



Managed Entry Agreements: Can CEE Countries Mutualize Lessons Learned?

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Definition of MEA

Managed Entry Agreements
(MEAs)

Objective of MEAs

Arrangements between a manufacturer and payer that enable access to a health technology that is subject to specified conditions.

Reduce uncertainty and mitigate the risk of unexpected budget impact, in order to improve access especially to innovative or high-cost medicines.



Types of MEAs



Performance/
Outcome-based

Focused on the patient's
outcomes or additional
evidence collection



Finance-based

Confidential discounts,
price-volume caps,
paybacks



Mix of outcome-
and finance-
based

Combination of cost and
clinical value uncertainty
reduction