

The Nordic countries want more joint price negotiations for new pharmaceuticals

The Nordic countries all face the same challenges for new medicines. Medicines are often associated with high costs, while the evidence for their effect is limited. The aim is to ensure access to medicines at the right time, while also maintaining a sustainable health service for all patients.

In order to support faster and timely access to new, expensive medicines, decision-makers in the Nordic countries want to conduct more joint negotiations for new medicines.

The procurement organisations in the Nordic countries have agreed common guidelines and criteria for the negotiations, which contribute to ensuring uniform and trust-inspiring negotiations to benefit both medicines companies and procurement organisations.

After the joint Nordic negotiations, decision-makers in each country will decide whether the medicine is to be recommended as standard treatment, and subsequently each country will establish a national contract with the medicines company.

There are many advantages of joint negotiations: for patients, the industry and the healthcare sector. Joint negotiations between countries create a larger market, and this may be more attractive for suppliers, because it can enhance the possibility to introduce new medicines to the whole Nordic market at the same time. In the healthcare sector, joint negotiations help ensure that Nordic patients have access to new, innovative products at more favourable prices.

Criteria for joint Nordic negotiations:

The following criteria must be met before a drug can be considered for joint Nordic negotiations:

- The medicines must be new. A new indication for an existing medicine has not been qualified.
- The medicine must be classified as a hospital pharmaceutical or a medicine used in collaboration with hospitals.
- The medicine must be launched in all countries participating in joint Nordic negotiations.
- All participating negotiation countries must have full access to the HTA report, either through FINOSE or an HTA organisation.
- A flat discount is the preferred payment model.

HTA organisations, suppliers and procurement organisations may all propose candidates for joint Nordic negotiations.

Practical information about joint Nordic negotiations:

- The medicines company will have one contact person from New Expensive Drugs who will be the leader of the negotiations and represent all participating countries.
- There will be representatives from all participating countries at negotiations.
- The result of the negotiations will be the same across the participating countries.
- There may be different decisions from decision-takers across the participating countries and at different times.
- Possible renegotiations will be as joint Nordic renegotiations, irrespective of whether there are different decisions in the participating countries.
- Joint Nordic negotiations will, in most cases, start with a common HTA report from FINOSE, however this is not compulsory.
- The time period for a joint Nordic negotiation procedure will be agreed between the parties.