:00pm Dar es Salaam; 2:30pm Delhi; 3:00pm Bhutan; 4:00pm Bangkok/Jakarta

Duration: 2 hours

Objectives:

The objectives of this webinar are:

1. To share the best practices in procurement and pricing strategies
2. Experience sharing on the procurement system in Thailand and Ghana and the use of evidence in the process
3. To share lessons (experiences & challenges) on procurement and price negotiation during public health crises
4. To identify key challenges and brainstorm potential solutions moving forward

Agenda:

Time	Item	Presenter
5 min	Welcoming <ul style="list-style-type: none"> • Housekeeping rules • Running through the agenda • Introducing the Chair 	Mr Sarin KC, HITAP
10 min	Opening remarks <ul style="list-style-type: none"> • Why is this topic important? • What is the best/recommended practice/s? • Objectives of the webinar • Introducing the speakers 	Chair: Dr. Ruth Lopert
10 mins	Tried and tested methods: Thailand <ul style="list-style-type: none"> • Central and hospital-based procurement system • Role of evidence (HTA) in price negotiation • Creating incentives for the industry • Quality assurance 	Ms Netnapis Suchonwanich
10 mins	Finding what works: Ghana <ul style="list-style-type: none"> • Overview of procurement & pricing strategies <ul style="list-style-type: none"> ◦ Use of framework contracting • Moving forward: Use of HTA into price negotiation 	Mrs. Joycelyn Azeez

Time	Item	Presenter
15 mins	Discussion & summary	Chair & speakers
1 hour	Riding through the curve: Procuring during a pandemic <ul style="list-style-type: none"> • Modelling needs assessment • Implementation reality • Bridging the gap between need and supply • Quality assurance and value for money 	Dr. Ruth Lopert Dr Hugo Turner Ms Netnapis Suchonwanich Mrs. Joycelyn Azeez Dr. Merawi Aragaw
10 mins	Closing remarks	Chair

Suggested reading list

1. Teerawattananon Y, Tritasavit N, Suchonwanich N, Kingkaew P. The use of economic evaluation for guiding the pharmaceutical reimbursement list in Thailand. *Z Evid Fortbild Qual Gesundheitswes.* 2014;108(7):397-404. doi:10.1016/j.zefq.2014.06.017
2. Forman R, Anderson M, Jit M, Mossialos E. Ensuring access and affordability through COVID-19 vaccine research and development investments: A proposal for the options market for vaccines. *Vaccine.* 2020;38(39):6075-6077. doi:10.1016/j.vaccine.2020.07.068
3. Parkinson B, Sermet C, Clement F, et al. Disinvestment and Value-Based Purchasing Strategies for Pharmaceuticals: An International Review. *Pharmacoeconomics.* 2015;33(9):905-924. doi:10.1007/s40273-015-0293-8
4. Hollingworth S, Gyansa-Lutterodt M, Dsane-Selby L, et al. Implementing health technology assessment in Ghana to support universal health coverage: building relationships that focus on people, policy, and process. *Int J Technol Assess Health Care.* 2020;36(1):8-11. doi:10.1017/S0266462319000795
5. Callea G, Armeni P, Marsilio M, Jommi C, Tarricone R. The impact of HTA and procurement practices on the selection and prices of medical devices. *Soc Sci Med.* 2017;174:89-95. doi:10.1016/j.socscimed.2016.11.038
6. Vogler S, Paris V, Panteli D, Richardson E, Palm W, Mossialos E, eds. *Ensuring access to medicines: How to redesign pricing, reimbursement and procurement?*. Copenhagen (Denmark): European Observatory on Health Systems and Policies; 2018.
7. Tanvejsilp P, Taychakhoonavudh S, Chaikledkaew U, Chaiyakunapruk N, Ngorsuraches S. Revisiting Roles of Health Technology Assessment on Drug Policy in Universal Health Coverage in Thailand: Where Are We? And What Is Next?. *Value Health Reg Issues.* 2019;18:78-82. doi:10.1016/j.vhri.2018.11.004