Focus on security of supply and better prices
Flemming Sonne, Amgros I/S

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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

I have no conflicts of interest

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

03-12-2018
CHALLENGES ARE THE SAME IN ALL COUNTRIES

New drugs – monopoly

Analogue/Generics - competition

Old drugs – supply risk

0 Horizon scanning
1 Introduction of new product or new delivery method
2 Monopoly or de facto monopoly
3 Full or partial analogue competition
4 Generic or biosimilar competition
5 Potential supply risk
6 Supply risk or de facto monopoly

New drugs – monopoly

Old drugs – supply risk
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

03-12-2018

New drugs – monopoly

Generics - competition

Old drugs – supply risk

Horizon scanning
Introduction of new product or new delivery method
Monopoly or de facto monopoly
Full or partial analogue competition
Generic or biosimilar competition
Potential supply risk
Supply risk or de facto monopoly

Ampicillin
Benzylinicillin
Piperacillin/Tazobactam
Calcium folinate
Methotrexate
Ondanetron
Furosemide
Meropenem
Gentamicin
Anagrelide
Paracetamol (IV)
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 logistics and regulatory affairs
- How to select the right drugs as to the lifecycle
- How to measure the added value / success
- If we shall do this in a larger scale
# NORDIC PHARMACEUTICAL FORUM IS ACTIVE

![Diagram](image)

- 🗣️ = Announced
- ⌛️ = Work in progress
- ✅ = Active

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*Kilder: WHO & Amgros*
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
ALL OF US NEED TO BALANCE VALUE IN THREE DOMAINS

- Political Domain
- Clinicians
- Partners & Suppliers