

Managed Entry Schemes for Medical Devices

Great Opportunity or Major Challenge?

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Background to the Panel

- Managed entry agreements (MEAs):
 - arrangements between a manufacturer and payer/provider that enable coverage or reimbursement of a health technology subject to specific conditions
- Have been proposed as a way of dealing with the uncertainties about the effectiveness and/or cost of new technologies

Background to the Panel (2)

- Although there are some examples of the application of MEAs to devices and procedures, much of the recent discussion has surrounded pharmaceuticals
- In principle, medical devices may be good candidates for MEAs (eg relative lack of effectiveness data, learning curve, incremental innovation, broader organizational impacts)
- Although MEAs offer the potential for a 'win' for patients, manufacturers and payers, the devil is in the detail

Issues for Discussion

- Do some situations suit MEAs better than others?
- What are the key issues in the design of these schemes?
- What are the practicalities in implementing these schemes?

Panelists

- ***Researcher perspective***

Aleksandra Torbica
Associate Professor
Cergas, Università Bocconi, Italy

- ***Manufacturer perspective***

Richard Charter
Head of Market Access and Pricing EMEA
BD International, Switzerland

- ***Payer perspective***

Brian Mangan
NHS North West Procurement Development
United Kingdom